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# COLMAN'S MUSTARD

**BEST ON EARTH**

IF you are anxious to give the utmost satisfaction to your customers in vinegar, you can unhesitatingly place every confidence in



# "Imperial" White Wine.

*Unequalled as a keeper of pickles.*
*Delightful for table use.*
*Absolutely reliable at all times.*

That is what Canada's largest and best known manufacturers of pickles, and consumers throughout the country say. Not much danger in disappointing your customers in handling "Imperial" White Wine.

Remember the name—**"IMPERIAL"**—The highest standard of quality.

If your customers desire a really fine, pure Table Salt, give them

# Rice's Pure SALT.

It gives Universal Satisfaction.

R. & J. RANSFORD,

Established 1886

Clinton, Ont.

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## LICO[RICE]

We manufacture everything in the Licorice line carried by the [Drug] and Confectionery trades. We might mention—Y. & S. Stick [Li]plain and corrugated; Acme Licorice Pellets; Y. & S. Licorice Lo[zenges] cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent [sticks] Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLIABLE [LICORICE] Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and Golf-Sticks box; Blow Pipes, 200 and 300 to box; Manhattan Wafers, 2½ lb. Curved Stem Pipes, 200 to box. Write for illustrated catalogue.

YOUNG & SMYLIE

Established 1845. BROOKLYN, N

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## TO LIVE GROCERS ONLY

We are putting up and are having a LARGE SALE on our famous . . . .




# "VICTORIA CROSS" CEYLON TEA

BLACK and MIXED.

Every package guaranteed finest grade grown. 25-40-50 cents per lb., in Handsome Lead Packages.

Write us for Samples and Prices.

**J. F. SMYTH & CO.**

Tea Packers. WINDSOR, ONT.

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Our

# CANS CANS CANS

CAN not be surpassed in point of

Workmanship, Material, Quality.

We are the largest manufacturers in Canada of Key-Opening Fruit Cans, Vegetable Cans, Meat Cans, Spice Cans, Syrup Cans. What are your requirements? Write for quotations to

## THE ACME CAN WORKS,

Office and Factory:

Ontario St. and Jeanne D'Arc Ave., - MONTREAL.

JAS. B. CAMPBELL. WILLIAM PRATT.

# Stower's Juice Lime

Distinguished from all others because it has no musty flavor. Many times stronger than any other Lime Juice made because concentrated and absolutely pure. An honest production from natural fruit. Palatable, healthy. Keeps perfectly in any climate even after the cork is drawn. "The Lime Juice that draws trade and holds it."

# Stephens' Pickles

Pickles that always please. Sound, piquant Pickles preserved in absolutely pure Malt Vinegar. Packed in bottles with showy labels, which are a great shelf attraction for the store. ALWAYS THE SAME!

*Sold by leading wholesalers.*

A. P. TIPPET & CO., Agents,
Montreal. Toronto.

# Fry's Cocoa.

Absolutely pure Cocoa, with no false flavorings added nor any injurious drugs or chemicals. Made by one of the largest manufacturers of Cocoa in the world. Concentrated and hence of great strength. A quarter-pound tin, which retails at 25 cents, will make fifty cups of rich, delicate Cocoa—one-half a cent a cup.

*Sold by leading wholesalers.*

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.


**FLOUR** MAGOR'S DELICIOUS PATENT FLOUR.

The Purest Flour Made—makes Delicious Bread, Cakes and Pastry.

Prices For Cash Unequalled.

JOHN MAGOR & CO., MONTREAL

**"ACME" TABLE SALT**

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont.
Agents for the Canadian Salt Co., Windsor, Ont.

Try the "Imperial" Brand
—OF—
**Peaches, Pears, Apples, Corn, Tomatoes, etc.**

They are packed from the choicest fruits and vegetables.

Packed by

The IMPERIAL CANNING CO.
KINGSVILLE, ONT.

**BRITISH BUSINESS CHANCES.**

Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for

FREE INSERTION

in "Commercial Intelligence," to the Editor

'SELL'S COMMERCIAL INTELLIGENCE,'
Temple House, Tallis St., Temple Avenue, London, E.C.

"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.

N.B.—A free specimen copy will be sent on receipt of a post card.



Up to date Grocers' Refrigerators,

Mineral Wool Filled, Eight Walls. Ask for prices from any dealer handling our household refrigerators, or write direct to us for descriptive catalogue and prices.

Ham & Nott Mfg. Co., Limited, Brantford, Ont.

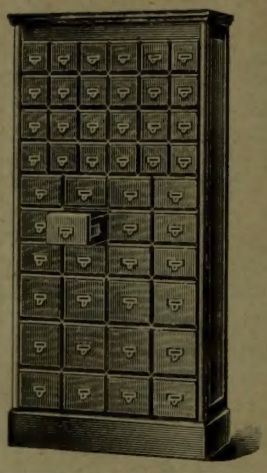



The "Toledo" is the ONLY
**Automatic Springless Computing Scale Extant**
and the ONLY scale in the world that **Absolutely Stops Giving Down Weight.**

Don't be influenced by interested parties to buy a scale until you see the "Toledo." A postal will procure a practical demonstration without any obligation to buy.

DEAN & McLEOD,
Canadian Agents, HAMILTON, ONT.
It does not require even a hair to turn it.

**I-WANT-2**



help you increase your profits by attracting customers to your store, enabling you to serve them quicker, and in preserving your stock from dirt, dust, mice and insects. You can do this by using

Bennett's Spice and Grocery Cabinet

which also saves 20 per cent. of your room.

Full particulars from

J. S. BENNETT,
Patentee and Mnfr.,
15 Marion St., Toronto.

**Coronation Blend**
**Ceylon Indo Tea**

The Best 50-Cent Tea on the Market . . .

Handsome 100-lb. Canisters Free

WARREN BROS. & CO.
TORONTO.

**BASKETS**

We make them in all shapes and sizes. We have

*Grain and Root Baskets,*
*Satchel Lunch Baskets*
*Clothes Baskets,*
*Butcher Baskets,*

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .
**Oakville Basket Co.**
Oakville, Ont.

**REFRIGERATORS.**



Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches.

Write for our catalogue, guarantee test and testimonials which are free.

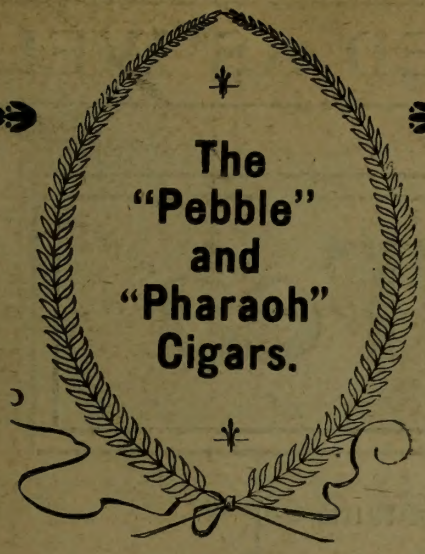
**Eureka Refrigerator Co.**
WILBERT HOOEY, MANAGER.
Phone Park 513. 54 Noble St., TORONTO.

**Soap**

"IMPERIAL" and "SNOW"
Twin Cakes.
NOW IN STORE.
Perkins, Ince & Co., - Toronto.

MOTT'S DIAMOND CHOCOLATE.
JOHN P. MOTT & Co.
HALIFAX, N.S.
ESTABLISHED 1844
IS THE BEST.

For Sale Everywhere.
—:o:—
ASK FOR
**MOTT'S.**



**The "Pebble" and "Pharaoh" Cigars.**

Get in line with the most successful grocers in Canada and sell Payne's Cigars, especially the two leaders, the "Pebble" 5-cent and the "Pharaoh" 10-cent. The highest quality for the price that can possibly be produced. I know because I make them and have made them for years and years doubling up my output every little while. Send for price list.

J. BRUCE PAYNE, MFR.,
Granby, Que.

**Specialties for Summer.**

—Lime Juice.
—Lime Juice Cordial.
—Raspberry Vinegar.

These are articles that customers can hardly do without during the hot summer months — something cool and refreshing— and easy to prepare.

—Every grocer should
—be well stocked with
—these goods and can
—recommend them
—with perfect safety to
—his customers.—The
—famous "STERLING"
—Brand.

**T. A. LYTLE & CO.,**
124-128 Richmond St. West,
**TORONTO**

**A Steady Rise**

**MOLINA BREAKFAST FOOD**

has grown in popular favor steadily. It is not a sky-rocket—a brilliant flash and then ashes. Every year has shown a marked but material increase as its general merits become more widely known. When it makes friends it keeps them. It is a natural and wholesome food of Wheat sterilized and kiln-dried, but not predigested.

Grocers, your customers will appreciate

**MOLINA BREAKFAST FOOD.**

The Breakfast Food that "has a flavor like popcorn."

**THE TILLSON CO., Limited, Tillsonburg, Ont.**

NO OTHER TEA LIKED AS WELL

AS

# Japan Tea

because no other tea contains to such a degree the elements essential to the production of a real first-class cup of tea that refreshes and braces.

IT IS IN A CLASS BY ITSELF.

The best grocers keep the best Imported Biscuits.
Try an assorted case of

# CARR'S




They will bring you additional trade, and mark you as

*One of the live grocers of Canada.*

FRANK MAGOR & CO.,

Agents for the Dominion. 16 St. John St., MONTREAL

C. E. JARVIS & CO., Vancouver, Agents for B.C.

# Austrian Sugar

ON SPOT—TO ARRIVE or FOR IMPORT.

**Samples and quotations on application.**

*ALEX. WILLS,*

27 St. Sacrament Street, - - - MONTREAL.

**H. N. Bate & Sons, Ottawa, Can.**

Agents for

STRICTLY UNCOLORED

**Anglo-Saxon Ceylon Green**

Same Drawing Qualities as Japaan

Put up in 1-lb. lead packages. 24 packages in case.

Wholesale, 19 cents per lb. Retail, 25 cents per lb.

Sale Guaranteed or can be returned at our expense.

With four cases of above we give one of our handsome polished oak paper bag holders. Best in the market.




# YOUR MONEY BACK

**IF YOU DO NOT LIKE**

# IMPERIAL MAPLE SYRUP

Return it to the dealer of whom you bought it, who is authorized to give you your money back.

ROSE & LAFLAMME, Agents
**Montreal.**

# OF COURSE

There is more than one way of attracting a woman's trade towards your store—but one of the best ways is to sell her

# IVORY GLOSS STARCH

for the simple but truthful reason—

**IT CAN ALWAYS BE RELIED UPON TO GIVE HER PERFECT SATISFACTION.**

Manufactured by
**THE ST. LAWRENCE STARCH CO.,**
LIMITED
**PORT CREDIT, ONT.**

# WHITTEMORE'S POLISHES.

**THE WORLD'S STANDARD.**

**THE OLDEST AND LARGEST MANUFACTURERS OF SHOE POLISHES IN THE WORLD.**




## "GILT EDGE"

The only Ladies' Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful finish. Once tried always used.

**LARGEST QUANTITY, FINEST QUALITY.**
**For Sale by all Wholesale Grocers.**

# MOLASSES

When ready to buy don't forget to ask us for our quotations on a carload delivered at your station; you will be glad you did so.

**The Dominion Molasses Co.,**
Limited
**Halifax - Nova Scotia.**



# "PINE TREE"

Is a Fine, Red, Sockeye Salmon—the best selected fish—put up under this label specially for us. We know just exactly what it is, and can highly recommend it to you. You need not have the slightest hesitation in offering it to your most critical customers. Ask our travellers for particulars, if you have not already convinced yourself of the merit of "Pine Tree."

**W. H. Gillard & Co.,** WHOLESALE GROCERS, TEA AND COFFEE IMPORTERS, **Hamilton.**




## THE DOMINION BREWERY CO., LIMITED

**Brewers and Maltsters**

**TORONTO**

**Manufacturers of the Celebrated**

# WHITE LABEL ALE

**ASK FOR IT AND SEE THAT OUR BRAND IS ON EVERY CORK.**

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

**WM. ROSS, Manager.**






## The Australasian Grocer

The Organ of the Grocery, Provision and kindred Trades of the Antipodes.

**Subscription $2.50 per Ann.**

post free to any part of the world.
A handsome Diary is presented free to annual subscribers.

PUBLISHING OFFICES:
Melbourne, - - Fink's Buildings.
Sydney, - - Post Office Chambers
AMERICAN OFFICES:
New York, - - Park Row Building.
BRITISH OFFICES:
London, - - 42 Cannon St., E.C.

*Specimen Copies Free on Application.*

## Drawing Trade By Selling Nasmith's Bread and Cakes.

Out of town grocers are doing this daily. Write us for information.

**THE NASMITH CO., Limited,**

**66 Jarvis St., Toronto.**

# GROCERY WINDOW DISPLAYS.

## SEASONABLE DISPLAYS.

THERE ought just now to be a good demand for canned fruits and vegetables. The season for small fruits is hardly yet in full swing, and on account of their cheapness and fitness for baking and cooking purposes an enterprising grocer should be able to do quite a business in them during the next ten days. A well-dressed window serves best to bring the goods before the people and canned apples may be made the subject of such a dressing.

Take a number of empty boxes, and place them in a row parallel to the front of the window, two or three feet from the glass. If the window has glass on two sides, arrange the boxes so that they will present a solid front at both sides to the glass. Let the pile of boxes be about four feet high and place a row of canned apples along the side of the pile facing the glass with the pictures of the apples on the cans all turned outward.

Another row of cans of apples is then placed on the top of the first, the cans being placed close together in every case, and each in the second row so placed as to rest on two cans in the first. Repeat the process until the boxes are hidden from view. Two or three piles, three cans wide at the bottom and three cans high, two being in the second row and one at the top, complete the display.

The use of the boxes gives the whole affair solidity without the use of more cans than are necessary.

A window may be dressed in the same way with other canned goods.

## SOME SUGGESTIONS.

A good way to dress a window with peas, corn, pumpkins and other fruits and vegetables in small cans is to place boxes of different sizes in the centre of the window against the back, and so arranged that the largest box is at the bottom and the smallest at the top. A pile of three boxes arranged in this way serves best. Cover the boxes with red or blue cloth, and pile up against the sides of the cans of vegetables in an orderly way. Have the faces of the cans all turned outward in the same way, and on top of all pile them in a sort of pyramid. This being the central figure, it need not take up the whole of the window. Boxes of currants, raisins, etc., may be placed on each side and in front to fill up the window. A display of this kind can be made very attractive.

## ORIGINALITY IN WINDOW DRESSING.

One of the prizes offered for the best article on window dressing at an exhibition at Islington was won by a Sheffield grocer, who said, in part:

"One sees many shop windows always well dressed, but possessing no claim to originality, and having practically the same design from month to month. Such a window grows stale, and the sameness which it possesses fails to attract any attention; the public pass it without notice, as they will some public buildings they are constantly in the habit of seeing. Such a window is valueless from its most important standpoint. It fails to sell, and does not pay. It's not worth its salt, and wastes the most important part of the proprietor's premises. Novelty of design is the great thing, and a window-dresser should always be on the lookout, and quick to grasp any new idea he thinks of, or has suggested to him. Having got the idea, work it out well, paying special attention to details. It's the little things that count, and an otherwise good window is often spoiled by some little omission. Care should be taken that goods such as soap and tea should not be placed in the same window; that the goods shown are seasonable lines, and that colors do not clash. I like, if possible, to get a striking contrast. Having worked out your design in front, the back must be well balanced, and the different colored labels so arranged that they blend well with the whole, and produce an artistic effect. Don't overcrowd your window. A crowded window defeats its object, and looks heavy and out of proportion.

"Your object should be to get it as symmetrical as possible, producing a picture, not painted on canvas or modeled in plaster, but built up of eatables appealing to the eye and palate of every passer-by.

"Current events should be noted, and use made of anything popular that is taking place. Triumphal arches used to decorate the streets of London during the Coronation would, if modeled in grocers' windows, prove a great attraction in the provinces. The window back should be suitably draped. Well worked out, this would make the public talk.

"Provision windows do not lend themselves so easily to novelty of design; still, much more than many attempt can be done. A few good plants greatly enhance the appearance and tend to make the shop look cool during the summer.

"I think it would pay anyone with a large provision window in a good-class district, or at any popular seaside resort, to have a miniature fountain playing in the centre of the window, with chunks of ice placed in the fountain bowl. If it were dressed around with tongues, luncheon pastes, potted meats and similar delicacies (suitable for picnic parties or afternoon tea), two or three plants and a few sprigs of parsley, it would have a very pleasing effect, look very tempting during the hot weather, and more than repay the necessary outlay and cost of working."

## IDEA FOR WINDOW DISPLAY.

Take a good sized box and cover it with attractive-colored tissue paper, inside or out, place a picture or ad. on the rear or bottom, in front of which place any preparation you wish to bring to the attention of the passers-by, says Retail Druggist, and cover the same with a white net, although other colors could be used according to the background.

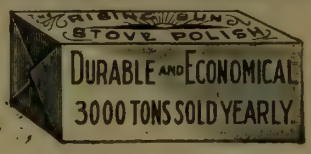
Place the front of the box towards the window, which will draw the attention of people who chance to pass that way and their curiosity will do the rest. This would be a good ad. for any preparation you wish to put in, but be sure you do not hide or obscure the picture in the background of the box. Of course, goods can be displayed in the same way, but it is the newness of the idea which will be noticed.

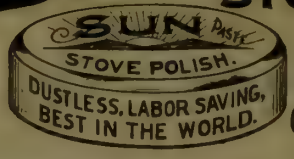
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Thomas Meredith, general merchant, Saltcoats, N.W.T., is succeeded by The Saltcoats Trading Co.

J. W. Herick & Co., general merchants, Wetaskiwin, N.W.T., have sold their tailoring business to E. Muir.

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE




SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

## BUSINESS AND HOME LIFE.

By Col. George Rathbone Dwyer.

NO business man likes worry, but it is an inseparable part of his existence. He need not look for worry ; it inevitably comes to him. To worry about one's business, and then in a moment forget it all, is absolutely impossible. It is not in human nature to be able to do so. The average busy man assuredly wishes it were.

A man's home is what he lives and works for, and the greatest pleasure he has in life is to go home and forget the worries, great or small, which are the heritage of the business man.

A man's business is his own and that of his business associates, and though he cannot help thinking, he can certainly help talking.

It is a breach of confidence for a man to discuss his business affairs with anyone, save only those who are personally interested.

He goes to his office in the morning and transacts his business throughout the day, and as soon as the office door closes behind him he ceases, theoretically speaking, to be a business man.

His uptown life and his downtown life are quite distinct. He does not permit the former to interfere with the latter, and what is sauce for the goose should be sauce for the gander.

In my opinion, a man has no right at all to discuss business matters at home.

A business man has quite sufficient to think about during the day and quite enough matters to discuss without doing so all the evening as well.

Besides, the strain of business in these days of competition and hustle is so severe that it would be highly detrimental to him physically were he not to enjoy the relaxation which his home affords. He goes home to rest, not to work ; and though the impressions left upon his mind by the events of the day cannot be entirely obliterated at home, yet they can be so associated with other more pleasant thoughts that they cease to worry.

Office life is one phase of a man's existence and home life is another ; each has its own sphere, from which it should never be permitted to stray.

## DRIED FRUITS IN SWITZERLAND.

HENRY H. MORGAN, consul at Aaran for the United States, is in receipt of a letter from Mr. Feller-Villiger, of Zurich, one of the largest dealers in dried fruits in Switzerland. It is claimed that United States' dried fruits always find a ready sale in Switzerland, no matter whether the home crops are good or bad.

The kinds bought from the United States are principally the so-called apple rings and apricots ; then follow pear chips, prunes and peaches. The first two kinds are imported in very large quantities, unless the prices are exceptionally high.

Other countries (Germany and Bohemia) furnish the ordinary dried pears, and Turkey and Servia send plums. These articles are consumed in enormous quantities and are very cheap, especially when the crops are good, and Mr. Feller-Villiger is of the opinion that the United States could not enter into competition.

The duty is favorable to the import of fruits ; for apricots, apples, peaches and pear chips (that is for all kinds without stones), 15 francs per 100 kilograms ($2.89 per 220 lb ), and for stone fruit only 2.50 francs per 100 kilograms (48c. per 220 lb.) are charged.

The late frost has done great damage to the fruit trees of Europe. The prospect, therefore, seems good for a largely-increased import of all kinds of fruits despite the fact that the new tariff, now under consideration by the Swiss Government, provides for a considerable increase in the duties on these articles.

The tables of the Trade and Navigation of Canada, compiled for the fiscal year ending June 30, 1901, show exports as follows :

CANADA'S EXPORTS OF DRIED APPLES.

| | Quantity in lb. |
|---|---|
| Great Britain | 656,247 |
| B. W. Indies | 76 |
| Nefoundland | 9,762 |
| Belgium | 61,938 |
| China | 1,200 |
| France | 65,192 |
| Germany | 1,783,867 |
| Holland | 1,300,124 |
| United States | 447,148 |

Total exports, 4,325,854 lb.; value $191,193.

The apple crop of Canada is reported to be a good average. Why is it not feasible to add to the above list Switzerland as well? Why should not Switzerland furnish a market as well as Holland? It might, perhaps, be well for dealers to investigate.

## BEGIN AT THE BOTTOM.

A successful business man sent his son to college, and when the young man graduated the father called him into his office, relates Boyce's Hustler, and said : "My son, in a few years I wish you to take my place and continue the business I have established. I think all the world of you, and there is nothing I would not sacrifice for your benefit. The first thing necessary for you in conducting the business is experience. If I could buy experience for you I would gladly pay $100,000. I would not hesitate a minute. But since the world began no man has been entitled to start in at the top. If you are to make a success it is necessary for you to give careful attention to every feature of the business you expect to manage. You must begin at the bottom and spend several weeks in each department of every kind of work so as to learn for yourself how to do the things which you tell others to do. No one is fit to manage until he has himself been managed. Whenever you read about a house continuing in prosperous business through several generations you may be sure that the successive proprietors started in at the bottom and learned how to do the things they afterwards told others to do."

# RIO COFFEES

Green and Roasted.

Write for Samples

LUCAS, STEELE & BRISTOL, WHOLESALE GROCERS HAMILTON.

A 10 cent packet of
Wilson's
Fly Pads
has actually
Killed a Bushel
of Flies







# *Our Brands of Brooms are :*

# "STANDARD,"
# "SIGNAL."

***The best made in Canada. Only the finest selected Green Corn used (not dyed). All handles carefully kiln-dried. Only the best skilled labor employed. Every broom carefully inspected before bunched. All hand-made under our supervision.***

If you are not selling our brooms, try sample lot of 6 dozen and you will then be satisfied the "Standard" and "Signal" are the best made.

## JAMES TURNER & CO.

Wholesale Grocers, HAMILTON, ONT.

The Williams Bros. Co. PICKLES

Sweet, — Sour, — Pints and Half-pints.

WALDORF RELISH and FRENCH MUSTARD.

Always in stock—with

THOS. KINNEAR & CO.,

Wholesale Grocers, 49 Front St. East, TORONTO

## OTTAWA GROCERS' EXCURSION.

THE second annual excursion of the Ottawa Retail Grocers' Association, which took place on Dominion Day, was a great success in every way. The day was a perfect one, and everything went off smoothly. A large number of ladies and children accompanied the excursion. It was, indeed, as nice a company as ever left Ottawa for a pleasure trip.

The train pulled out of the Central Depot sharp at 8.15 a.m. with over 700 excursionists on board. Every seat was occupied, and a great many had to stand. A fast run was made to Cornwall, where the electric cars conveyed the excursionists to the lower dock. The steamer Valleyfield was in waiting, and when all was ready she started on her trip to Stanley Island.

The boat trip was made in good time, arriving at the Island before noon. The scenery along the route is very beautiful, and, from the decks of the steamer, was greatly admired by all. The only inconvenience, and it was a trying one for many, was for those who had to wait for their dinner. The number to provide for was so large that it thrice filled the dining-room, but the discomfort was more than paid for after all enjoyed the first-class meal provided by the proprietor of the Algonquin.

During the afternoon a great many of the excursionists took in the boat trip farther down the river and for two hours enjoyed the scenery.

Dancing in the spacious ballroom of the hotel was indulged in by the young people. Bowling in the bowling alley, and football on the grounds, and bathing in the river was good amusement for some of the boys; so that the hours passed too quickly when 6.30 arrived, the time for making a start home. Cornwall was reached at 7.45, and the train left for Ottawa at 8.40, reaching there at 10.15.

A very pretty part of the day's pleasure was the dancing of the little son and daughter of Mr. John Baskerville, one of Ottawa's leading grocers. The young boy Basil danced the sailor's hornpipe and the Irish jig, and little Winnifred the Highland fling and the skirt dance. It was indeed a treat to all.

The Ottawa Dairy Co. deserve great praise for the way they looked after the catering. Their employes were in white coats and aprons, and the refreshments they supplied were of the best.

Tippin Bros'. orchestra rendered the music on the boat and for dancing, and did so well that there will be no doubt that the grocers will engage them again.

Two members of the Ottawa pipe band were along also, so that music was no scarcity on the trip.

Among those noticed were Lieut.-Col. Pinault, Deputy Minister of Militia; Stewart McClinaghan; Ald. Shouldis; Albert Allard, of Provost & Allard; Gerald Fitzgerald, of Bate & Sons; J. D. McCusker, of Bedingfield & McCusker; J. E. Cox and Wm. Anstics, of J. G. Whyte & Sons; C. H. Cochrane, of C. H. Cochrane & Co.; A. E. Hall, of The E. B. Eddy Co.; A. M. Ross, of F. J. Castle; J. D. McGregor and Chris. Brooks, of The Ottawa Fruit Exchange; P. McEvoy, of Laporte, Martin & Cie; Fred. Sterling, of T. A. Lytle & Co.; A. Duford, of S. J. Major; C. D. Spittal, of The Canada Biscuit Co.; L. McCurdy, of The McCormick Biscuit Co.; D. S. McAllister and Jos. Prichard, of The Dowd Milling Co.; Jas. Moyneur, of Freedman & Moyneur; John G. Davidson; Frank P. Savage; R. Buckhorn; C. E. Plain; A. O'Brien; Geo. Mason; B. Merrill, of The Rolla L'Crain Co.; Jas. McIntosh; I. St. Pierre, of The Geo. Matthews Co.; B. Scannell, of The T. Lindsay Co.; C. B. McLean, of Bryson, Graham & Co.; Harry




HARD-EARNED PROFITS

are only procurable on articles of merit.

Be like other grocers and secure your share of profits on

MacLAREN'S IMPERIAL AND MacLAREN'S ROQUEFORT CHEESE.

Our travellers can interest you in

# RIO COFFEE

## THE DAVIDSON & HAY, LIMITED

Wholesale Grocers. 36 Yonge St., Toronto.

Baldwin, of Baldwin Bros.; F. G. Johnson; T. Lowe and J. C. Scott.

The committee in charge were C. J. Provost, president; W. J. Eastcott, vice-president; Wm. York, treasurer; H. C. Ellis, secretary; H. W. Booth, J. Bainbrick, G. J. Millor, Wesley Hand and Geo. Atkinson.

The Association have good reason to be gratified at the success of this excursion, as it will aid them so much financially.

Manager G. W. Phillips and Passenger Agent Geo. C. Hamilton, of the Ottawa and New York Railway, accompanied the excursion, and the grocers appreciate very much the way they looked after their trip.

### SELECTING A SITE FOR A STORE.

When looking out for a site for a new grocery store most people pick out the place that has the fewest grocers roundabout, but the wise man investigates a little further. He finds out what kind of grocers are in the neighborhood, and if they are well-trained, enterprising dealers, he goes somewhere else for a home for his new business. That question of the training and skill and enterprise of established grocers has more to do with the ill-success of bankrupt dealers than is generally believed. Why should it be assumed that the new grocer, struggling for a foothold, is the victim of incompetency or other circumstances beyond the control of the established dealers, when it is quite possible that it is the satisfactory service of the older grocers that prevents the newcomer succeeding?—New York Merchants' Review.

### TRYING TO CLASSIFY THE FROG.

The Dominion Department of Marine and Fisheries has a peculiar constitutional problem to solve. The exportation of frogs' legs into the United States has grown to an enormous industry which threatens in a few years to almost exterminate the species in this country. So the Department has been requested to institute a close season during the month of May, but a question as to its power to do so arises. If the frog be a fish the Dominion authorities have power to institute a close season, but some scientists contend that frogs come under the category of game, and this would leave the fixing of the close season in the hands of the Provincial authorities.

### MOUNTAIN OF SALT.

Probably one of the greatest natural curiosities in the world, whose existence is but little known, according to an exchange, is the great mountain of salt located at Cardona, Spain, in the foothills of the Pyrenees. This marvel stands in a dreary and inaccessible region, off the highway of travel, and is only reached by a drive of 25 miles in a mule cart.

A party of scientists recently visited this giant salt mountain and reported some interesting facts in regard to the same. The mountain is several thousand feet high and is estimated to contain 500,000,000 tons of rock salt. This enormous quantity of salt is made more apparent by the fact that the bordering country of France consumes 700,000 tons a year, so that this mountain alone could furnish France with enough salt to last for 700 years.

The mountain is on private land and only worked to a limited extent.

### A GOOD DELIVERY.

The schooner Helen M. Atwood has just discharged her third cargo of molasses in Montreal. She is one of the largest schooners employed in this trade, and brought a full cargo, consigned by Jones & Swan, Barbados, to various Canadian concerns. Her entire loss on the cargo only amounted to $2.72, which is, it is said, about the record.



UPTON'S
Home Made Marmalade
In Glass, - - - PRICE $1.50 per doz.

Better than any imported article.
Have you seen our new Jars?

A. F. MacLaren Imperial Cheese Co., Limited,
51 Colborne Street, TORONTO, Agents.

# THE PROVISION TRADE.

**Cause of the Advance in Beef—The Markets—Miscellaneous Notes.**

### CAUSE OF THE ADVANCE IN BEEF.

THE relative percentage of high-priced, medium-priced, and low-priced beeves received depends very largely upon such conditions as the season of the year, the conditions which have prevailed during the year previous and the condition of the market.

During the fall and winter the percentage of high-priced beeves is larger than during the spring and summer. From November to June cattle are on full feed, and the beef produced is of a higher quality than that of the grassers which are received from the latter part of June to the beginning of winter.

The price of the carcass of beef is always regulated by the cost of the animal on foot. A thorough and painstaking investigation made by Government officials in 1893, in Kansas City, in which the prices of beef cattle on that market for a year were compared day by day with the selling prices of beef carcases as shown by the books of the local packing houses revealed the fact that the one went up and down with the other. An advance in the price of cattle on foot was followed closely by an advance in the price of the carcass. A decline in the price paid for beef cattle was quickly followed by a decline in the selling price of the carcass.

The general manager of the Kansas City stockyards says: "I believe that packers have actually lost money since the 'beef trust' agitation began, because they did not want to give color to the absurd stories of extortionate prices published in the daily press by advancing the prices of carcases when they were justified by the prices paid for cattle in doing so. Many feeders are now breaking up oil cake on the grass and getting excellent results. By that method of feeding flesh is put on rapidly and at less expense than when cattle are fed in the dry lot. When the movement of grass cattle from the Southwest does set in, it is probable that the number marketed will not fall much short of previous years. In the meantime there will be a decrease of 25 to 40 per cent. The supply next fall and winter will depend altogether upon the corn crop this season. If this crop is good, the supply of corn-fed cattle will not be much short of the normal by the opening of 1903. If the corn crop is a failure there will be a greater scarcity of fed cattle than there has been the past few months."

### TO CURE OX TONGUES.

The following is a recipe given by The Butchers' Advocate, New York, for curing ox tongues:

"To 10 gals. of water add 3 lb. of sugar, 12 lb. salt, ½ lb. saltpetre, ½ lb. dry antiseptic. Also place in a thin cloth bag ½ lb. of bruised Jamaica ginger; 2 oz. bruised cloves and ½ lb. of bruised pepper corns, and let it float in the brine. The pickle should be boiled to 98 degs., salinometer, and skimmed till clear. If it is stronger than 98 degs., reduce with water that has been boiled. The tongues should be fresh and free from slime, and if possible chilled to 38 degs. F. before curing is attempted. The tongues should be rubbed with a little fine salt so as to free them from slime, and the needle of the pickle pump stuck two or three times into the roots and once down the centre from the root end. Immediately after throw the tongues into the pickle and weight them down with stones. They should be left in the pickle seven days, and then the bag containing the ginger, etc., removed. The tongues are then mild cured. To cure them perfectly let them remain in the pickle seven more days."

### BEST PAYING STEER FOR CARCASS BEEF.

By N. L. Shubert, Rockport, Me.

An animal to be most profitable for a beef steer must be an early maturing one, one that fattens quickly and lays on lots of flesh. In order to lay on flesh the animal must have a form which has plenty of room for flesh. This form must, therefore, be broad, square and blocky. Also to lay on flesh the steer must be a good feeder, one that will eat lots of food and utilize that food for making flesh.

To get an animal that is a good feeder we want one that has what is known as good quality—that is, a loose, pliable skin covered with fine glossy hair. Why? Because it has been found that animals having a loose, pliable skin covered with fine glossy hair do feed better than those with a tight skin covered with bristly hair. Fine, smooth bones are wanted in a profitable beef steer so as to get a large per cent. of flesh from him when he is dressed, and not a pack of large rugged bones.

A profitable beef steer must be one that will lay his flesh on the parts which bring the most when sold at the butcher shop. And this a steer cannot do unless he is so formed that the parts on which the best flesh is are developed so as to hold plenty of it. I will now endeavor to describe the qualities a profitable beef steer should have and tell why they should be such:

The head should be short and small, because it does not contain any valuable flesh, and because a short head invariably goes with a short, thick-set body.

The forehead should be full, broad and high, so as to show intelligence.

The mouth should be large and the muscles of the jaws well developed, so as to indicate a good food grinding apparatus.

The eyes should be full, bright and clear, because this indicates great vitality and vigor, two of the most important qualities.

The neck should be short, thick and set firmly on the shoulders, because this indicates a short, thick-set body and a tendency to lay on flesh.

The shoulders should be compact and well covered with flesh, so as to give smoothness of form and flesh on forequarters.

Short, straight and wide-apart forelegs are wanted to give a good foundation for the forequarters. Legs should be short, because they are not worth much, and, anyhow, short legs are stronger than long ones.

The chest should be wide, deep and thick-set through the heart, so as to give plenty of room for the most important organs of the body, viz., heart and lungs.

The brisket should be deep and moderately projecting and breast wide, because this goes with a well-formed chest.

The girth of the animal should be large, because this indicates a good chest.

The chops, or that portion just behind the withers, should be full, because this is one of the most valuable meat portions.

The back must be short, straight and broad; short, because a short-backed animal is an early maturing one; broad, so as to give room for lots of flesh; straight, so as to give good support.

Ribs should be well sprung and arched in order to give plenty of room for the digestive organs. It is a well-founded fact that a large, deep chest and a capacious stomach are good indications that an animal has the capacity to utilize large quantities of

Are you selling

REGISTERED

*Bow Park*

BRAND

# Cream Cheese?

Just the thing this hot weather. It sells fast.

Send us your order or ask your wholesaler.

**The Brantford Packing Co.**

LIMITED

**BRANTFORD, ONT.**

When you have any

# BUTTER OR EGGS

to offer, write or wire us. We are buyers.

The J. A. McLean Produce Co., Limited

75-77 Colborne Street

Telephone Main 2491. Toronto.

# COOKED MEATS

During the past year or two there has been a large and increasing demand for Cooked Meats. The housewife does not care to burn coal and heat up her kitchen when she can procure what she wants for tea, dinner or luncheon ready cooked at her grocer's or provision dealer's, not only so, but at a moment's notice, and at less cost than it can be bought and prepared at home. We have a special department for putting up Cooked Meats, and invite your trial orders for

**Cooked Hams,**
**Cooked Shoulders,**
**English Brawn,**
**Beef Bolognas,**
**Ham, Tongue and Chicken,**
**Frankfurters,**
**Potted Tongue.**

**Sent by Express.**

**F. W. FEARMAN CO.**

**(Limited)**

**HAMILTON, ONT.**

# Sugar Cured Hams and Breakfast Bacon.

We produce something superior in this line---mild and full flavored. Meets the requirements of the most exacting trade.

**TRY SAMPLE SHIPMENT.**

**The Park, Blackwell Co.,**

LIMITED.

TORONTO, ONT.

food and make rapid progress in fattening. The ribs should be well covered with flesh, because this is a good indication that the animals fatten well.

The rump should be long, level and wide, so as to give plenty of room for rump steak.

The thighs ought to be full and well fleshed, in order to yield plenty of good round steak.

The flank should be full, low and thick, because, if they are, the thighs will generally be full and well fleshed.

The hind legs should be short and straight so as to give good foundation for hind-quarters.

The tail should have a smooth base, fine bone and a fine hair switch; smooth base so there will be no fear of having lumpy patches of fat gathering there. This is very objectionable, because it spoils the looks of the steer, and looks go a great ways in effecting the sale of an animal. Fine bone in tail indicates that the animal is fine boned.

Then after all this we want an animal that has some life in it, one that will always be there to eat and one that is not wild, because a wild one is bothersome, and besides he is wasting flesh while running and jumping everywhere.

Now we might ask in what breed will we find such a beef steer? Well, there is no distinct breed of animals best for beef purposes, but any of the Shorthorn, Hereford or Aberdeen-Angus breeds will do, because they originated in England where they were bred strictly for beef purposes. These are the best breeds of to-day, and a steer of any of these breeds, and having the qualities already described, will be the most profitable beef steer.—National Provisioner.

### THE PROVISION MARKETS.

TORONTO.

Trade in dressed hogs is slow and the receipts are small. Beef continues active and strong and prices for carcasses have advanced $1 per 100 lb. Veal is selling freely and lambs are firmer. The live stock market continues stationary. Our quotations follow: Dressed hogs, $8.75 to $9; beef carcasses, $8 50 to $9.50 per 100 lb.; hind quarters, $8.50 to $9.50 per 100 lb.; front quarters, $6.50 to $7.50 per 100 lb. Veal, 7 to 8c. per lb.; lambs, 10½ to 11½c. Live hogs: Selects, $6 87½; lights, $6.50 to $6 75 per 100 lb.; choice export cattle bring $6 to $7.00 per 100 lb.; lights sell at $5 to $5 75.

Trade in provisions continues steady and the prices are unchanged. The demand for lard is good. The cold and damp weather of last week and the early part of this has been against the business. We quote: Long clear bacon, 11 to 11½c.;





C. P. FABIEN

Manufacturer of Refrigerators and Ice Chests. Diplomas awarded at Montreal, Toronto and Ottawa Exhibitions. Over 50 patterns to choose from. Proprietor of Aubin's Patent Grocery Refrigerator, New Dominion, Imperial Dominion, special improved Dairy Palace for Hotels—all hardwood.

3169 Notre Dame St., MONTREAL.

SLEE, SLEE & CO.

Limited

Tower Bridge Brewery,

LONDON, ENG.

FOR English Malt Vinegars.

*Ontario Agents—*

John W. Bickle & Greening,

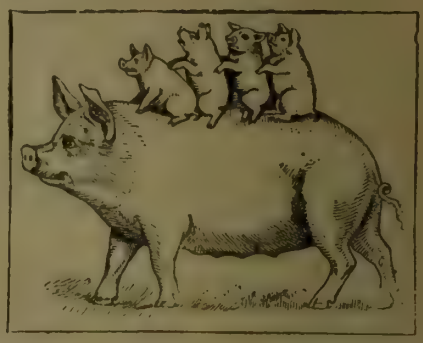
HAMILTON and TORONTO

From whom Samples and Prices can be obtained.

The Farmers' Co-Operative Packing Co.

of Brantford, Limited.

Absolutely Pure Lard



Is indispensable in the kitchen, therefore an absolute necessity on the Grocer's shelves.

We Guarantee Our Lard to be Absolutely Pure

*Lard in Tierces, in 50-lb. Tubs, in 20-lb. Pails, in 5-lb. Tins, in 3-lb. Tins.*

A trial order will convince you of its high quality and purity.

All first-class Grocers and Provision dealers should handle the

"L. & S." and "Imperial"

Brands of Smoked Hams, English Breakfast Bacon, Backs, Lard, Etc.

The best and most favorably known brands on the market. They are delicious and appetizing. Once used, always used.

Fowler's Canadian Company, Limited,

Pork Packers and Exporters, HAMILTON, CANADA.

Fowler's Packing Houses: Chicago, Ill., Omaha, Neb. Kansas City, Kan., Hamilton Can.

New York Office: Produce Exchange Building, N.Y.

Fowler's English Houses: Fowler Bros., Limited, Liverpool, Eng. Fowler Bros., Limited, London, Eng.

— ALSO —

The L. & S. Rosemary Company, Limited,

Manufacturers of Jams, Jellies, Cocoanut, Extracts, Baking Powder, Vinegars, Pickles, etc.

32 McNAB STREET SOUTH, HAMILTON, CAN.

smoked breakfast bacon, 14½ to 15c.; roll, 12 to 12½c.; medium hams, 13½ to 14c.; large hams, 12½ to 13c.; shoulder hams, 11c., and backs, 14½ to 15c.; Canadian heavy mess pork, $21.50; short cut, $23 to $23.50; lard, in tierces, 11 to 11¼c. per lb.; tubs, 11¼ to 11½c., and pails, 11½ to 11¾c.; plate beef, $15.

MONTREAL.

The market for almost all lines of hog products is firm. Fresh pork has been selling much better, and during the past week an active trade is reported. Smoked meats have been moving out well, as have hams and bacon. The latter is somewhat scarce at present.

Live hogs are somewhat lower in price this week, small lots selling at $7, which was the price paid for round lots a week ago. The tendency, however, is towards a higher price, the market having become somewhat firmer, and packers being willing in some cases to pay $7 for round lots.

In dressed hogs the demand has been good, but is falling off some, and at present the market is quieter. Butchers are now pretty well supplied, and until their stocks have been cut into pretty well, the demand will be limited. The price, however, has been steady at $9 to $9.50 per 100 lb., for country killed, and $9.25 to $9.75 per 100 lb. for fresh abbatoir stock in jobbing lots. We quote as follows: Heavy Canadian short cut mess pork, $23.75 to $24.00; Chicago clear pork, $26.50 for heavy and $25.50 for medium; selected heavy short cut mess pork, boneless, $22.00 to $22.50; hams, 13 to 14½c.; bacon, 15c.; lard, pure Canadian, $2.32½ to $2.35 per pail. Fairbank's "Boar's Head" lard compound, 10c. tierce basis, with extras as follows: 60-lb. tubs, ¼c. over tierce: 20-lb. tin pails, ¼c.; 20-lb. wood pails, ½c.; 10-lb. tins, ⅝c.; 5-lb. tins, ¾c.; 3-lb. tins, ⅞c. Snow White and Globe compound, $1.95 per pail; Cottolene, 11¼c. for 20-lb. pails, and 11c. for 60-lb. tubs, for Quebec and Ontario.

OTTAWA.

Ham and bacon is high in price for the best brands. Some smaller manufacturers are selling at lower prices, such as 12½c. for ham and bacon, while the best quality is worth 14 to 15c.

ST. JOHN, N. B.

In barrelled meats, sale is light and the prices are high and rather firmer. In smoked meats only a retail business is done. Lard is firm at full figures. There is a fair sale. In fresh meats, beef is still held at the high figures. Lamb is quite freely offered, but at full figures. Little veal is now seen. Pork is scarce and high. We quote: American mess pork, $23 to $23.50; domestic mess pork, $21.50; plate beef, Canadian, $14 to $14.50; clear pork, American, $25.50; plate beef, American, $17 to $18; veal, 4 to 7c.; lamb, 4 to 5c.; mutton, 10 to 12c.; fresh beef, 8 to 10½c.; round hogs, 7½ to 8c.; pure lard, tubs, 12c.; pure lard, pails, 12¼c.; compound lard, tubs, 9½c.; compound lard, pails, 9¼c.; refined lard compound, Fairbank's, tubs, 10¾ to 11c.; pails 11¼ to 11½c.

A car of Fairbank's "Standard" lard was distributed to the trade this week.

Mr. Saunders, Calais, Maine, representing Armour & Co., has been calling on the trade.

WINNIPEG.

DRESSED MEATS — The market is firm and there is no surplus supply. Beef runs from 8½ to 9½c.; mutton, 13c.; lambs are still scarce at $3 50 to $4; veal, 8½c.

CURED MEATS—The market is strong with a tendency to advance, and the trade all week has been heavy. We quote: Hams, 14¼c.; shoulders, 10¾c.; breakfast bacon, bellies, 15¼c.; backs 14c.; spiced rolls, 11½c.; long clear, 12c.; dry, salt long clear backs, 12½c.

LARD — Market normal and prices unchanged. Tierces, 11⅞c. per lb.; 50-lb. tubs, $6.05; 20-lb. pails, $2.50; 10 lb. pails, $7.60; 5 lb., $7.70; 3-lb. pails, $7.75.

PROVISION NOTES.

The assets of A. Daoust & Co., butchers, Montreal, are to be sold.

Normandeau & Normandeau, butchers, Montreal, have dissolved.

Blake Bros., meat dealers, Charlottetown, P. E. I., have dissolved; Patrick Blake retires.

Hilda M. Daly has registered as proprietress of J. & J. Daly, provision merchants, Quebec.





Orders can be filled by any of the leading packing houses or jobbers in Canada or direct.

We have had frequent complaints from various parts of Canada that some retailers were removing the imprint from our "**Boar's Head**" brand of **Refined Lard Compound** and selling it as hog lard. Our "**Boar's Head**" brand of **Refined Lard Compound** is superior to any hog lard that ever went over the counter, and we positively will not permit any retailer to offer it in pails unless plainly marked **Fairbank's "Boar's Head"** brand, and if sold as anything else we will prosecute the offender.

| | | | |
|---|---|---|---|
| Tierces - | 400 lbs. | Pails, tin - | 10 lbs. |
| Boxes - - | 50 lbs. | " " - - | 5 lbs. |
| Pails, wood | 20 lbs. | " " - | 3 lbs. |
| " tin - | 20 lbs. | | |

# THE N. K. FAIRBANK COMPANY.

**Wellington and Ann Sts., MONTREAL, QUE.**

Chicago. New York. St. Louis. New Orleans. San Francisco. Baltimore. Boston. Philadelphia. London, Eng. Hamburg, Ger.

# NEW TEAS

**MAY PICKINGS—IN STOCK.**

| | | | | |
|---|---|---|---|---|
| 10 | Half-Chests | "Condor" | I. Japan Tea | 37½c. |
| 10 | " | " | II. " | 35 c. |
| 25 | " | No. 14 | " | 27½c. |

**MAY PICKINGS TO ARRIVE 10 DAYS EX STEAMER "EMPRESS OF CHINA."**

| | | | | |
|---|---|---|---|---|
| 10 | Half-Chests | "ƎMDAAA" | Japan Tea | 37½c. |
| 7 | " | "Condor" | III. " | 32½c. |
| 10 | " | " | IV. " | 30 c. |
| 43 | " | " | V. " | 25 c. |
| 20 | " | " | X. (colored) " | 27½c. |

**TO ARRIVE 10 DAYS EX STEAMER "VICTORIA," FROM HANKOW, CHINA.**

| | | | | |
|---|---|---|---|---|
| 10 | Half-Chests | first crop | Moning Congou | 20 c. |
| 15 | " | " | " | 15 c. |

**TO ARRIVE 15 DAYS FROM LONDON, ENG.**

| | | | | |
|---|---|---|---|---|
| 90 | Cads. | Imperial Gun Powder Tea | | 15 c. |
| 22 | Half-Chests | Moyune Imperial Gun Powder Tea | | 16½c. |
| 8 | " | " | " " | 18½c. |
| 65 | Cads. | No. 2 Pin Head Gun Powder Tea | | 22½c. |

**IF YOU WISH TO INCREASE YOUR BUSINESS, ALWAYS KEEP IN STOCK THE FOLLOWING GOOD BRANDS:**

"Condor" Choice Japan Teas, from 20 to 40c.
"Condor" Pure Mustard—the best—in tins and in stone jars.
"Condor" Pure Distilled Vinegar, at 25c.
"Condor" Baking Powder—high grade—1-lb. tins, at $2.25.
"ƎMDAAA" Extra Fine Japan Tea, 40-lb. boxes, at 37½c.
"ƎMD" Pure Distilled Vinegar—the highest quality—at 30c.
"ƎMD" Baking Powder—of pure Cream of Tartar—as good as the best imported, 1-lb. tins, at $3.25 per doz.
"Old Crow" Scientific Blend of Black Teas, in useful bronzed tins, at 17½, 20, 25, 30 and 35c. per lb.
"Old Crow" Pure Distilled Vinegar, at 20c. per gal.
"Old Crow" Baking Powder—high quality—1-lb. tins, at $1.25 per doz.
"Nectar"—the perfection of Black Teas—in lead packets, at 20, 25, 36 and 45c. per lb.
Madam Huot's Coffee—the gem of all coffees—pure, rich, delicious—1-lb. tins, at 31c., 2-lb. at 30c. per lb.

**ASK FOR MY SAMPLES.**

**Specialty of high-grade goods in Teas, Coffees, Spices and Vinegars, Wholesale.**

# E. D. MARCEAU

281-285 St. Paul Street MONTREAL.

HAVE YOU TRIED THE NEWEST LINE IN SWEET PICKLES?

"COLUMBIA" SWEET PICCALETTE

"IT IS DELICIOUS"—THE JUDGMENT OF ALL WHO HAVE TASTED IT.

IT IS A TRADE-WINNER—ESPECIALLY WITH PICNICERS, CAMPERS AND SUMMER COTTAGERS.

OUR TRAVELLERS WILL SHOW YOU SAMPLES.

THE EBY, BLAIN CO., LIMITED

WHOLESALE GROCERS AND TEA IMPORTERS AND BLENDERS.

TORONTO.

## GROCERY CLERKS' PICNIC.

THE Grocery Clerks' Association of Toronto had a most enjoyable picnic on Dominion Day at Niagara-on-the-Lake. About 80 clerks and their friends went over on the Chicora and Chippewa.

On the 9 o'clock boat a guessing contest was held that elicited considerable interest. It was confined to those wearing badges of membership of the association.

After dinner had been enjoyed at the American Hotel a football game was played on a field near Niagara Park. Sides were chosen, and the way the ball was kicked around the field was astonishing to the beholders. Several times it got through the goal. The honors of the game were conceded to Messrs. Bail, Helstrop, Turpin and H. Brett, the goal-keeper of the winning side who only allowed the ball to pass through his goal once, while it got through the other six times.

Shortly after 2 o'clock, according to the programme, there were held running and jumping contests. Several of the contests were keenly contested. The tug-of-war was exciting, as the sides were well matched; and the experience of the contestants in rolling and handling barrels of sugar and sacks of rice was apparent in their perseverance. Nineteen prizes were awarded for the races alone.

The committee of arrangements, Messrs. Bail, Turpin, Helstrop, McGrath and Anderson, are to be congratulated upon the success attending their efforts, for the clerks say it was one of the best picnics they ever had. Mr. R. H. Hudson was referee for the games, and gave satisfaction to all.

## TWO NEW AGENCIES.

Mr. William H. Dunn, Montreal, has recently been appointed agent in Eastern Canada for the Borden's Condensed Milk Co., of New York. This company has bought up thirteen condensed milk companies in the United States, and they now have a factory at Ingersoll, Ont., from where shipments will be made of their different brands of milk, including the "Eagle" brand. Mr. Dunn has also just been appointed the direct agent in Eastern Canada for Bensdorp's Royal Dutch cocoa. He is to be congratulated on securing these two agencies, each of which is among the best of its line in Canada.

## HINTS TO BUYERS.

Contributors are requested to send news only not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

The Eby, Blain Co., Limited, are offering good values in green Rio coffees.

The Eby, Blain Co., Limited, have a special snap in mixed pickles in pint and quart gem jars.

R. & J. H. Simpson Co., wholesale grocers, Guelph, Ont., are receiving this week a large shipment of selected Valencia raisins, which they are offering at remarkably low prices. Quality guaranteed.

The Eby, Blain Co., Limited, are offering canned salmon for present delivery at very interesting quotations.

## LEAD IN TINS OF CANNED GOODS.

A number of complaints have been received by grocers lately from their customers regarding the presence of loose pieces of lead in canned fruits and vegetables. A portion of the lead becomes detached in soldering the tin and falls into the contents of the can.

Serious results might follow should anyone swallow a piece of this lead.

The packing season is near at hand and the present is therefore an opportune time for the packers to devise ways and means of remedying the evil.

## OUTLOOK IN LARD PRICES.

THE N. K. FAIRBANK CO., Montreal, advise us as follows, under date of July 2, in regard to the American market for hog and compound lard, and its probable effect on the Canadian market:

"The week closed in the United States with 5c. advance on lard, and substantial advances in the grain market. Corn, which very positively affects the price of lard, is particularly strong, due to considerable talk of serious damage to the corn crop in some sections, notably Texas and Indian Territory.

"The week's packing in the west of the United States was less than last year to the extent of 95,000 hogs, making the shortage since March 1, 1,115,000 hogs, or 15 per cent. behind last year in the same period.

"Strange as it may seem in face of the foregoing, the market in Canada for hog lard is some cheaper, although good sales of compound have been maintained, and should any decline occur it will be because of a temporary lower price for hog lard, which, no doubt, will react, as the conditions that affect the price of hog lard in Canada are the same as in the States. For although the fluctuations in price do not occur simultaneously, sooner or later the effect of a firm market in the States shows its influence here. There is nothing to indicate lower prices on lard compound, except lower prices for hog lard, and the fact that compound prices in the United States are badly demoralized (as a consequence of circumstances which have no bearing on the intrinsic values), and in the event of quotations coming from the United States to Canadian trade, "Boar's Head" brand of refined lard compound would probably meet this competition; so it would be unwise for any buyer to purchase foreign goods on the temptation of a cut price. The actual price of the best cotton oil frying and shortening mediums is practically the highest of the season."

On Saturday the wife of Mr. S. H. Moore, Fern avenue, Toronto, city traveller for the Comfort Soap Co., presented her husband with triplets, two girls and a boy. The trio are rosy, healthy babies, and weigh collectively 19½ lb. THE CANADIAN GROCER joins with the young couple's numerous friends in offering their congratulations.



# Carelessness.

It is safe to estimate that fully one billion dollars of Merchandise is annually given away by kind hearted merchants who have formed the habit of Down Weight. At the same ratio we figure that the Money-Weight System now in use in over one hundred thousand stores is annually saving fifteen million one hundred and twenty-five thousand dollars.

Shouldn't this convince you of its usefulness and importance in every well regulated business?

## The Computing Scale Co.

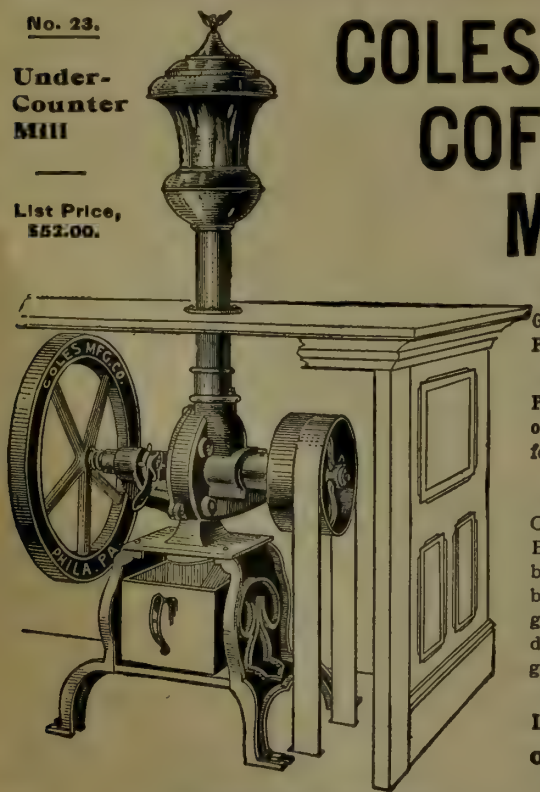
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Of the best selections from Spring importations, Via Montreal. Will be pleased to quote any quantity.

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## THE TOURIST ASSOCIATION MOVEMENT.

CANADIANS feel a national pride in their country, a pride increasing with wider information and a more thorough knowledge of its boundless resources. The strenuous activity of its industrial enterprises throbs with a quickened pulsation under the vitalizing influence of a limitless supply. Broad harvest fields, ever extending their boundaries, flout at famine or at want. But even we Canadians are just awakening to the capabilities of the land we own.

In no country can the realization of the adage "All work and no play makes Jack a dull boy" be better attained. Canada can supply the means for rest, for recreation, as well as for work. Nature laughs in the ripples of sparkling rivers, and frowns with the grandeur of towering mountains, and teems with the life of fine old forests. Island homes give a charm and a repose to refreshing holidays.

When these advantages are seized by us, it means a vitalized energy and a freshened zeal which represents great capital when we resume work. When these advantages are seized by strangers, it means expenditure for our good, the development of great pleasure places, and profit for the country.

The only way to attract others is to extend our reputation, to let people know about us, to acquaint them with the fact that Canada is, par excellence, the place for tourists. Tourists' associations effect the required advertising better than all other means. In previous numbers the commendable zeal of associations already formed has been noted.

Victoria has taken the lead on the Canadian Pacific Coast, but others have been formed at Nelson and New Denver, and Vancouver is agitating for one.

The formation of tourist associations diverts from other quarters to our own districts much of the summer expenditure of wealthy outsiders.

## THE RIGHT VOCATION.

NEXT to the possession of enterprise and energy that will not be balked by obstacles, there is nothing more necessary to success in life than the choice of vocation.

Unless there is adaptibility there can scarcely be success. It is better to be a first-class bootblack than a poor lawyer. One of the evidences of this is to be seen in the experience of a certain New York bootblack.

Eighteen years ago he began business in that city. His outfit consisted of the usual bootblacking kit slung across his shoulder. He was industrious as well as ambitious, and he finally secured a stand in the Produce Exchange building, and became known as "Tony, the Bootblack." Eventually he had stands in other buildings throughout the city besides, and it came out in court the other day that he was now worth $1,000,000.

It should be stated that all this million dollars was not made by blacking boots, but he saved a large sum of money from his work, and with the money thus saved he did some speculating, and with successful results.

Possibly, if Tony had gone into any other vocation than blackening boots he would have been a failure rather than a success.

## THE STRONG EGG MARKET.

THE Toronto egg market continues strong. Quotations this week are 14½ to 15c. per doz. for fresh eggs, against 11 to 11½c. for the same period last year; and there are yet no signs of a decline in value. On the contrary, it looks as if eggs will continue high all season.

The causes of this firm tone in egg circles are not easily explained. The receipts and the amount of stocks in store seem to be large. The season opened two weeks earlier, and for the first week or so the prices were weak. Merchants and exporters commenced pickling operations and the prices went up and stayed high until the present time.

It is said that there has been much competition among local buyers for this product for purposes of pickling and cold storage. Not so many have been placed in pickle this year, but reports say that large quantities have been laid away in cold storage, a thing that could not be done last year through lack of proper facilities. More people also are in the egg-pickling, cold-storing and exporting business this year than last, and the result has been that the competition has forced the prices up to their limit.

Another important factor in sustaining the high prices of eggs is the strong market for beef and pork. Farmers find that it pays better to consume their eggs and sell their hogs and cattle for export, instead of selling their eggs, as heretofore, and eating pork and beef. The home consumption has been large all round, owing to the strong meat market, thus leaving fewer eggs for pickling and cold-storage purposes.

Reports from Great Britain do not show a strong market there for eggs. A letter recently received by an egg exporter says that in Liverpool first-class Russian eggs can be bought at from 4s. 10d. to 5s. 6d. The former is equal to 12c. and the latter 13 to 20c. per doz. Here competition has forced prices up to 14 and 15c. for eggs just as they run, and it is rather a singular condition of our market for us to pay more for stock to the stores than they can be bought for to-day at current market rates in Liverpool.

## THE ALL-POWERFUL SUGAR INTERESTS.

WHILE the sugar market in the United States may at times be weak, the sugar interests there appear to be always strong. At least, this appears to be the experience of recent years.

The well-known power of the Trust has been time and again exemplified in influencing Congress in legislative matters. And during the last two or three years, since the question of securing treaties with the different islands in the West Indies came up, the influence of the cane sugar producers of Louisiana has been more than once in evidence in preventing the ratification of the proposed treaties.

Now another branch of sugar industry has come greatly into evidence, namely, that of the beet-sugar industry, in preventing the ratification of the proposed treaty with Cuba. This treaty only proposed a reduction of 20 per cent. on Cuban products, which, of course, means sugar principally.

This is the same reduction that was proposed by the Dingley tariff. At that time there was no beet-sugar industry, and the opposition was not strong enough to prevent the proposal becoming law. Now, of course, the case is different.

It may perhaps be interesting to know that according to the last census there were 31 establishments making beet-root sugar, the invested capital of which was nearly $21,000,000. The average number of wage-earners was less than 2,000, and the wages paid a little over $2,000,000.

This industry, comparatively small as its employes are, has, for the present Congress at any rate, succeeded in preventing the treaty being ratified in spite of the strong influence of President Roosevelt, who was in favor of liberal concessions being granted to the new Republic, which was four years ago liberated from Spanish rule by the United States.

The cane-sugar interests in the United States appear to have held aloof in the present contest between the beet-sugar men and the advocates of reciprocity with Cuba, while the Sugar Trust is preaching free sugar, its idea being, of course, to deprive the beet-sugar industry of the protection of the tariff.

In Canada, or, more correctly speaking, in the Province of Ontario, the beet-root sugar industry is beginning to develop. There are four or five refineries under way. It is to be hoped that the industry in Canada will not, like that in the neighboring Republic, exercise its influence in preventing Parliament from passing necessary legislation which would be to the general welfare of the country.

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## BOARDS OF TRADE AND LABOR TROUBLES.

THE successful manner in which the representatives of the Toronto Board of Trade carried on the negotiations which brought about a settlement of the street railway strike in Toronto, has emphasized the importance of the Toronto Board of Trade as a medium of conciliation in labor disputes.

The Toronto Board of Trade, as all other boards of trade, is essentially a representative business body, and no one knows better than its members the evil effects of strikes, for no one certainly suffers more, next to the families of the strikers, than the business interests of a community in which there is an open rupture between capital and labor.

Some years ago the Toronto Board of Trade obtained certain powers to enable it to act as a board of conciliation in regard to disputes of various kinds, but hitherto its work in this direction has been of little importance, and certainly has never attracted as much attention as its recent successful efforts in regard to the street railway strike in Toronto.

The London Chamber of Commerce has for some years done a great deal of good work in the way of conciliation, and there is no reason why such important boards of trade as those of Toronto and Montreal should not be as useful.

No one is certainly more competent than business men to adjudicate upon such questions as are embraced in disputes between capital and labor. They do not look at the questions in dispute from a technical standpoint, nor are they influenced by fine points of law. They look at it from a business and common-sense standpoint and act accordingly.

It is to be hoped that the experience of the Toronto Board of Trade will inspire other boards of trade throughout the country to emulate its example in the matter of local disputes between capital and labor.

---

## THE LOBSTER INDUSTRY.

A DESPATCH from Ottawa a few days ago said that the Government had decided to extend for this season the time during which lobsters could be taken in the Maritime Provinces. This will be welcome news to those engaged in the industry, in view of the fact that the present season has so far been an unsatisfactory one, on account of the lightness of the catch.

This action of the Government again draws attention to one of our most importan industries. According to the Statistical Year Book for 1901, the total value of the catch of lobsters in the four Provinces, Quebec, Nova Scotia and New Brunswick and Prince Edward Island, is a little over $3,000,000; the number of 1-lb. cans put up is 10,548,290, valued at $2,109,655, and the number of canneries, 119. The tota[l] number of persons employed in the lobster industry is over 18,000, while the aggregate value of the different plants is about $1,500,000.

The lobster fishing industry in the United States has become almost a thing of the past, and there is great danger that the industry in Canada will also fail, unless some scheme is devised whereby this industry will be saved.

The Canadian Government has given a great deal of attention to the matter and various experts have been engaged in trying to devise ways and means of perpetuating the industry. The fishing at present is carried on in comparatively shallow water, but it is held by fishery experts that there are two species of lobster. One is found in shallow water, and the other in the deep sea. It is to this latter lobster, which is held to be as good as that which is at present caught in the shallow water, that attention is at present being given. The difficulty, it seems, is of securing the fish in the deep waters. It goes without saying that there is a general hope that the desired ways and means will be finally discovered.

# TRADE IN COUNTRIES OTHER THAN OUR OWN.

### UNITED STATES CORN PACK.

PRIVATE mail advices from corn-packing sections in the United States say that the outlook for the coming corn pack is poor. The letter states: "Cool weather has interfered with the growth seriously, and in some sections the prospects do not favor more than 80 per cent. of an average pack, as a great deal of replanting has been done which will hardly come to maturity before the close of the season."

### CURRANTS IN NEW YORK.

Spot stocks of currants were increased to-day by the arrival from Greece ex Georgia of 3,403 bbls., 1,815 half-cases and 100 quarter-cases. In view of the already large stocks and slack buying interest the arrival, while at the moment affecting the situation but slightly, is conceded in some quarters to be a somewhat depressing factor. To-day business in the article was light, and, while holders quoted 4¾c., it is believed that a firm offer a shade under this figure would purchase in several quarters.—New York Journal of Commerce, June 30.

### DAMAGED RICE CROP.

New Orleans advices say that the rice crop in Louisiana has been damaged at least 25 per cent. by the prolonged drouth. The rains of Friday have benefited the sugar cane and saved the crop, but the rice crop is too far advanced, harvesting having begun in many localities. Salt water from the Gulf entered the bayous and streams in the rice district and made it impossible for the pumping plants to pump the water into the irrigating canals. As a result the rice was permitted to parch under the burning sun, and much of it is ruined. The experience of the present season will have the effect of causing all of the large planters to abandon the water supply from bayous and make them sink deep artesian wells for irrigating purposes.

### CANNED SALMON IN LONDON.

The salmon market remains very firm, and though market transactions are not on a large scale, a fair amount of business has been done, more especially in Fraser flats. Fraser River talls are in exceedingly small supply, and holders of these goods are inclined to advance prices still further. The cheapest grade of salmon at the present moment is the finer quality of Alaska, which as yet show only a small, if any, improvement in value. This class of goods on present valnations is not only the cheapest line of canned provisions offering, but should prove the most profitable to the retailer; and, although buyers up to the present have only been filling their requirements on the hand-tc-mouth principle, it becomes now a question whether it would not be wiser to hold larger stocks, as there is a possibility of quotations advancing any moment.—Produce Markets' Review, June 14.

### SITUATION IN CURRANTS.

There is a better general demand for currants, resulting in market operations of a more liberal character than last week. Prices are now sufficiently reasonable to induce some measure of confidence among traders generally as regards, at least, the immediate future, whatever the new season —still some three months distant—may bring forth. The late arrivals of better fruit have been very welcome at the reasonable prices asked, and have met with a good reception. One further shipment of about 400 tons, which may also be reasonably expected to include some good fruit, is due to arrive in about a fortnight. A definite report as to the new crop, received viva voce from a very reliable authority, who travelled through the growing districts at the end of last week, is as follows: "The only damage which has occurred has been in the Campos (Amalias), Pyrgos and Zante vineyards, and may be considered to have so far reduced the yield by some 10,000 tons. There are at present no indications of further damage, but the risks continue unabated from now until the fruit is actually gathered. Should circumstances be favorable, a fairly large yield of excellent quality may be expected."—Produce Merchants' Review, June 14.

### THE PEA PACK IN THE UNITED STATES.

The situation in peas will be one remarkable in the history of pea packing. It would seem that this staple is seeking to emulate tomatoes in respect to value, and fine grades of peas are almost daily advancing in price. It is now carefully calculated by experts that there will be, for the next 12 months a shortage in the supply of sifted and extra sifted peas of all kinds. The pea crop of the Chesapeake region is virtually a thing of the past for this year; that of New York State only began to come to the packers last week, and is known to be seriously injured, which injury, coming on a retarded crop, is almost certain to reproduce in that State the conditions which have caused the shortage in the finer grades of peas. Wisconsin is even in a worse condition than New York, and the middle section of the West is not regarded as a producer of fine peas; hence the outlook for a supply of fine grades of peas is quite gloomy. On this calculation, all the finer grades have advanced in price, and, we believe, will continue to further advance. Even in marrowfats, the fine grades are as scarce as in the early June varieties, and, on an average, peas will be good stock for the next twelve months.—The Trade, Baltimore, Md.

## IT IS A TAX ON PEDDLERS.

In a recent issue referrence was made to a tax which the city of Quebec proposed to place on commercial travellers. It turns out, however, according to an explanation which has been furnished by the authorities of that city, that the tax is not aimed against the regular commercial traveller, but is to apply to what are commonly called peddlers.

Peddlers, as we all know, contribute very little towards the support of the municipality, while they frequently do a great deal to disturb trade and the profits of the legitimate merchant. While the Quebec tax of $300 may be excessive, it is obvious to everyone in business that the ordinary peddler should be made to pay at least a fair tax.

## TRADE ITEMS OF INTEREST.

A new syrup factory is being built at Ninga, Man., to make syrup out of sugar beets.

The new cheese-curing station erected at Brockville, Ont., by the Dominion Government has been completed and opened.

Reports from the Skeena River, B.C., state that salmon fishing there is opening up nicely, and all the canneries are in operation.

Miss Hilda Mary Daly will do business in Quebec as victualler under the style of J. & J. Daly, and has filed a declaration to that effect.

The Woodworth Company are preparing to erect a two-storey brick building at Sydney, C.B., for the purpose of handling the fruit business of the firm.

The grocery department of A. T. Button's store at Uxbridge, Ont., was recently burned entailing a loss of $12,000 to $15,000 on the building and stock; the insurance was $8,000.

The "Salada" Tea Co. for a month back have been working every night until 10 or 11 o'clock to keep up with orders. They report that they never had such an increase in their business as during the last two months.

## The Decline and Fall of Japan

teas. The imports into Canada of Japan tea have declined since 1899 over

# 4 Million Lbs.

From 11,667,757 lbs. in 1899 down to 7,528,309 lbs. in 1901 and all the time **"SALADA"** Ceylon Green Tea is making **gigantic** strides.

Are you getting your share of the new trade? If not a postal will bring you valuable particulars.

Address **"SALADA,"** Toronto or Montreal.

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A POPULAR ARTICLE

# CELLULOID STARCH

Don't let your stock get low in hot weather.

THE BRANTFORD STARCH WORKS, Limited, BRANTFORD.

CANADIAN PRODUCERS.

# The Canada Biscuit Co., LIMITED,

## King and Bathurst Sts., Toronto.

Manufacturers of High-Grade

# BISCUITS, CONFECTIONERY, JAMS and JELLIES.

# MARKETS AND MARKET NOTES

## ONTARIO MARKETS.

Toronto, July 3, 1902.

### GROCERIES.

TRADE in groceries continues to keep up fairly well notwithstanding the cold and wet weather of last and the early part of this week. The dullness pervading the local sugar market has been mainly owing to these unfavorable weather conditions, which keep back the ripening of the fruit. The prices of corn and peas, in sympathy with the late advances in canned tomatoes, have stiffened, peas being now 2½c. higher than last week. There has been an advance in fine raisins of ¾ to 1c. per lb., and the market for them is active and strong, with small stocks on hand. Business in Indian and Ceylon teas keeps up fairly well, but China teas are scarce on the local market, and China greens are held at high figures. The coffee situation shows a fair demand for green Rios and roasted coffees. Rice and tapioca continue to move quietly. Little is being done in syrups and molasses, the prices of which are unchanged.

CANNED GOODS.

The demand for all classes of canned goods this week has been not quite so active as last week. The late advances in tomatoes have been maintained, and this has affected the prices of corn and peas, which latter are held firmly at 82½c. and upwards, an appreciation of 2½c. over the prices of a week ago. Some houses are demanding even higher prices than those quoted above for peas, and one or two have advanced to 70c., their prices of corn. Others, however, while holding the latter firmly, have made no quotable difference in prices. Our quotations are $1.10 and upwards for tomatoes, 82½c. and upwards for peas, and 65 to 70c. for corn. Io fruits, trade has been fair. Some new strawberries are quoted to arrive at $1.50 to $1.75. The demand for canned meats is moderate, and prices are steadily maintained. Salmon still shows activity, and the new catch of lobsters are now on the market. The first of the new kippered herring are expected to arrive this week. We quote as follows: Fraser River sockeye, $1.42½ for five-case lots and over, and $1.45 for less quantities; Northern sockeye, $1.25 to $1.30; cohoes, $1.05 to $1.15, according to quality, and canned haddies, $1 to $1.10.

COFFEES.

There has been a light local demand for green Rios; the market for mild greens is dull, and roasted coffees show fair activity. The outside markets continue quiet with a tendency to sag. The European markets still show signs of weakness, which is ascribed to large receipts of coffee at Rio and Santos. Our quotations are now as follows: Green Rio, No. 7, 7⅞c.; No. 6, 8c.; No. 5, 8¼c.; No. 4, 9c.; No. 3, 10 to 12c. per lb.

NUTS.

The local market for nuts is still without features and the movement from stock is very small. There has been a recent advance in the outside markets, which has been firmly maintained.

RICE AND TAPIOCA.

The local trade doing in rices continues fair and tapioca is steady and unchanged. The outside market reports indicate that rice is firm, with a steady demand for the better grades. After the recent rains in the Southern States, the general impression is that the outlook for a good crop of rice in that quarter is more promising. Tapioca outside was quiet and slightly easier for shipment.

SYRUPS AND MOLASSES.

Not much trade is being done here in either syrups or molasses, which continue unchanged in price. Outside reports tell of steady markets for the grocery grades of New Orleans molasses, a decidedly limited business, light offerings, and only a moderate call for deliveries on outstanding contracts. The tone of the outside syrup market holds steady. We quote as follows: Corn syrup, 3½ to 3¾c. in barrels and kegs; sugar syrups, 30 to 32c. for medium, and 35 to 40c. for bright. Molasses, 24 to 26c. for open-kettle.

SPICES.

The local trade is quiet and unchanged. No important changes have occurred in the foreign markets. The prices of pepper are steady, and ginger is reported strong.

**See pages 35 and 36 for Toronto, Montreal, St. John and Halifax prices current.**

SUGAR.

The stagnant tone of the sugar market was more pronounced at the beginning of this week owing to the unfavorable weather delaying the ripening of fruits. Prices are weak, with no perceptible change over the quotations of a week ago. London, Eng., advices report a dull and easy market for beet sugar at unchanged prices, and cane continues without change. There was a slight declension in the prices of raws in the United States last week, the change being from 3-16 to ¼c., but refined remained steady. The total meltings in the Republic were 33,000 tons, and the receipts were 44,030 tons, making the total stock in the four United States ports 130,620 tons, as against 119,590 tons last week and 270,799 tons last year. The decline in raw sugars followed the decision at Washington to do nothing for Cuba, at the present Congress. This made holders of Cuban sugars discouraged and anxious to sell. Buyers, having sufficient supplies, were disinclined to buy, and so few sales were accomplished, and all showed a reduction in prices below the lowest heretofore reached. The sugars are being pressed for sale faster than they are needed, and, as the refiners must carry them meanwhile, a reduction in price is necessary to offset the storage expenses. There has been an increase in the receipts from Cuba, and the exports from the island are 173,000 tons, as against 12,300 tons for the same week last year. The free selling of Cuban sugars will undoubtedly continue, and the general situation is not reassuring. The total stocks of sugar in the United States and Cuba together last week amounted to 552,620 tons, against 553,590 tons last week, and 412,081 tons last year, an increase of 140,539 tons over last year

TEAS.

The Eastern tea markets are reported as holding firm. The London, England, markets show a widening in the difference in price between good and common Indian teas, the tendency of the former being to advance, and of the latter to recede in value. The few new season's teas brought forward attracted but little attention, being only of ordinary quality. A further weakness was shown in low-class Ceylon teas, that have been gradually falling in value for some weeks past, but fully maintained were the higher prices lately ruling for good and fine teas. Slowness in sales of the low grades of Java teas were reported, and the better kinds were fairly steady. The local tea market is experiencing a fair demand for Indian and Ceylon teas, and very little is doing in China teas, the market being completely bare of all kinds of China greens, and what few are on hand are held at almost prohibitive prices. The primary Japan tea market being still high nothing can be purchased locally on spot in Japans under 17c. This marks an advance of 2c. in the common grades of Japan teas.

### FOREIGN DRIED FRUITS.

CURRANTS.—There is an easy feeling in the outside currant markets, and favorable crop reports continue to arrive from Greece. Locally, the movement is free. We quote: Filiatras, 5¾ to 6c., and Patras, 6¼ to 7c.

VALENCIA RAISINS.—The market here continues bare, and quotations are unchanged at 8c. up for selects.

DATES.—The local date market continues moderately active, and the prices are unchanged. Dates in bulk are quoted at 4½c., and in packages at 6¼ to 6½c.

PRUNES.—The demand for prunes is somewhat light. The tone of the outside market is healthy with fair transactions recorded, and quotations are: Californian prunes, 100-110's, 5c.; 90-100's, 5½ to 6¼c.; 80-90's, 6½ to 7c.; 70-80's, 6¾ to 7¼c.; 60-70's, 7½ to 8c.; 50-60's, 8 to 8½c.; 40-50's, 8¾ to 10c.

CALIFORNIAN EVAPORATED FRUITS.—The market here is inactive and the prices steady. Our quotations are now as follows: 11 to 14c. per lb. for peaches and 13 to 17c. for apricots. New Santa Clara apricots are quoted f.o.b. the Coast at 7c. in 50-lb. boxes, and 7½c. in 25-lb. boxes in carload lots.

### GREEN FRUITS.

The wet weather at the beginning of the week considerably decreased the receipts of strawberries, cherries and other small fruits at the local market, but trade has shown healthy signs of improving with the advent of fine weather. New pototoes and red currants are now on the market and the trade doing in them is sufficient to absorb all the stock offered. Strawberries are worth from 4 to 5½c. by the case; cherries, poorer grade, 75c., and better grades, $1.30 to $1.40 per basket; red currants, 65 to 75c. per basket; new potatoes, $1.10 to $1.20 per bush.; tomatoes, $1.20 per case; canteloupes, $5 per case; watermelons, 40 to 45c. each; cucumbers, $2 per crate; cabbage, $1.75 to $2 per crate; beans, $2 to $2.25 per basket; pineapples, $3.50 per crate; bananas, 75c. to $1.25 for seconds and $1.25 to $1.75 for firsts; oranges, Californian late Valencias, $5.25 to $5.50 per case, and Messina emons, $2.25 to $3.50 per case.

### VEGETABLES.

No improvement has been noted in business in vegetables, which in common with fruits have been dull by reason of the bad weather. Rhubarb will soon be done and old potatoes are scarce. The retail price of the latter has advanced 15c. per bag. We quote: Green onions, 8 to 15c. per doz.; rhubarb, 15 to 20c. per doz.; lettuce, 15 to 25c. per doz.; radishes, 20 to 30c.; mint and parsley, 20 to 25c.; turnips, 40c. per doz.; cauliflower, 50c. to $1 per doz.; cabbage, 60c. to $1; carrots, 30c. per doz.; beets, 40 to 50c. per doz.; peas, 40c. per peck; new potatoes, $2 to $2.15 per bag; old potatoes, $1.25 per bag; spinach, 50c. per bush.; dry onions, $3.50 per sack.

### COUNTRY PRODUCE.

EGGS— The market for these remains strong and the receipts are moderate; 15c. per doz. will be paid for eggs of good quality on arrival, and 16c. is the price to the retailer.

BEANS—This line is still quiet and prices are unchanged. Quotations are $1.30 per bushel for hand-picked beans.

HONEY—The demand for honey is light. Quotations follow: Honey in 60-lb. tins, 9½ to 10c.; less quantities, 10 to 11c.; combs, $2 to $3 per doz.

DRIED AND EVAPORATED APPLES — Dried apples are very dull at 5 to 6c. per lb., and the market is cleaned out of evaporated.

HAY—The receipts of hay have been fair and the prices are steady at $10.50 per ton for hay of choice quality.

POTATOES—The between-season in this line is now on and the old potatoes are about done. The offerings are light and prices have advanced to 90 to 95c. per bag on track.

### BUTTER AND CHEESE.

BUTTER—The butter market continues steady, with a good amount of choice dairy stuff in tubs coming forward. The demand from Great Britain during the week for creamery butter has not been so brisk as heretofore, but no serious falling off is apprehended. This declension is accounted for by the fact that large stocks had been laid in over there to tide over the Coronation festivities. We quote: Choice 1-lb. prints, 15 to 16c.; large rolls, 15c.; tubs, best quality, 15 to 15½c.; large rolls, medium grade, 12 to 14c., and tubs, medium grade, 12 to 14c. per lb. Creamery prints are worth 19 to 20c., and creamery solids, 19c. per lb.

CHEESE—The cheese situation is unchanged, and prices rule about the same as a week ago. The local demand is quiet, and not many inquiries are reported to have been received from the Old Country. Sales continue at the factories at prices ranging from 9¼ to 9½c. per lb., and the local quotations are 10 to 10¼c.

### FISH.

The movement in fish continues brisk. The only change is an advance of 1 to 1½c. in trout, which are lately quite scarce. The supply of other lines of fish is quite sufficient to meet the demand. We quote as follows: Fresh fish—Lake Erie herring, 4 to 5c.; perch, 4 to 5c.; trout, 7½ to 8c.; pike, 4c.; British Columbian salmon, 20c.; whitefish, 7½ to 8c.; blue fish, 9c. per lb.; mackerel, 12 to 15c.; rock bass, 4c.; eastern salmon, 25 to 30c.; speckled trout, 25c.; halibut, 15c.; Niagara whitefish, 9c. per lb.

### GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN—The market this week for Manitoba and Northern wheats is 1c. higher all around, the result of advances in Chicago. The world's visible supply is now below 20,000,000 bush. Our quotations are: Manitoba No. 1 hard, 86c.; No. 1 Northern, 84c., and No. 2 Northern, 83c. Locally, prices on the St. Lawrence market are steady. White wheat sold at 80 to 83½c.; red wheat, 75 to 79c.; goose, 69½c., and oats, 49½ to 50c. per bush.

FLOUR—There has been a better business done in flour with the advancement in the prices of wheat and the market rules strong. The prices are unchanged. Quotations are as follows: Ontario patents, in bags, $3.60 to $3.75; Hungarian patents, $4 to $4.15; Manitoba bakers', $3.70 to $3.85; straight roller, $3.30 to $3.40 per bbl. in Toronto.

BREAKFAST FOODS—There has been no change in these which are only in moderate demand owing to the warmth of the weather. We quote as follows: Oatmeal, standard and granulated, in carlots on track here, $5.20; standard rolled oats in carlots on track here, $4.90 per bbl.; in wood, 10c. extra; broken lots are 20c. per bbl. extra; rolled wheat, $2.40 in 100-lb. bbl.; cornmeal, $3.60; split peas, $4.75; pot barley, $4.25, in 196-lb. bbls.

### HIDES, SKINS AND WOOL.

HIDES—There are no new features in this market to report. Quotations are as follows: No. 1 green, 7½c.; No. 2 green, 6½c.; No. 1 green, steers, 8½c.; No. 2 green, steers, 7½c.; cured, 8 to 8¼c.

SKINS—A change in the method of buying calfskins has been inaugurated amongst the local dealers owing to the poor condition of some of the skins arriving. We quote: Veal skins, 6 to 14 lb. inclusive, No. 1, 10c.; No. 2, 8c.; do., 15 to 20 lb. inclusive, No. 1, 9c.; No. 2, 7c.; deacons (dairies), 60 to 70c. each; sheepskins, 80c. to $1; shearlings, 20c.

WOOL—The wool business continues very dull and the prices are very weak at 13c. for fleece wool and 7c. per lb. for unwashed.

TALLOW—The scarcity of this article is still a feature. Quotations are 6¼ to 6½c. per lb.

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MARKET NOTES.

Canned peas have gone up 2½c.

Fine raisins have been advanced ¼ to 1c. per lb.

The prices of potatoes have advanced 10 to 15c. per bag.

There has been an appreciation of 2c. in the lower grades of Japan teas.

Manitoba and Northern wheats have appreciated 1c. per bush. all around.


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FRUIT, PRODUCE AND COMMISSION MERCHANTS.

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**CLEMES BROS.**

**Wholesale Fruit and Commission Merchants.**

Special attention given Mail and Telephone orders.

Your consignments, produce and fruit carefully handled.

WRITE US FOR PRICE LISTS.

## QUEBEC MARKETS.

Montreal, July 3, 1902.

### GROCERIES.

DURING the past fortnight the grocery trade has been somewhat broken into by the preparations made for a holiday on Coronation Day, and by the holiday on Dominion Day, which was pretty generally observed. This has brought on a rush of business on two or three other days of the week, but on the whole the volume of trade has kept about up to the average. Wholesale grocers have again advanced the price of American pork, this time 75c., and medium to heavy is now quoted at $26 and $27 respectively. Sisal rope has gone up ½c. per lb. There has also been an advance in Clark's canned meats, the 1-lb. tins being 15c. higher and 2-lb. tins, 30c. higher. Union salad oil has advanced, and is now quoted between 90 and 95c. in barrel lots, and $1.05 to $1.10 in less than barrel lots.

SUGAR.

The sugar market remains about the same as at our last report. There was an inclination on the part of one refiner here to reduce prices again in sympathy with the New York market, but this idea was finally abandoned, and the price of granulated sugar is still quoted at $3.65 and yellows, at $3 to $3.55. Business is still quiet.

TEAS.

The local tea market is fairly active, and trade with points in the country has much improved. The high price and firm feeling in the Japan market is having its effect on buyers here, in that they are willing to give good prices for any of last year's teas on the market. June pickings will likely be as high as the first garden pickings in price. Green teas are still firm.

SYRUPS AND MOLASSES.

Shipments of Barbados molasses have continued to arrive freely, and stocks are accumulating. The demand is still small, and both wholesale and retail trade are buying in small lots for immediate requirements. The demand will not likely improve to any extent until fall. The price now quoted for Barbados molasses by jobbers is 23 to 24c., according to the quality; Antigua, 24c.; Porto Rico, 38c. for finest. In corn syrups the market is dull and featureless, and nominal prices are as follows: 3½c. in bbls.; 3⅝c. in ½ bbls.; 3¾c. in ¼ bbls.; $1.60 in 38½-lb. and $1.20 in 25-lb. pails.

CANNED GOODS.

There has been a good demand for canned vegetables and meats. The prices of Clark's canned meats have been advanced by 15c. for the 1-lb., and 30c. for the 2-lb. tins. Gallon apples are exceedingly scarce, and the supply on the market is diminishing quickly. They are now being quoted by jobbers at $2.95 to $3, and our quotations are as follows: Peas, 82½c. to $1.15; corn, 80c.; tomatoes, 97½c. to $1.00; gallon apples, $2.95 to $3.00; 3-lb. apples, $1.10. Salmon, pink, 92 to 95c.; spring, $1.25; Rivers Inlet, red sockeye, $1.30; Fraser River red sockeye, $1.40.

SPICES.

The firm feeling in the spice market is retained this week. A fairly good trade is doing, considering the season. We quote: Nutmegs, 30 to 55c. per lb., as

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Correspondence Solicited from Manufacturers and Shippers.
**WINNIPEG, MAN.**

to size; penang mace, 45 to 50c. per lb.; as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 22c., according to grade; white, 25 to 27c.; ginger, whole, Cochin, 15 to 17c.; Japan, 13 to 14c.; Jamaica, 16 to 20c.; Afghan, 12 to 13c.; ground, Japan, 15c.; Cochin, 16 to 17c.; Jamaica, 20 to 22c., and Afghan, 13 to 14c.

RICE AND TAPIOCA.

The demand for both the above lines continues good. There is no important change to report, and our quotations are now as follows: B rice, in bags, $3.02½; in ½ bags, $3.07½; in ¼ bags, $3.12½; in pockets, $3.17½. In 10-bag lots an allowance of 10c. is made. CC rice,, $2.92½ in bags; $2.97½ in ½ bags; $3.02½ in ¼ bags, and $3.07½ in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4 to 5c. per lb., and tapioca, 3⅛ to 3¼c.

### FOREIGN DRIED FRUITS.

CURRANTS.—The new currant market has opened earlier than usual, and at low prices, namely, 13s., cost and freight, for fine Filiatras, for shipment by the first direct steamer. The gloomy forecasts regarding the crop have happily not turned out true, and it is reported that the crop is a good one. Locally, though prices are easy, there is no change that can be quoted, and quotations follow: Fine Filiatras, 5⅛ to 5¼c. in ½ cases; cleaned, 5⅝ to 5¾c.; 1-lb. cartons, 7¼ to 7½c.; finest Vostizzas, 7⅝c.

VALENCIA RAISINS.—Owing to the scant supplies the business doing in this line is of small volume. Layers are practically out of the market, and only a small amount of fine off-stalk can be had. The usual amount of low-grade stuff is on the market. Prices are nominally as follows: Finest off-stalk, 6½c.; selected, 6⅝c.; layers, 7¼ to 7½c. per lb.

SULTANA RAISINS.—A fair amount of business is doing at 9c. per lb.

CANDIED PEELS.—These are quoted lower this week. Trade is fair. Citron peel sells at 15c.; orange peel at 11c., and lemon peel at 10½c. per lb.

MALAGA RAISINS.—These are moving out fairly well at steady and unchanged prices. Our quotations are now as follows: London layers, $1.50 to $1.60; "Connoisseur Clusters," $2.15 to $2.25; ½'s, 65 to 70c.; "Royal Buckingham Clusters," $3.30 to $3.35; ¼'s, $1.05 to $1.10; "Excelsior Windsor Clusters," $4.50 to $4.60; ½'s, $1.30 to $1.40.

DATES.—There is a fair demand. Hallowees are quoted ¼c. lower this week, and now sell at 4½c. per lb.

FIGS.—There is no business being done in figs. The market is absolutely bare. A few orders have been taken for import at low prices.

CALIFORNIAN RAISINS.—Trade continues fair, and prices are steady. Seeded raisins are quoted at 9¼ to 9½c. per lb.

PRUNES.—We hear of some slight concessions made from the opening prices. There is a steady and good demand locally for prunes. Prices are unchanged on this market, as follows: 8½c. for 40-50's; 8c. for 50-60's; 7¾c. for 60-70's; 7½c. for 70-80's; 6¾c. for 80-90's; 6½c. for 90-100's.

CALIFORNIAN EVAPORATED FRUITS.—The market is quiet but steady. We quote: Apricots, 14½c.; peaches, 10½c., and pears, 10c.

NUTS

The trade in most lines of nuts remains quiet. Peanuts have taken a further advance of ½c., and are now worth 8 to 12½c., according to the brand. F. Baller & Co., Messina, report a stronger market for filberts, both spot and new crop, and prices have advanced for prompt shipment by 2s. per bale. We quote: Walnuts, 9¾ to 11c.; Tarragona almonds, 12 to 13c.; shelled walnuts, 15 to 16c.; shelled almonds, 24½ to 25c.; filberts, 8¾ to 9¼c.; pecans, 15 to 16c.

### BUTTER AND CHEESE.

BUTTER.—The postponement of the Coronation and consequent desertion of the city by so many hundreds of thousands of people, who are greater butter consumers than the English people themselves, must leave the market in England in bad shape. Stocks were very heavy, and already efforts are being made to dispose of it at reduced prices. This state of affairs will keep this market down also. The market here is rather weak at present, 20 to 20½c. being paid for finest creamery, the latter price being paid only to pet factories. Good to fine creamery is also lower, and is worth from 19 to 19½c. Dairy has not changed in price, and we quote: Eastern Townships, 17½ to 18½c., and western, 16 to 17½c.

CHEESE.—The cheese market remains practically unchanged, and our quotations are as follows: Finest Ontario, 9¾ to 9⅞c.; finest townships, 9⅞ to 9¾c.; finest Quebecs, 9⅞ to 9¾c.; undergrades, 8½ to 8¼c.

### COUNTRY PRODUCE.

EGGS.—Business in eggs is somewhat quiet, and the prices are unchanged from those of last week, namely, 13½ to 13¾c. for round lots of straight receipts, and 12½ to 13c. for No. 2 stock, according to quality.

POTATOES.—Since our last report potatoes have advanced 10c., and are now quoted at 95c. to $1.05 per bag, in carlots. Jobbing lots sell at $1.15 to $1.20 per bag. The market is still firm, but at the advanced price trade has not been so active.

HONEY.—The market is dull and featureless, and we quote: White clover, comb, 13 to 14c.; tinged, 10 to 11c.; strained, 9 to 10c.; buckwheat honey in comb, 9 to 10c.; extracted, 7 to 8c.

BEANS.—The price of beans dropped to $1.20 to $1.25, for jobbing lots, but since the decline the market has shown more steadiness.

MAPLE PRODUCTS.—No change in prices has been made, and the market remains very quiet. We quote as follows: Syrup, in large tins, 70 to 80c.; in small tins, 50 to 60c. Sugar is selling at 7 to 9c. per lb.

ASHES.—Nothing new has occurred in this market, which is very quiet. Our quotations are: Firsts, $4.15 to $4.20; seconds, $3.70 to $3.75; pearls, $6 per 100 lb.

### GREEN FRUITS.

All lines of seasonable fruits have commenced to move fairly well, and this week we have to report an active market. The strawberry season has been a very satisfactory one. A good demand was experienced, and the market was not glutted, on account of the chilly weather which prevailed. Canadian cucumbers are on the market in fair supply, and sell at 35 to 65c. per dozen. Our quotations are as follows: Jamaica oranges, in barrels, $4.50 to $4.75; in boxes, $2.75; Valencia oranges, 420's, $5.75; 420's, Jumbo, $6.50; 714's, $6.50; Messina lemons, $2 to $3 per box; pineapples, 6½ to 16c.; Canadian apples, $5 to $6.50 per bbl.; cocoanuts, $3.50 per bag of 100; bananas, No. 1, $1.25 to $2, and eight hands, $1 to $1.50; sweet potatoes, Vinelands, $5.50 to $6; grape fruit, $4.25 to $5 per box; Florida tomatoes, $3.25 to $3.75 per crate; radishes, 15c. per doz.; spinach, $2.00 per barrel; strawberries, 8 to 12c. per box; asparagus, 40 cents per bunch; Boston lettuce, 35c. per dozen; Canadian spinach, $2.00 per barrel; Egyptian onions, 3½c. per lb.; Canadian cucumbers, 35 to 60c. per dozen; wax beans, $2.50 per basket; green beans, $3 per basket; cabbage, $3; Californian cherries, $2 to $2.50 per box.

### FISH.

Fresh fish continues in good demand, and prices have kept steady throughout the week. Business in prepared fish is reported very satisfactory. We quote: Haddies, 7 to 7½c.; smoked herrings, 9 to 10c. per box; fresh haddock and cod, 3½ to 4c. per lb.; whitefish, 7½c.; dore, 7½c.; pike, 6c.; halibut, 10 to 12c.; salmon, 12 to 13c.; trout, large and medium, 7½c.; No. 1 herring, Nova Scotian, $4.75 to $5.25 per bbl., and $2.50 per ½ bbl.; No. 1 Holland herring, $6.50 per ½ bbl.; No. 1 Scotch herring, $6.50 per ½ bbl., and 95c. per keg; Holland herring, 75c. per keg; No. 1 green codfish, $5 per bbl.; mackerel, $12.50 per bbl.; boneless cod, 1 and 2-lb. blocks, 6c. per lb.; loose, boneless cod, 5c. per lb. in 40-lb. boxes; dried codfish, $4.75 per 112-lb. bundle; No. 1 Labrador salmon, $17.50 in tierces, and in barrels, $12.50; No. 1 British-Columbian salmon, $6 per ½ bbl., and $12 per bbl.; standard bulk oysters, $1.50 per gallon; Marshall's kippered herring, $1.45 per doz.; Canadian kippered, $1 per doz.; Canadian ¼ sardines, $3.75 per 100; canned Cove oysters, No. 1 size, $1.30 per doz.; canned Cove oysters, No. 2 size, $2.20 per doz.

### FLOUR AND GRAIN.

FLOUR.—The flour market has been steady at unchanged prices. Our quotations are as follows: Manitoba spring wheat patents, $4 to $4.20; winter wheat patents, $3.90 to $4.10; strong bakers', $3.70 to $3.90; straight rollers, $3.60 to $3.70.

GRAIN.—Trade in grain has been somewhat quiet. Peas are firmer, but there is no change in price reported, and we quote: No. 2 Ontario oats, ex-store, 48 to 48½c.; rye, 66c.; peas, 85½ to 86c.; corn, 70 to 70½c.; buckwheat, 68½ to 69c.; No. 2 barley afloat, 61c.

FEED.—Ontario bran is quoted at a lower figure this week. Otherwise there is no change in the market. Trade is fair. We quote: Ontario bran, $17.50 to $18 per ton; Manitoba bran, $17 to $18; Manitoba shorts, $23 per ton.

OATMEAL.—There is a moderate inquiry for rolled oats. The price is $5.65 per barrel, and $2.77½ per bag.

BALED HAY.—The market has been somewhat steadier. Our quotations are now as follows: No. 1 timothy, $9 to $9.50; No. 2, $8 to $8.50; clover, $7 to $7.50 per ton in carlots.

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MONTREAL NOTES.

Peanuts have advanced ½c.
Candied peels are ½c. lower.
American pork is 75c. higher.
Creamery butter is about ½c. lower.
Hallowee dates are quoted ¼c. lower.
Clark's canned meats have advanced.

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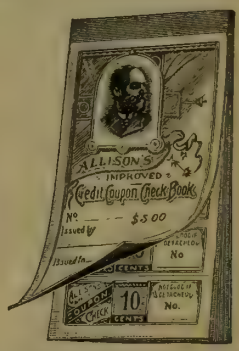

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***ALLISON COUPON CO.,*** *Makers,*
***Indianapolis, Indiana.***

## MANITOBA MARKETS.

Winnipeg, June 30.

TRADE is fair and shows improvement during the last few days, largely owing to fine weather. The business of the week was somewhat upset by the calling off of the Coronation celebration, as no doubt has been the case all over the Empire. The interest taken in the bulletins as to His Majesty's health is unabated. If His Majesty is declared out of danger at that time there will probably be very considerable celebrating on Dominion Day. There is little of interest to report so far as change in prices is concerned.

CANNED GOODS — Tomatoes have advanced sharply and are now quoted at $2.50 to $2.60 per case, according to brand. Corn, on the other hand, is again weaker, and is freely offered at $1.60. Peas are normal at $1.95 to $2.10, according to pack. Canned fruits of last year's pack are in moderate demand. Cherries and strawberries, newly packed, are both offering in this market, but, so far, few orders have been placed.

EVAPORATED FRUITS—The only change to report is an advance of ¼c. on currants. The trade in both currants and raisins is very small, and the advance will affect trade very little one way or the other. Evaporated apricots, peaches and pears are all in moderate demand and without change of prices.

SUGAR—The trade in sugar continues to be very heavy, but prices are unchanged at $4.35 for granulated and $3.75 for bright yellows.

SYRUPS— Corn syrups are higher, and the best grades now run about 3⅝ to 3¾c. per lb.

COFFEE—The market has sagged a little, and No. 5 Rios are now worth 8¾ to 9c. per lb.

TAPIOCA—The low price continues, and has materially increased trade for the moment.

FLOUR—There has been a sagging of prices this week, and local trade has been rather stronger. In export trade the prices are too low to tempt out millers—No. 1, $2.05; No. 2, $1.90; No. 3, $1.75; No. 4, $1.60; No. 5, $1.25.

CEREALS—The cereal market is without change and demand can only be said to be normal in any line. The price list of the week is as follows: Rolled oats, 80's, $2.20; 40's, $1.10; 20's 55c. Granulated and standard oatmeal, $2.75, split peas, $2.85; cornmeal, $2.85; barley, pot, $2.35; white beans, $1.65. Package goods—"Quaker" Oats, $4 per case of 3 dozen; Pettijohn's Wheat, $2.85 per case of 2 dozen; Cream of Wheat, $5.50 per case of 3 dozen; Malt Breakfast Food, $3.35 per case of 2 dozen; Swiss Breakfast Food, $3.25 per case of 3 dozen; Grape Nuts, $2 per case of 2 dozen; Postum Cereal $2.25 per case of 2 dozen.

GREEN FRUITS—The first Ontario strawberries are on the market, and one fruit dealer probably voiced the sentiments of everyone in town when he said: "If that's the best they can do why don't they keep them at home?" Irregular in shape, badly packed, green and very sour, a greater contrast to the Hood River berries could hardly be imagined. At $3 per case they are dearer than Hood Rivers at $4.25. Watermelons are in, are $6 per dozen. Peaches, plums and apricots are only arriving by express, but the first straight car is due to arrive in 10 days. At present prices are: Peaches, $2.50; plums, $1.75; apricots, $2.75; cherries, $2 per case of 20 lb. Late Valencia oranges remain at $5 to $6, according to size; lemons, $4.50.

VEGETABLES—New potatoes are 2½c. per lb.; tomatoes, $1.25 per case of four baskets; cucumbers, $1 per doz.; cabbage, 5c. per lb.

BUTTER—Creamery is in fair supply, but the quantity offered is very considerably under the corresponding period of last year. Prices run from 16½ to 17c. factories. Dairy—The supply is now large, but unfortunately the bulk of the offerings are distinctly second grade; 11½ to 12c. Winnipeg is offered for round lots of the best.

CHEESE—The supply offered for the week has not been large and prices remain firm at 9½ to 10c. Some small lots have brought quite fancy prices from wholesale grocery houses, but these figures do not express the market.

EGGS—The market is slightly firmer and 11c. straight is being paid this week, as against 10½ to 11c. last week. These prices are at Winnipeg.

## NOVA SCOTIA MARKETS.

HALIFAX, June 30, 1902.

TRADE during the last week has not been so active at this port as it has been for some weeks, although the volume of business has been fairly well sustained, and the month of June as a whole compares most favorably with the same month of previous years. The financial condition, however, remains most satisfactory, and dealers have little to complain of, as a slack season now, after weeks, or rather months, of an excessive trade, is what might be expected.

* * *

The notable feature in the grocery trade to-day is sugar. This article has been down to the low record point, and it now seems as if there might be another break. Raw sugar has declined, but the refineries here still maintain a recent advance on western trade, while the wholesalers are still selling at the decline of 10c. which occurred on June 5. There is now a large quantity of Cuban sugar being put on the market. Planters there have been holding for months in hopes that they would receive some advantage in the United States market. This having been denied them, they are now forced to sell at a sacrifice.

* * *

The price of molasses remains firm and the market is on a better basis than for some time. Parties who were cutting prices a month ago have found that it did not pay, and prices are regular now for all grades.

* * *

To-day closes the year's business in old fish, but figures are not yet available. About the usual quantity of dry and pickled fish has been exported, but the wholesalers have not done a very profitable business. On account of hard times in many of the southern markets, the quantity of fish required was much less and prices ruled extremely low. Some of these markets, notably Porto Rico and Brazil, have lately improved somewhat, but they are not yet up to the standard of former years. One reason for the shortage of sale in these markets is given as the result of large importations of cheap jerked beef from Argentine, which, to a considerable extent, displaced fish. The new season for fish promises to be a good one, as far as reports come from the fleet, but prices will no doubt rule low, as the wholesalers have the experience of last year to guide them in fixing prices.

* * *

Green fruits, imported, are now very plentiful in the market, and the direct fruit steamer to Jamaica is bringing up large quantities regularly, besides what come by other steamers. Nova Scotian strawberries appeared in the market last week, and are now selling, retail, at 15c. For some weeks the market has been supplied with Ontario berries, which were of good quality and got here in good condition. They retailed here at 20c. The Nova Scotian crop is reported as likely to be very small.

* * *

All flours and feeds are firm. No change in quotations. Beef and pork are still very high and liable to advance further. Fresh beef is more plentiful in the market. Since spring opened up the farmers are fattening up young stock. Lamb is in good supply. Butter is now more plentiful and prices are easing off every week. Egg supply is still light.

R.C.H.

offered at even figures. Onions are in fair supply and the price is rather higher.

DAIRY PRODUCE—In butter, the supply is rather ahead of the demand. If stock is right the goods turn over quickly at fair figures, but medium quality sticks. Eggs, while held quite high, tend rather easier. There is but a fair sale. Cheese is rather easier. Quite large supplies are offering. For local market only twins are sold.

SUGAR—Price is still at the low figure we have quoted for same weeks. There is a large sale. There is but little demand for yellows. It would look as if prices would remain unchanged for some little time.

MOLASSES—There have been quite free arrivals of both Porto Rico and Barbadoes, and a little Antigua is to hand. Prices remain low. For two years this has been a line showing very little profit. Dealers are inclined to name very close figures.

FISH—Fresh fish have almost all the attention. Salmon, our best fish, are being quite freely caught. Boston is the large market, and the "Fourth" always means firm figures. In gaspereaux the catch is over. There will be about 10,000 barrels of alewives packed. Shad are out of season, though still a few fine fish are offered. In dry fish, smoked and pickled herring, business is dull. There is a fair sale for boneless fish. We quote: Haddies, 4½ to 5c.; smoked herring, 5 to 6c.; fresh haddock and cod, 2 to 2½c.; boneless fish, 4 to 5c.; pollock, $1.50 to $1.60 per 100 lb.; pickled herring, $1.50 to $1.75 per half bbl.; Canso herring, $5 75 per bbl.; kippered gaspereaux, $1 per box; Shelburne, $2.50 per half bbl.; dry cod, $3.50 to $3.65; halibut, 6 to 7c.; shad, 10 to 20c.; salmon, 14 to 15c.

FLOUR, FEED AND MEAL—Flour is quiet at about even figures. Feed is hard to get, it does not seem a matter of price. Oatmeal is in light sale. Full figures are asked. Oats are quite high. Market is fully stocked. Cornmeal is rather higher and very firm. Hay is not so firm. Beans are rather easier. Barley is unchanged. Peas are scarce. We quote as follows: Manitoba flour, $4.70 to $4.80; best Ontario, $4.20 to $4.25; medium, $3.75 to $4.00; oatmeal, $5.20 to $5.25; cornmeal, $3.20 to $3.25; middlings, $26 to $28; oats, 52 to 54c.; hand-picked beans, $1.45 to $1.50; prime, $1.35 to $1.40; yellow-eye beans, $2.80 to $3.00; split peas, $5.15 to $5.25; barley, $4.40 to $4.50; hay, $10 to $14

### ST. JOHN NOTES.

G. S. Bowman is now the agent here for Lee & Perrin's sauce.

Baird & Peters landed this week a shipment of Upton's jams and MacLaren's cheese.

Geo. E. Barbour is landing two cargoes of molasses, one each of Barbados and Porto Rico.

Domestic gallon apples are being largely sold. They have almost entirely taken the place of westerns.

Valencia oranges of good quality are still being received. J. Estabrooks & Sons have a shipment now due.

J. J. Ryan, representing Michel Lefebvre Vinegar Works, The 'Ozo" Co. proprietors, was in the city last week.

A. L. Goodwin last week received the first shipment for the season of Californian apricots and other small fruits.


Repeat Orders are Convincing

The repeat orders on

Clark's Veal Loaf,
Beef Loaf and Ham Loaf

are POSITIVE PROOF that they are meeting with PUBLIC FAVOR.

EPPS'S GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. COCOA

ESTABLISHED 1861
HEADQUARTERS FOR FANCY FRUITS.
Send your orders for the very best quality of
ORANGES, LEMONS, BANANAS and PINEAPPLES.
HUGH WALKER & SON
P.S.—Prompt and special attention given to mail orders. GUELPH, ONT.

In the Soup

CAPSTAN BRAND ENGLISH WORCESTER SAUCE will impart a delicious flavor. It is also a splendid relish for fish, roast meats, chops, steaks, curries, salads, oysters, etc.

When wanting anything in sauces be sure to write us or see our travellers.

THE CAPSTAN MFG. CO., - - TORONTO

GRIMBLE'S English Malt VINEGAR
Six GOLD Medals
GRIMBLE & CO., Limited, London, N.W., Eng.

John MacKay, Bowmanville, Ont.
Manufacturer of Established 1854.
POT AND PEARL BARLEY,
SPLIT PEAS, AND CHOP FEED
Send for Prices or Samples. Prompt Business. IN CAR LOTS.

Any Shape, all Processes, for any purpose, from 1 to 17 Colors.
LABELS
STOCK LABELS for Maple Syrup, Preserves, Liquor, etc.
LEVY & CO., 19 Leader Lane, TORONTO.

## OTTAWA TRADE GOSSIP.

BUSINESS here is about the same as last week. The weather has only commenced to improve the last day or two, but prices in seasonable lines are good. Strawberries have kept their price well throughout the week, two cars and more per day being disposed of. Bananas are getting a little scarcer, but the demand has slackened, and prices rule the same. Good lemons are hard to get and oranges are about cleaned up.

The price of sugar remains the same, although a drop was expected, owing to New York market being lower, but there has been no change so far.

Potatoes are getting very high ; dealers are asking and getting $1.30 per bag, so that consumers are paying $1.50 now. It looks as if this price will hold until the new potatoes come in.

### EARLY CLOSING.

In connection with the Saturday closing movement there is a general feeling among most of the merchants in favor of shorter hours ; not only the clerks, but the merchants themselves want the change. The Retail Grocers' Association are in favor of a by-law, but want to see it made general, so that dairies will close also. Unless dairymen and fruiterers are willing to sign, it will be unfair to the grocers to expect them to do so. At the next regular meeting of the association the question will be discussed.

### THE CHEESE BOARD.

At the cheese board on Friday afternoon cheese sold at two prices; 1,718 boxes were registered and 9¾ and 9 3-16c. were the prices obtained. J. S. Howson, instructor for the board, was present and gave his weekly report in part as follows : "During the last week I visited eight factories making cheese part of two days, and took 32 samples of milk. In the first factory I visited I found a very fine quality of cheese being manufactured. The maker had everything in fairly good shape. The second factory I visited was a good building, but it was not being kept in good order. I found the maker was cooking his curd too high and also using too much acid, and as a result making the cheese too hard and dry. The third factory is also a good building and kept in good condition. The maker was manufacturing a fine quality of cheese, but it could be improved. I found him using the right amount of acid at the time the whey was removed, but he was piling the curd too soon and too high, thereby holding too much moisture and causing it to mature too fast, consequently it was not getting sufficient time before milling. I explained this to the maker and told him not to pile it so high. I found everything at factory No. 4 in good condition. This maker took a course at the dairy school last winter. I found factory No. 5 in a dusty condition. The maker was using too much acid and not getting the curd properly cooked. I also visited three other factories and found a fairly good quality of cheese being manufactured.

"All the factories visited are good buildings, but there is one fault that should not be overlooked, and that is that better drainage is required around most of the factories. As the weather will soon be getting warmer it is most important that no whey or wash water should be allowed in the trenches. It will cause not only a foul stench, but will be the cause of spoiling the water, especially if the well is close by, as I have found to be the case at most of the factories. There should be no leakage from those etevated whey tanks, which are sure to give trouble sooner or later. So far this season the cool weather has been of great assistance to the makers so that a fairly good quality of cheese has been made."

A quantity of butter manufactured at L'Ange Gardien was offered for sale subject to inspection here, but the Montreal buyers would not touch unless they could have it inspected in Montreal. No sale made.

H. G. Stanley is making an addition to his store on Elgin street.

### OTTAWA MARKETS.

At the Fruit Exchange the past week the following prices were received : Berries, 6½ to 8½c.; bananas, 80c. to $1 ; smalls, $1.25 to $1.50 ; lemons, not repacked, $1.50 to $2.50 ; repacked, $2.50 to $3 ; oranges, Sorrentos, $3 to $4 ; pineapples, 30's, 12½ to 14c.; Californian cherries, in boxes, $1.60 to $2 ; cherries, Canadian, 50 to 60c., ½ baskets ; $1 to $1.50, baskets.

On the market potatoes bring $1.25 to $1.50.

Butter, in pails, 15 to 17c.; prints, 19 to 21c.; creamery, in prints, 21c.; bulk, 20c.; eggs, 14 to 17c.

Green vegetables are becoming plentiful and prices are considerably lower. Lettuce, 10 to 12½c. per doz ; onions, 12½c.; asparagus, 50 to 60c. ; spinach, 20c. per basket ; rhubarb, 25c. per doz. ; carrots, 30c. per doz.; beets, 35c. per doz.

Flour is in good demand and prices firm, although unchanged, at $3.50 to $4.10 per bbl.

Bran is worth $19 and shorts $22 to $23 per ton. Hay is selling from $8 to $9.50 per ton for choice timothy, and the demand is equal to the supply.

Tomatoes are the same, but prices are quite firm.

Molasses is 25c. in puncheons.

So far this season two cars of melons were received. One arrived last Thursday and the other to-day. They sold at 30 to 32c.

Coarse salt is 50c. a bag in small lots.

Ottawa, June 30, 1902. H. C. E.


**COWAN'S COCOA** *Hygienic and Perfection.*

**CHOCOLATE** *Queen's Dessert, Royal Navy and Perfection.*

**CAKE ICINGS** *Chocolate, Pink, Lemon Color and White.*

**CONFECTIONS** *Chocolate Cream Bars, Chocolate Ginger, Chocolate Wafers, etc.*

A POINTER ON PURITY.

*KEEP THESE IN STOCK AND YOU WILL HAVE ABSOLUTELY PURE GOODS.*

**THE COWAN CO., Limited, - TORONTO.**

The warm weather quickly tires.
Don't it make you think of HIRES' ?




Beware of cheap imitations which are offered every season to the trade.

**HIRES' ROOT BEER**

was the first on the market ; holds first place to-day and has never yet been equalled for quality.

Price, in lots of one gross and over - - - - per gross $20.40
Price, in 5-gross lots and over - - - - - " $19.40
Freight Prepaid on Two Gross and Upwards.

SEND YOUR ORDER TO.... **W. P. DOWNEY, Sole Canadian Agent,**
**20 and 22 St. Peter Street, - MONTREAL.**
Handbills, Showcards, etc., on receipt of Business Card.




## SWEETENED

We are now prepared to furnish and ship promptly

# Silver Cow Brand Preserved Milk

Equal in purity to our famous **ST. CHARLES CREAM.**

We respectfully solicit your orders for and co-operation in marketing this product. Address

**St. Charles Condensing Co.,**

Factories—INGERSOLL, ONT., and ST. CHARLES, ILL.

ST. CHARLES, ILL., U.S A.

---

THE ONLY YEAST WITH CREAM IN IT.

THE ONLY YEAST WITH CREAM IN IT.

**THE ONLY YEAST WITH CREAM IN IT.**

The ups and downs of Jersey Cream Yeast Cake Trade:

| | | |
|---|---|---|
| May, | 1901 | |
| June, | 1901 | |
| July, | 1901 | |
| August, | 1901 | |
| September, | 1901 | |
| October, | 1901 | |
| November, | 1901 | |
| December, | 1901 | |
| January, | 1902 | |
| February, | 1902 | |
| March, | 1902 | |
| April, | 1902 | |
| May, | 1902 | |
| June, | 1902 | |

Good reports from Manitoba. Quebec falling into line. Even Prince Edward Island heard from.

## LUMSDEN BROS.,

**HAMILTON**—82, 84, 86 McNab St. North. **TORONTO**—9 Front St. East.

**THE ONLY YEAST WITH CREAM IN IT.**

---



# The THISTLE Brand

ARE

**HIGH-GRADE**

## TOMATOES - CORN - PEAS - Etc.

GUARANTEED SECOND TO NONE.

BRIGHTON CANNING CO.

---

# If You Were Buying

teas you would probably ask for a number of samples and draw them carefully before deciding, but when it comes to buying canned goods how often do you open the cans and examine the contents? And yet **your customers** will have to take your word that these goods are what they want.

Don't you think you ought to **know** what you are selling?

**The Kent Canning Co.,** LIMITED **Chatham, Ont.**

# GREEN TEAS.

## 25-cent Retailers.

Low-grade Japans and Chinas have supplied the demand for this grade in the past, but now **TIMES HAVE CHANGED.** You can buy fine Green Ceylons at prices that will give you more profit than Japans or Chinas, and your customers will get PURE GREEN tea—better tea in every way than they have ever bought at that price before.

WRITE OR WIRE FOR SAMPLES.

# T. H. ESTABROOKS

**Tea Importer and Blender, ST. JOHN, N.B., and TORONTO, ONT.**




Fac-Simile of "Jumbo" Tin.

"**Christie's**" Biscuits have stood the test of over half a century, and are acknowledged to be the standard of purity and excellence.

Have you tried their new

Cheese Wafers?

# Christie, Brown & Co.,

Limited

Toronto and Montreal.

# CURRENT MARKET QUOTATIONS

July 3, 1902.

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, St. John, N.B., and Halifax. The prices are solicited for publication, and are of such quantities and qualities as are usually ordered by retail dealers on the usual terms of credit. For Winnipeg market report and prices, see page —.

Goods in large lots and for prompt pay are generally obtainable at lowest prices.

All quotations for staple products are under the direct control of the Editors, who call daily upon all the leading houses in the principal centres.

| BUTTER, CHEESE AND EGGS | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| Dairy, choice, large rolls, lb. | $..... | $0 18 | $ 14 | $0 15 | $..... | $0 17 |
| " " pound blocks | 17 | 18 | 15 | 16 | 17 | 18 |
| " tubs, best | 16 | 17 | ..... | 15 | 16 | 17 |
| " tubs, inferior | 15 | 16 | 12 | 13 | 14 | 15 |
| Creamery, boxes | 19 | 19½ | 19 | 20 | 20 | 23 |
| " prints | ... | 20½ | 19 | 21 | 22 | 24 |
| Cheese, new, per lb | 9½ | 9⅝ | 10 | 10½ | 10 | 11 |
| Eggs, new laid, per doz | ..... | 13½ | ..... | 14½ | 13 | 14 |
| **CANNED GOODS** | | | | | | |
| Apples, 3's | ..... | 1 10 | 90 | 1 00 | 1 00 | 1 10 |
| " gallons | 2 95 | 3 00 | 2 65 | 2 75 | 2 70 | 2 80 |
| Asparagus | 2 20 | 2 25 | 2 00 | 2 40 | ..... | ..... |
| Beets | 1 00 | 1 00 | 90 | 1 00 | ..... | 1 10 |
| Blackberries, 2's | ..... | 1 30 | 1 40 | 1 70 | 1 50 | 1 80 |
| Blueberries, 2's | 92½ | 95 | 80 | 85 | 95 | 1 00 |
| Beans, 2's | 80 | 90 | 70 | 5 | 90 | 95 |
| Corn, 2's | ..... | 85 | 85 | 90 | 80 | 90 |
| Cherries, red, pitted, 2's | 2 25 | 2 30 | 2 10 | 2 25 | 2 30 | 2 40 |
| " white | 2 25 | 2 30 | 2 00 | 2 25 | ..... | ..... |
| Peas, 2's | 82½ | 85 | 82½ | 87 | 85 | 90 |
| " sifted | 95 | 1 05 | 90 | 1 00 | 1 10 | 1 15 |
| " extra sifted | 1 05 | 1 15 | 1 20 | 1 25 | 1 20 | 1 25 |
| Pears, Bartlett, 2's | 1 50 | 1 60 | ..... | 1 50 | 1 75 | 1 80 |
| " " 3's | 1 90 | 2 00 | 2 00 | 2 40 | 2 00 | 2 25 |
| Pineapple, 2's | 2 00 | 2 40 | 2 25 | 2 50 | 2 15 | 2 25 |
| " 3's | 2 25 | 2 40 | 2 50 | 2 60 | 2 50 | 2 60 |
| Peaches, 2's | 1 75 | 1 85 | 1 75 | 1 90 | ..... | 1 75 |
| " 3's | 2 60 | 2 70 | 2 50 | 2 75 | 2 70 | 2 80 |
| Plums, green gages, 2's | 1 30 | 1 35 | 1 10 | 1 25 | 1 30 | 1 60 |
| " Lombard | 1 20 | 1 25 | 1 00 | 1 10 | 1 30 | 1 50 |
| " Damson, blue | 1 00 | 1 25 | ..... | 1 00 | 1 10 | 1 30 |
| Pumpkins, 3's | ..... | 85 | ..... | 90 | 90 | 1 00 |
| " gallon | ..... | ..... | 2 10 | 2 25 | 2 10 | 2 25 |
| Raspberries, 2's | 1 40 | 1 50 | 1 60 | 1 80 | 1 70 | 1 75 |
| Strawberries, 2's | 1 50 | 1 75 | 1 60 | 1 75 | 1 50 | 1 75 |
| Succotash, 2's | 1 00 | 1 25 | ..... | 1 15 | 1 10 | 1 15 |
| Tomatoes, 3's | 97½ | 1 00 | 1 10 | 1 20 | ..... | 1 00 |
| Lobster, talls | 2 75 | 3 20 | ..... | 3 25 | 2 50 | 3 25 |
| " 1-lb. flats | 3 00 | 3 75 | 3 50 | 3 70 | ..... | 1 25 |
| " ½-lb. flats | 1 75 | 1 85 | 1 75 | 1 80 | ..... | 1 75 |
| Mackerel | 1 00 | 1 10 | 1 15 | 1 25 | 1 35 | 1 45 |
| Salmon, sockeye, Fraser | 1 35 | 1 40 | 1 35 | 1 45 | 1 50 | 1 75 |
| " " Northern | ..... | ..... | 1 25 | 1 30 | 1 15 | 1 25 |
| " " Horseshoe | ... | ..... | 1 42½ | 1 45 | ..... | ... ... |
| " Cohoes | 1 00 | 1 15 | 1 05 | 1 15 | 1 00 | 1 10 |
| Sardines, Albert, ¼'s | 12 | 12½ | 12½ | 13 | 14 | 15 |
| " " ½'s | 20 | 21 | 20 | 21 | 20 | 21 |
| " Sportsman, ¼'s | 11¼ | 12 | ..... | 12½ | ..... | 12 |
| " " ½'s | 19 | 20 | ..... | 21 | 20 | 21 |
| " key opener, ¼'s | 9 | 11 | 10½ | 11 | 16 | 18 |
| " " ½'s | ..... | 18 | 18½ | 23 | 10 | 11 |
| " P. & C., ¼'s | 20 | 22½ | 23 | 25 | 23 | 25 |
| " " ½'s | 27½ | 30 | 33 | 35 | 33 | 36 |
| " Domestic, ¼'s | 4 | 4¼ | 4 | 4½ | 4 | 4¼ |
| " " ½'s | 7 | 8 | 9 | 11 | ..... | ..... |
| " Mustard, ¼ size, cases 50 tins, per 100 | 7 50 | 11 00 | 8 50 | 9 00 | 8 00 | 9 00 |
| Haddies | ..... | 1 00 | 1 00 | 1 10 | 1 00 | 1 10 |
| Kippered Herrings | 1 00 | 1 85 | 1 00 | 1 55 | 1 00 | 1 10 |
| Herring in Tomato Sauce | 1 00 | 1 55 | 1 00 | 1 70 | ..... | 2 00 |
| **CANDIED PEELS** | | | | | | |
| Lemon, per lb | ..... | 10½ | 10 | 12½ | 12 | 13 |
| Orange, " | ..... | 11 | 11 | 13 | 12 | 13 |
| Citron, " | ..... | 15 | 15 | 18 | 15 | 17 |
| **GREEN FRUITS** | | | | | | |
| Oranges, Valencias, per case | ..... | ..... | ..... | ..... | 6 00 | 6 50 |
| " Californian, late | ..... | ..... | 5 25 | 5 50 | ..... | ..... |
| " Sorrentos | ..... | ..... | ..... | 4 00 | ..... | ..... |
| Pineapples, case | ..... | ..... | 3 00 | 3 50 | 3 50 | 4 00 |
| Cucumbers, per doz | 0 35 | 0 60 | 0 75 | 1 50 | 90 | 1 00 |
| Lemons, Messina, per box | 2 00 | 3 00 | 2 50 | 3 00 | 3 50 | 4 50 |
| Bananas, Firsts, per bunch | 1 25 | 2 00 | 1 25 | 2 25 | 1 50 | 2 25 |
| Apples, per bbl | 5 00 | 6 50 | ..... | ..... | ..... | ..... |
| Cocoanuts, per 100 | ..... | 3 25 | ..... | 3 50 | 3 25 | 3 50 |
| Tomatoes, per case | 3 25 | 3 75 | ..... | 1 25 | 3 00 | 3 50 |
| Sweet Potatoes, per bbl. | 5 50 | 6 00 | ..... | ..... | ..... | ..... |
| Strawberries, per quart | 0 03 | 0 12 | 0 04 | 0 05½ | 10 | 12 |
| Can. Cherries, per basket | ..... | . | 0 75 | 1 00 | ..... | ..... |
| Watermelons, each | ..... | ..... | 0 35 | 0 40 | ..... | ..... |
| Canteloupes, or muskmelons, per crate | ..... | ..... | ..... | 5 00 | ..... | ..... |
| **SUGAR** | | | | | | |
| Granulated St. Law'ce and Red | ..... | 3 65 | ..... | 3 73 | ..... | ..... |
| Granulated, Acadia | ..... | 3 60 | ..... | 3 68 | ..... | 3 75 |
| Paris lump, bbls. and 100-lb. bxs | ..... | 4 20 | ..... | 4 23 | .... | 4 55 |
| " in 50-lb. boxes | ..... | 4 30 | ..... | 4 33 | 4 65 | 4 75 |
| Extra Ground Icing, bbls. | ..... | 4 20 | ..... | 4 55 | ..... | ..... |
| Powdered, bbls | ..... | 3 85 | ..... | 4 30 | 5 50 | 5 80 |
| Phœnix | ..... | 3 45 | ..... | 3 53 | ..... | ..... |
| Cream | ..... | 3 40 | ..... | 3 48 | ..... | ..... |
| Extra bright coffee | ..... | 3 55 | ..... | 3 68 | ..... | ..... |
| Bright coffee | ..... | 3 40 | ..... | 3 43 | ..... | ..... |
| Bright yellow | ..... | 3 35 | ..... | 3 43 | ..... | 3 45 |
| No. 3 yellow | ..... | 3 30 | ..... | 3 33 | ..... | ..... |
| No. 2 yellow | ..... | 3 10 | ..... | 3 18 | ..... | ..... |
| No 1 yellow | ..... | 3 00 | ..... | 3 08 | ..... | 3 15 |

| HARDWARE PAINTS AND OILS | Montreal. | | Toronto. | | St. John Halifax. | |
|---|---|---|---|---|---|---|
| Wire nails, base | ..... | $2 55 | ... .. | $2 55 | ..... | $3 20 |
| Cut nails, base | ..... | 2 35 | ..... | 2 35 | ..... | 2 85 |
| Barbed wire, per 100-lb. | ..... | 3 00 | ..... | 3 00 | 3 50 | 3 75 |
| Smooth Steel Wire, base | ..... | 2 60 | ..... | 2 60 | ..... | ..... |
| White lead, Pure | ..... | 5 87½ | ..... | 5 87½ | ..... | 6 80 |
| Linseed oil, 1 to 2 bbls., raw | ..... | 82 | ..... | 84 | ..... | 85 |
| " " " boiled | ..... | 85 | ..... | 87 | ..... | 88 |
| Turpentine, single bbls. | ..... | 67 | ..... | 73 | ..... | 75 |
| Benzine, in bbls., per gal | ..... | ..... | ..... | 17 | ..... | 19½ |
| **SYRUPS AND MOLASSES** | | | | | | |
| Syrups— | | | | | | |
| Dark | ..... | 1⅞ | ..... | ..... | ..... | ..... |
| Medium | ..... | 2½ | 30 | 32 | ..... | ..... |
| Bright | ..... | 2⅝ | 35 | 37 | ..... | ..... |
| Corn Syrup, barrel, per lb. | .... | 3½ | ..... | 3½ | ..... | ..... |
| " " ½ bbls. " | ..... | 3⅝ | ..... | 3⅝ | ..... | ..... |
| " " kegs " | ..... | 3¾ | ..... | 3¾ | ..... | ..... |
| " " 3 gal. pails, each | ..... | 1 60 | ..... | 1 60 | ..... | ..... |
| " " 2 gal. " " | ..... | 1 20 | ..... | 1 20 | ..... | ..... |
| Honey | ..... | ..... | ..... | 40 | ... | ..... |
| " 25-lb. pails | ..... | 1 05 | ..... | 1 00 | ..... | ..... |
| " 38-lb. pails | ..... | 1 0 | ..... | 1 40 | ..... | ..... |
| Molasses— | | | | | | |
| New Orleans, medium | 22 | 30 | 25 | 30 | 28 | 30 |
| " " Open kettle | ..... | ... .. | 40 | 50 | ..... | ..... |
| Barbadoes | 22 | 24 | ..... | 32 | 24 | 25 |
| Porto Rico | ..... | 38 | 38 | 42 | 30 | 32 |
| **CANNED MEATS** | | | | | | |
| Comp, corn beef, 1-lb. cans | 1 55 | $1 65 | $1 55 | $1 65 | $1 55 | $1 60 |
| " " 2-lb. cans | 2 75 | 3 00 | 2 85 | 3 00 | 2 80 | 2 90 |
| " " 6-lb. cans | 7 90 | 9 60 | ..... | 8 25 | 8 75 | 9 25 |
| " " 14-lb. cans | 16 50 | 23 00 | ..... | 19 50 | 20 00 | 21 00 |
| Minced collops, 2-lb. can | ..... | 2 75 | ... .. | 2 60 | 2 50 | 2 80 |
| Lunch tongue, 1-lb. can | 3 00 | 3 90 | ..... | 3 00 | 3 00 | 3 25 |
| " " 2-lb. can | 6 00 | 7 90 | ..... | 7 00 | 6 80 | 7 00 |
| English brawn, 2-lb. can | 2 40 | 2 75 | ..... | 2 45 | 2 75 | 2 80 |
| Camp sausage, 1-lb. can | ..... | ..... | ..... | 2 50 | 2 50 | ..... |
| " " 2-lb. can | ..... | ..... | ..... | 4 00 | 4 00 | ..... |
| Soups, assorted, 1-lb. can | 1 15 | 1 50 | ..... | 1 50 | 1 40 | |
| " " 2-lb. can | 2 40 | 2 45 | ..... | 2 20 | 2 25 | |
| Soups and Bouil, 2-lb. can | 1 75 | 2 50 | ..... | 1 80 | 1 75 | |
| " " 6-lb. can | 3 50 | 5 85 | ..... | 4 50 | 4 25 | 4 50 |
| Sliced smoked beef, ½'s | 1 65 | 1 70 | 1 65 | 1 70 | ..... | 2 00 |
| " " " 1's | 2 75 | 3 10 | 2 80 | 2 95 | ..... | 3 25 |
| **FRUITS** | | | | | | |
| Dried— | | | | | | |
| Currants, Provincials, bbl. | ..... | ..... | .... | ..... | ..... | ..... |
| " Filiatras, cases | ..... | 5¾ | 5¾ | 6 | ..... | ..... |
| " " ½-cases | 5½ | 5½ | 5¾ | 6 | ..... | ..... |
| " Patras, cases | ..... | 6 | 6½ | 7 | ..... | ..... |
| " " ½-cases | ..... | 6 | 6¼ | 7 | ..... | ..... |
| Amalias | 6½ | 7 | 7 | 7½ | ..... | 6½ |
| Vostizzas, cases | ... .. | 7⅝ | 8 | 8½ | ..... | ..... |
| Dates, Hallowees | ..... | 4¼ | ..... | 4½ | ..... | 4½ |
| " Sairs | ..... | 3½ | ..... | 4½ | ..... | 4 |
| Figs, Elemes | ..... | 1 00 | 8 | 18 | 8 | 10 |
| " Mats, per lb | 3 | 3¼ | ..... | 3¼ | ..... | ..... |
| " Tapnets | ..... | 3 30 | ..... | 3¼ | ..... | ..... |
| " Naturals | ..... | ..... | ..... | 3¼ | ..... | ..... |
| Prunes, California, 30's | ..... | 9 | ..... | ..... | 10 | 12 |
| " " 40's | ..... | 8½ | 8¾ | 10 | 9 | 9½ |
| " " 50's | ..... | 8¼ | 8 | 8½ | 8½ | 9 |
| " " 60's | ..... | 8 | 7½ | 8 | 8 | 8½ |
| " " 70's | ..... | 7½ | 6¾ | 7½ | 7½ | 8 |
| " " 80's | ..... | 7 | 6½ | 7 | 7 | 7½ |
| " " 90's | ..... | 6½ | 5¼ | 5½ | 6½ | 7 |
| " " 100's | ..... | 6 | ..... | 5 | 6 | 6½ |
| " Bosnia, A's | ..... | ..... | ..... | 5 | ..... | ..... |
| " " B's | ..... | ..... | 7½ | 8 | ..... | ..... |
| " " U's | ..... | 5 | 6¼ | 6½ | ..... | ..... |
| " French, 50's | ..... | ..... | ..... | ..... | ..... | ..... |
| " " 110's | ..... | 5 | ..... | ..... | ..... | ..... |
| Raisins, Fine off stalk | | 6¼ | 6½ | 7 | ..... | 5 |
| " Selected | | 6½ | 8 | 8½ | 5½ | 6 |
| " Selected layers | 6½ | 7 | .... | 8½ | 6½ | 7 |
| " Sultanas | ..... | 9 | 8½ | 12 | 10 | 12 |
| " California, 2-crown | 5 | 5½ | ..... | ..... | 6½ | 6¾ |
| " " 3-crown | 7¼ | 7¾ | ..... | ..... | 8 | 8½ |
| " " 4-crown | 7¾ | 8 | ... | ..... | 8½ | 9 |
| " " 1's seeded, 3-cr. | 9½ | 10 | 8½ | 10 | 9½ | 10½ |
| " Empire clusters | 1 50 | 1 60 | ..... | 2 60 | ..... | 2 00 |
| " Black baskets | ..... | ..... | ..... | 2 25 | 2 00 | 2 25 |
| " Extra clusters | ..... | ..... | ..... | 3 35 | ..... | 2 50 |
| " Dehesa clusters | ... | ..... | ..... | 3 10 | 3 00 | 3 50 |
| " Royal B. clusters | 3 25 | 3 30 | ..... | 5 00 | ... | ..... |
| " Connoisseurs cl'str's | ..... | ..... | ..... | 2 10 | ..... | ..... |
| " Excelsior clusters | ..... | ..... | .. | 4 60 | ..... | ..... |
| Evaporated apples | ..... | ..... | 10½ | 11 | ..... | ..... |
| Dried " | ..... | ..... | 6 | 6½ | ..... | ..... |
| **PROVISIONS** | | | | | | |
| Dry Salted Meats— | | | | | | |
| Long clear bacon | ..... | 11 | 11 | 11½ | ..... | ..... |
| Smoked meats— | | | | | | |
| Breakfast bacon | ..... | 15½ | 14½ | 15 | ..... | ..... |
| Rolls | ..... | 12½ | 12 | 12½ | 11 | 12 |
| Medium Hams | ..... | 14 | 13½ | 14 | 14 | 15 |
| Large Hams | ..... | 13 | 12½ | 13 | ..... | ... .. |
| Shoulder hams | .. | 13 | .... | 11 | ..... | .... |
| Backs | ..... | 15 | 14½ | 15 | ..... | ..... |
| Meats out of pickle 1c. less. | | | | | | |
| Barrel Pork— | | | | | | |
| Canadian heavy mess | ..... | 23 00 | ..... | 21 50 | 21 50 | 22 50 |
| " short cut | 21 50 | 22 00 | 23 00 | 23 50 | 23 00 | 24 00 |
| Plate beef | 12 50 | 13 50 | | 13 00 | 14 00 | 16 00 |
| Lard, tierces, per lb | .. | 11 | 11 | 11¼ | 11¾ | 12⅛ |
| Tubs | .. | 11¼ | 11¼ | 11½ | 12¼ | 12¾ |
| Pails | 11 | 12 | 11½ | 11¾ | 12½ | 13 |

# Olive Oil

**Barton & Guestier**
BORDEAUX, FRANCE.

## Shippers of The Standard Olive Oil of the world.

## JOHN HOPE & CO., - MONTREAL.

SOLE AGENTS FOR CANADA.

By Special Appointment to His Majesty
King Edward VII.

## CANTRELL & COCHRANE,

*DUBLIN and BELFAST.*

C. & C.
**"Ginger Ale"**

C. & C.
**"Club Soda"**

C. & C.
**"Royal Seltzer"**

C. & C. have been awarded 33 Gold and Prize Medals for special excellence and superiority of manufacture.

JOHN HOPE & CO., MONTREAL, - - SOLE AGENTS FOR CANADA.


| COFFEE | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| Green— | | | | | | |
| Mocha | ..... | 24 | 23 | 28 | 25 | 30 |
| Old Government Java | ..... | 27 | 22 | 30 | 25 | 30 |
| Rio | ..... | 10 | 7 | 12 | 12 | 13 |
| Santos | ..... | ..... | 9½ | 10½ | ..... | ..... |
| Plantation Ceylon | ..... | 29 | 26 | 30 | 30 | 31 |
| Porto Rico | ..... | ..... | 22 | 25 | 24 | 28 |
| Gautemala | ..... | ..... | 22 | 25 | 24 | 26 |
| Jamaica | ..... | 18 | 15 | 20 | 18 | 22 |
| Maracaibo | ..... | 18 | 14 | 18 | 13 | 13 |
| **NUTS** | | | | | | |
| Brazil | 11¾ | 12¼ | 15 | 16 | .. .. | 15 |
| Valencia shelled almonds | 26 | 27 | 30 | 35 | 30 | 35 |
| Tarragona almonds | 12 | 13 | ..... | 11½ | 12 | 13 |
| Formegetta almonds | ..... | ..... | ..... | 10½ | ..... | ..... |
| Jordan shelled almonds | ..... | 42 | 40 | 43 | ..... | ..... |
| Peanuts (roasted) | 7½ | 8 | 8 | 10 | 9 | 10 |
| " (green) | 6¾ | 7¼ | 7 | 9 | ..... | ..... |
| Cocoanuts, per sack | ..... | 3 00 | ..... | 3 75 | 3 50 | 4 00 |
| " per doz | ..... | ..... | ..... | 60 | 55 | 70 |
| Grenoble walnuts | 10 | 10½ | ..... | 10¾ | 11 | 12 |
| Marbot walnuts | ..... | 10 | 9½ | 10½ | ..... | ..... |
| Bordeaux walnuts | ..... | 9 | ... | 8 | 8½ | 9 |
| Sicily filberts | 8¾ | 9¾ | 9½ | 10½ | 8½ | 9 |
| Naples filberts | ..... | ..... | ..... | ..... | 10 | 11 |
| Pecans | 15 | 16 | 13 | 15 | 13 | 14 |
| Shelled Walnuts | 16½ | 17½ | 18 | 23 | ..... | 25 |
| **SODA** | | | | | | |
| Bi-carb, standard, 112-lb. keg | 1 65 | 1 80 | 2 00 | 2 25 | 1 70 | 1 75 |
| Sal soda, per bbl | 70 | 75 | 80 | 90 | 85 | 90 |
| Sal Soda, per keg | 95 | 1 00 | ..... | 1 00 | 95 | 1 00 |
| **SPICES** | | | | | | |
| Pepper, black, ground, in kegs pails, boxes | 16 | 18 | ..... | 18 | 14 | 15 |
| " in 5-lb. cans | 14 | 17 | ..... | 19 | 15 | 16 |
| " whole | 15 | 17 | ..... | 18 | 12 | 13 |
| Pepper, white, ground, in kegs pails, boxes | 26 | 27 | 26 | 27 | 24 | 26 |
| " 5-lb. cans | 25 | 26 | 25 | 26 | 20 | 22 |
| " whole | 23 | 25 | 23 | 25 | 20 | 22 |
| Ginger, Jamaica | 19 | 25 | 22 | 25 | 20 | 25 |
| Cloves, whole | 12 | 30 | 14 | 35 | 18 | 20 |
| Pure mixed spice | 25 | 30 | 25 | 30 | 25 | 30 |
| Cassia | 13 | 18 | 20 | 40 | 16 | 20 |
| Cream tartar, French | ..... | 25 | 24 | 25 | 20 | 22 |
| " " best | ..... | 28 | 25 | 30 | 25 | 30 |
| Allspice | 10 | 15 | 13 | 16 | 16 | 18 |
| **WOODENWARE** | | | | | | |
| Pails No. 1, 2-hoop | ..... | 1 65 | ..... | 1 55 | ..... | 1 90 |
| " " 3-hoop | ..... | 1 80 | ..... | 1 70 | ..... | 2 05 |
| " half, and covers | ..... | 1 65 | ..... | 1 60 | ..... | 1 75 |
| " quarter, jam and covers | ..... | 1 15 | ..... | 1 10 | .... | 1 45 |
| " candy, and covers | 2 50 | 2 90 | ..... | 2 40 | ..... | 3 20 |
| Tubs No. 0 | 10 00 | 10 15 | ..... | 8 50 | ..... | 11 00 |
| " " 1 | 8 00 | 8 15 | ..... | 7 00 | ..... | 9 00 |
| " " 2 | 7 00 | 7 15 | ..... | 6 00 | ..... | 8 00 |
| " " 3 | | 6 15 | ..... | 5 25 | ..... | 7 00 |

| PETROLEUM | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| Photogene | ..... | ..... | 17 | 17½ | ..... | ..... |
| Canadian water white | 14½ | 15½ | .... | 16 | 16½ | 17 |
| Sarnia water white | 16 | 17 | 16½ | 17 | 16½ | 17 |
| Sarnia prime white | ..... | 15 | 15 | 15½ | 16½ | 17 |
| American water white | ..... | 18 | 17½ | 18 | 17½ | 18 |
| Pratt's Astral (barrels extra) | 18½ | 19 | 17 | 17½ | 18½ | 19 |
| **TEAS** | | | | | | |
| Black— | | | | | | |
| Congou—Half-chests Kaisow, Moning, Paking | 11 | 60 | 12 | 60 | 11 | 40 |
| Caddies Paking, Kaisow | 17 | 40 | 18 | 50 | 15 | 1 |
| Indian—Darjeelings | 35 | 55 | 35 | 55 | 30 | 50 |
| Assam Pekoes | 20 | 40 | 20 | 40 | 18 | 40 |
| Pekoe Souchong | 12 | 25 | 18 | 25 | 17 | 24 |
| Ceylon—Broken Pekoes | 35 | 42 | 35 | 42 | 34 | 40 |
| Pekoes | 20 | 35 | 20 | 30 | 30 | 30 |
| Pekoe Souchong | 17½ | 40 | 17 | 35 | 17 | 35 |
| China Greens— | | | | | | |
| Gunpowder-Cases, extra first | 42 | 50 | 42 | 50 | ..... | ..... |
| Half-chests, ordinary firsts | 22 | 28 | 22 | 28 | ..... | ..... |
| Young Hyson—Cases, sifted extra firsts | 42 | 50 | 42 | 50 | ..... | ..... |
| Cases, small leaf, firsts | 35 | 40 | 35 | 40 | ..... | ..... |
| Half-chests, ordinary firsts | 22 | 28 | 28 | 38 | ..... | ..... |
| Half-chests, seconds | 17 | 19 | ..... | 23 | ..... | ..... |
| " thirds | 15 | 17 | 16 | 18 | ..... | ..... |
| " common | 13 | 14 | 14 | 15 | ..... | ..... |
| Pingsueys— | | | | | | |
| Young Hyson, ½-chests, firsts | 28 | 32 | 28 | 32 | 30 | 40 |
| " " " seconds | 16 | 19 | 16 | 19 | ..... | ..... |
| " Half-boxes, firsts | 28 | 32 | 28 | 32 | ..... | ..... |
| " " seconds | 16 | 19 | 16 | 19 | ..... | ..... |
| Japans— | | | | | | |
| ½-chests, finest Maypickings | 38 | 40 | 38 | 40 | ..... | ..... |
| Choice | 32 | 36 | 33 | 37 | ..... | ..... |
| Finest | 28 | 30 | 30 | 32 | ..... | ..... |
| Fine | 25 | 27 | 27 | 30 | ..... | ..... |
| Good medium | 22 | 24 | 25 | 28 | ..... | ..... |
| Medium | 19 | 20 | 21 | 23 | ..... | ..... |
| Good common | 16 | 18 | 19 | 20 | ..... | ..... |
| Common | 13 | 15 | 17 | 19 | ..... | ..... |
| Nagasaki, ½-chests, Pekoe | 16 | 22 | ..... | ..... | ..... | ..... |
| " " Oolong | 14 | 15 | ..... | ..... | ..... | ..... |
| " " Gunpowder | 16 | 19 | ..... | ..... | ..... | ..... |
| " " Siftings | 7½ | 11 | ..... | ..... | ..... | ..... |
| **RICE, MACARONI, SAGO, TAPIOCA.** | | | | | | |
| Rice—Standard B | 3 00 | 3 10 | ..... | 3½ | 3 25 | 3 40 |
| Patna, per lb | 4 25 | 4 50 | 4¾ | 5 | 5 | 6 |
| Japan | 4 40 | 4 90 | 5½ | 6 | 5 | 6 |
| Imperial Seeta | 4 60 | 4 90 | 4¾ | 5½ | 5 | 6 |
| Extra Burmah | ..... | ..... | 4¼ | 4¾ | 4 | 5 |
| Java, extra | ..... | 5¼ | 6 | 6½ | 6 | 7 |
| Macaroni, dom'tic, per lb., bulk | 3¾ | 4¼ | ..... | 7½ | ..... | ..... |
| " imp'd, 1-lb. pkg., French | 8 | 11 | 9 | 10 | ..... | ..... |
| " " Italian | 8 | 10 | 11 | 12½ | ..... | ..... |
| Sago | 3½ | 3⅝ | 3¾ | 4 | 4¾ | 5 |
| Tapioca | 3⅜ | 3½ | 3⅜ | 3¾ | 4½ | 5 |




# PURNELL'S MALT VINEGARS

**Brewery, Bristol, England.**

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St. John, N.B.—Robert Jardine.
Montreal—J. M. Kirk, 18 Hospital St.
Toronto—J. Westren & Co., 60 Front St. East.
Hamilton—Imperial Vinegar Co.
Winnipeg—A. Strang & Co., Portage Avenue.
Vancouver, B.C.—C. E. Jarvis & Co., 328 Holland Block.




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**C**anada produces no similar preparation to equal it.
**H**ow good we can make it, quality first then price.
**E**very first-class grocer sells it; every good housekeeper uses it.
**P**repared with special care and cleanliness.
**P**reserving the natural flavor of the fresh nut.
**S**CHEPP'S is the best always.




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# Gillard's Sauce

Is still the best and cheapest.

# Gillard's Pickle

The most delicious English pickle made.

We beg to notify that we have appointed Messrs. Hilton, Gibson & Co., of Winnipeg, as our agents for Manitoba and the Northwest Territories.

**GILLARD & CO., Limited, LONDON, ENG.**

## PORK PACKING IN THE MARITIME PROVINCES.

From The Homestead.

IT now begins to look as if some practical work would be done in bringing together the hog-grower and the pork-packer. For years our farmers have been saying, and perhaps with some show of reason that they have no market for their pigs. At the same time our lumbermen and our best grocers have been buying very largely pork and pork products raised outside the Maritime Provinces. Some years ago there was a discussion on the topic of raising pigs of the bacon type all through the country and efforts were made to establish modern pork-packing plants in the three Provinces. The only Province where the plant materialized was on Prince Edward Island. In New Brunswick, and to some extent Nova Scotia, the farmers took the institute speakers who were sent to them, in good faith, and tried to raise and feed pigs such as they understood to be fit for bacon purposes. Unfortunately, however, for the business no packing houses were established nor buyers sent out to buy the live hogs as had been promised, except on Prince Edward Island. At Charlottetown, there is a modern packing house with all the facilities for making good bacon. It is a matter of great regret that the management of this establishment has been such as to antagonize many of the farmers in Prince Edward Island, and as a result the business there is at a standstill.

NO LOCAL SALE.

In Nova Scotia and New Brunswick, efforts were made to start factories at Middleton and St. John, but they did not materialize. The result was that the following summer the farmers who were breeding and feeding for the bacon type of pigs found when they got them ready for market that there were no buyers awaiting them; but that they had to kill them themselves and take them to the local packers in the old-fashioned way, and there the light sided pig met with scant welcome; for it so happened that that year all the local packers were looking for heavy pork, the demand for such being exceptionally good, and, as a result, those men who had followed the advice given them had a lot of light pork worth less than 5c. per lb. dressed, while the heavy pork that they had been in the habit of making was sold for 1c. per lb. higher, and, worse than this, the buyers were all the time chiding them for being so foolish as to kill and bring pigs to market which were not fit for its demands. Now, however, there is a better prospect in view; our local packers are beginning to see that there is something in the contention of four years ago, viz.: That pigs should be marketed on foot and killed and dressed in uniform and properly handled throughout, in order to make the class of meat that the markets are demanding.

A BETTER PROSPECT.

Mr. F. W. Hodson, Dominion Live Stock Commissioner, and the officers of the Maritime Stock Breeders' Association also see that there is now a chance of bringing the producer and the buyer closer together. With this end in view some pork-packers have been approached with a view of securing a guarantee of what they will be prepared to do when the Department of Agriculture undertakes to stimulate the production of the proper kind of pigs. Messrs. Davis & Fraser, of Halifax, will probably be among those who will guarantee a market for the proper kind of hogs. F. E. Williams & Co., of St. John, last week, when Mr. Hodson was in that city, said they were willing to give a guarantee that they would take, beginning next September, at least two carloads of pigs per week, buy them on foot and pay market prices. Mr. Williams will be prepared next year to run his factory at full blast during the whole summer if the pigs are promised. We hope to see the Department and the Stock Breeders' Association take hold of this matter in earnest, and seize this opportunity now opened of working up a large and profitable bacon trade in these Provinces.

## ON THE OTHER HAND.

From the Interstate Grocer.

SO MUCH has been written about the retailer who gives credit, and the heartless manner in which he is frequently defrauded that, as a diversion, this article may find some readers who may profit by its suggestions. Therfere we launch it. Hit or miss, it may be worth the space it occupies. Some of the very brightest minds of this country have been burning the midnight oil trying to solve the great credit problem, and it remains at a point about where it started, as far as late advices would indicate. We all know that there is one sure way to solve the credit plan, and that is to abandon it. A cash basis is the only truly scientific and safe principle to employ in business, but credit giving has been a fact ever since the beginning of the world, and it probably will always exist to a more or less extent.

All these things are well known and volumes have been written about them, pro and con, but it is not possible that a word of defence for the consumer may adorn a tale in this connection? The dealer has had all the best of it up to date as far as we know and we are just going to advance a brief defence for the customer—not the professional dead beat, understand, but the unfortunate who, by force of circumstances, is compelled to ask for credit. In making this defence we may possibly tread lightly upon the bunions of some dealers, but it must be borne in mind that all this is merely for the sake of adorning a tale. Let us assume that our client goes by the name of Jones. Jones establishes a line of credit with his grocer when he (Jones) is in rather hard lines and as his means will permit, he pays up and discharges his obligations as rapidly as possible, but does not get entirely free from indebtedness and there is always, at the end of each month, a little balance left with the grocer or butcher.

In the meantime he is giving all his trade to the man or men who befriended him in his hour of need, and, while his monetary obligations are being gradually discharged, he feels that, by giving his trade to his friends, he is thereby discharging a debt of gratitude as well.

Now, right here is where we may injure the corns.

Under the conditions just enumerated is it not true that these dealers are found gouging Jones a little on prices? Jones has now recovered from his temporary embarrassment and he finds that he is being overcharged by his dealer friends, who were friends in need, but he don't like to register a kick, for didn't he need this help badly when it was extended to him? Things drift along in this manner until Jones feels that he must, as a matter of self-protection, make a change and this information comes to the ears of his erstwhile friends and sometimes we hear from them, "No, he won't quit me. He dare not do it, Wasn't I his best friend when he needed a friend?"

That's it. That's the way Jones feels too, but isn't it a fact that sometimes Jones has to pay too great a premium for this friendship? Jones feels grateful for favors extended his family, but he also feels that he would like to get a square deal now. All of these conditions have been known to prevail, and Jones paid the freight until he grew weary and began to talk out in meeting, and, as a result, the very object which the grocer hoped to gain was defeated—namely, continued friendly expressions from Jones in favor of the grocer at all times and at all opportunities.

We do not know where this will hit—whether it will hit at all—but, as we stated at the beginning, it may be worth the space it ocuupies. If it serve as a preventative of such practices it will have filled an acceptable mission and make it possible for the grateful Joneses to become walking advertisements for their bonefactors.

Established 1845. MODERN MACHINERY. UP-TO-DATE METHODS. Established 1845.




1 and 2-lb. Tins.

## IF YOUR CUSTOMERS ARE HARD TO PLEASE WITH COFFEE

Try them with **S. H. & A. S. EWING'S.** People who appreciate good Coffee require but one trial to convince them of the superior aromatic flavor and uniform excellence that characterize **S. H. & A. S. EWING'S** high-grade Coffee. **IT IS NO EXPERIMENT,** but the perfected product of 57 years' study and experience. Guaranteed by a Canadian name that has stood the test of time. If you want to have satisfied customers and increase your Coffee trade, give us an idea as to what you require, and we will forward samples and prices.

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# THE DIFFERENCE

Between courage and foolhardiness is determined by results.
We overbought in Japans at the end of the season, which looked foolhardy.

## THE RESULT

We have teas to offer below present market price. His Majesty's mail will bring you samples Write us.

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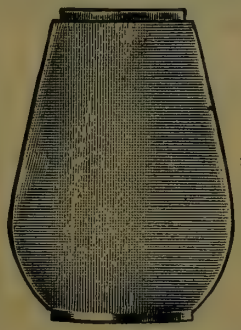
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Offices—11 Victoria St. . . . ENG.
Warehouses—48-52 Thomas St.

We solicit correspondence and offers of all kinds of **CANNED GOODS** and **DRIED FRUITS,** etc., suitable for the English and Continental markets. Consignments will receive best attention and advances made when required.

REFERENCE—Canadian Bank of Commerce.

American Agent—
G. H. THOMPSON,
107 Hudson St., NEW YORK.

ARE YOU USING OUR



Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?

Give them a Trial.
**THE SYDENHAM GLASS CO.,**
of WALLACEBURG, Limited.

See that your stock of

**Wrapping Papers**

is of the kind that will stand hard usage—our kind—papers of these mills.

Full weight.

480 sheets to the ream always.

**CANADA PAPER CO, Limited**
TORONTO and MONTREAL.

Toronto Fruit Merchants.

**Strawberries**
**Watermelons, Tomatoes**

Fancy Canadian berries now arriving daily at market price.

Don't delay getting your orders for 1st July till it is too late to get good fruit.

**HUSBAND Bros. & Co.**
82 Colborne St., TORONTO.
Phones, Main 54, Main 3428.

## BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

THE creditors of R. B. Boddy, grocer and hardware dealer, Cookstown, Ont., have held a meeting.

Cummins & Co., general merchants, Ferguson, B.C., have assigned to T. C. Elliott.

Simard & Trembly, general merchants, Copper Cliff, Ont., are offering to compromise.

David Lee, baker, Ottawa, has assigned to W. A. Cole, and the creditors have held a meeting.

Denis Gauthier, general merchant and sawmiller, St. Felicien, Que., has assigned to V. E. Paradis.

The Lethbridge Cooperative Association, Limited, Lethbridge, N.W.T., has assigned to Geo. H. Johnston.

J. B. Coulthart, manufacturer of cheese boxes, Muckland Station, Ont., has assigned to J. G. Harkness, Cornwall.

PARTNERSHIPS FORMED AND DISSOLVED.

The Bee Starch Co., Montreal, has dissolved.

Snowdon & Paterson, commission merchants, Montreal, have dissolved.

Stiles & Dea, general merchants, Innisfail, N.W.T., are dissolving ; N. W. Stiles continues.

Laroche & Cote, cheese manufacturers, St. Antoine De Tilly, Que., have registered a dissolution of partnership.

SALES MADE AND PENDING.

M. Perry, general merchant, Kirkfield, Ont., is advertising his business for sale.

A. R. Mills, general merchant, Mono Mills, Ont., is advertising his business for sale.

Mrs. M. Aldrid, grocer, Vancouver, B.C., is advertising her Granville street store for sale.

J. D. Brown, general merchant, Dundalk, Ont., is advertising his business for sale.

The assets of Thomas Ouellet, general merchant, St. Moise Station, Que., are to be sold.

The stock of J. Ploude, general merchant, Riviere au Pierre, Que., has been sold at 50c. on the dollar.

CHANGES.

Vigneau & Jutras, grocers, Danville, Que., have registered.

Guay & Charrier, bakers, Windsor Mills, Que., have registered.

E. Therien, fruiterer, etc., Almonte, Ont., is succeded by A. Dupont.

J. T. Stevens, baker, St. Thomas, Ont., has sold out to Wm. Trott.

N. G. Somerville, grocer, Lanark, Ont., is succeeded by R. L. Somerville.

E. L. Stewart, general merchant, Second Falls, N.B., is succeeded by Miss B. E. Stewart.

Charles Echlen, general merchant, Cedar Springs, Ont., has sold out to E. G. Hocker.

F. J. Moeckel, confectioner and jeweller, MacGregor, Man., has sold his jewellery business.

John Huxtable, baker and confectioner, Strathcona, N.W.T., is succeeded by A. G. Baaling.

D. H. Shaw & Son, fruiterers, New Glasgow, N.S., are succeeded by Shaw & Lockhart.

Shaw & Dibblee, hardware merchants and grocers, Hartland, N.B., are succeeded by The Hartland Mercantile Co., Limited.

FIRES.

A. T. Button, sr., general merchant, Uxbridge, Ont., has sustained loss by fire ; insured.

DEATHS.

A. M. Elkin, grocer, Vancouver, is dead.

Horatio Leboutillier, fish dealer, Gaspe, Que., is dead.

C. B. Whiddon, of C. B. Whiddon & Son, wholesale and retail grocers, Antigonish, N.S., is dead.

## SUGAR BEETS IN EUROPE.

AT the late international sugar conference at Brussels, as the readers of THE CANADIAN GROCER are well aware, an agreement was reached to abolish sugar bounties. Though the Bundesrath, under the law of 1896, can abolish sugar bounties, the consent of the Reichstag must be had for the reduction of the tariff. It is confidently hoped in Europe that the Brussels convention will meet with universal approval and that a healthy readjustment of beet-sugar production to the market at home and abroad will ensue. The new iegislation will not go into effect until September 1903; but, in view of that event and of the future increased cost of production, it was expected that there would be a large reduction in sowings already this year.

Reports show a total acreage in Europe as follows :

| | |
|---|---|
| 1900-1 | 4,546,630.3 |
| 1901-2 | 4,845,935 |
| 1902-3 | 4,332,651.4 |

There is a decrease in acreage in Germany, Austria, France, Belgium and Holland, and a slight gain in Russia. The average shortage in this year's sowings is about 17 per cent., which is less than had been generally expected. It is reasonable to believe that the yield will improve year by year, through careful and scientific farming, and, therefore, we may look forward to another large crop this year.

It is to be expected that the visible supply of sugar in the world on August 31 (the end of the European season), 1903, will continue to show an enormously overstocked market. For, even if there should only be a fair average, the 17 per cent. decrease in sowings would not only bring about such a diminution in the production of sugar as to relieve the present glutted market, especially if the United States and the cane-growing countries should increase their production.

POPULARITY is the proof of merit, and no brand has ever achieved popularity so quickly as

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

BOBS costs you only 36 cents, and pays a good profit.
BOBS is well advertised.
BOBS is selling well in almost every store from the Atlantic to the Pacific.
BOBS is A BIG PLUG FOR LITTLE MONEY

Made by
THE EMPIRE TOBACCO CO., LIMITED
MONTREAL, QUE.

# CEYLON TEA

**CEYLON**
**Black and Green**
**TEA**
is the safest and healthiest tea to drink.

**CEYLON**
**Black and Green**
**TEA**
is rapidly displacing Japans and Chinas.

Black and Green CEYLON TEA

## The Best Evidence

WE HAVE TO SHOW THAT

# CEYLON TEA

is growing more popular every day is the steadily increasing sales reported from every part of Canada.

## The Best Evidence

we have that it will continue to sell well is that people prefer it to all other teas on account of its great

PURITY
CLEANLINESS
AND FLAVOR.

The public themselves are personal boomers of CEYLON TEA, simply because its equal is not procurable. The kind of tea the public want is the best kind for you to sell. Isn't that right?

**CEYLON**
**Black and Green**
**TEA**
is the most satisfactory and profitable tea to sell.

**CEYLON**
**Black and Green**
**TEA**
sells well every month of the year.

Black and Green CEYLON TEA

# CEYLON TEA




# As to Mustard

You cannot give people who eat

# Mustard

anything but the best.

That means

and that also means

Which is packed in

**KEEN'S**

**D.S.F.**

**SQUARE TINS.**


## Current Market Quotations for Proprietary Articles

July 3, 1903.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. If a change is made, either an advance or decline, it is referred to in the market reports, as a matter of news whether manufacturers request it or not.

### BAKING POWDER.

| Cook's Friend— | Per doz. |
|---|---|
| Size 1, in 2 and 4 doz. boxes | $ 2 40 |
| " 10, in 4 doz. boxes | 2 10 |
| " 2 in 6 " | 80 |
| " 12, in 6 " | 70 |
| " 3, in 4 " | 45 |
| Pound tins, 3 doz. in case | 3 00 |
| 12 oz. tins, 3 " " | 2 40 |
| 5-lb. tins, ⅓ " " | 14 00 |

| Diamond— | W. H. GILLARD & CO. |
|---|---|
| 1 lb. tins, 2 doz. in case | per doz. 2 00 |
| ½ lb. tins, 3 " " " | 1 25 |
| ¼ lb. tins, 4 " " " | 0 75 |

IMPERIAL BAKING POWDER.

| Cases Contain. | Sizes of Cans. | Per Doz. |
|---|---|---|
| 4 doz. | 10c. | $0 85 |
| 3 " | 6-oz. | 1 75 |
| 2 and 3 doz. | 12-oz. | 3 40 |
| 2 and 3 doz. | 16-oz. | 4 35 |
| 1 doz. | 2½-lb. | 10 40 |
| ½ and 1 doz. | 5-lb | 19 50 |

MAGIC BAKING POWDER.

| Cases Contain. | Sizes of Cans. | Per Doz. |
|---|---|---|
| 4 doz. | 4-oz. | $0 65 |
| 4 " | 6-oz. | 0 80 |
| 4 " | 8-oz. | 1 00 |
| 4 " | 12-oz. | 1 50 |
| 4 " | 16-oz. | 1 80 |
| 1 " | 2½-lb. | 4 50 |
| 1 " | 5-lb. | 7 75 |

JERSEY CREAM BAKING POWDER

| | |
|---|---|
| ⅛ size, 5 doz. in case | 40 |
| ¼ size, 4 doz. in case | 75 |
| ½ " 3 " " | 1 25 |
| 1 " 9 " " | 2 25 |

VIENNA BAKING POWDER.

| | Per doz. |
|---|---|
| 1 lb. tins, 4 doz. in box | $ 2 25 |
| ½ lb. tins, 4 " " | 1 25 |
| ¼ lb. tins, 4 " " | 75 |
| 3 oz. in paper, 4 doz. in box | 70 |
| 5 " " 4 " " | 35 |

### BLACKING.

SHOE POLISH.

HENRI JONAS & CO.

| | Per gross |
|---|---|
| Jonas' | $9 00 |
| Fromento | 7 50 |
| Military dressing | 24 00 |

### BLUE.

| | |
|---|---|
| Keen's Oxford per lb. | $0 17 |
| In 10 box lots or case | 0 16 |
| Reckitt's Square Blue 12-lb. box | 0 17 |
| Reckitt's Square Blue, 5 box lots | 0 16 |

### BLACK LEAD.

| | |
|---|---|
| Reckitt's per box | 1 15 |
| Box contains either 1 gro., 1 oz. size; ½ gro., 2 oz. or ¼ gro. 4 oz | |

### CORN BROOMS

| BOECKH BROS & COMPANY | doz. net. |
|---|---|
| Bamboo Handles, A, 4 strings | 4 35 |
| " " B, 4 strings | 4 10 |
| " " C, 3 strings | 3 85 |
| " " D, 3 strings | 3 60 |
| " " F, 3 strings | 3 35 |
| " " G, 3 strings | 3 10 |
| " " I, 3 strings | 2 85 |

### BISCUITS.

CARR & CO. LIMITED.

Frank Magor & Co., Agents

| | |
|---|---|
| Cafe Noir | 0 15 |
| Ensign | 0 12¾ |
| Metropolitan mixed | 0 09 |

Special price list of Fancy Tins for Xmas trade and other lines on application.

### CANNED GOODS.

MUSHROOMS.

HENRI JONAS & CO.

| | |
|---|---|
| Mushrooms, Rionel | $15 50 |
| " 1st choice Dutheil | 18 50 |
| " 1st choice Lenoir | 19 50 |
| " extra Lenoir | 22 00 |

Per case, 100 tins.

FRENCH PEAS—DELORY'S

HENRI JONAS & CO.

| | |
|---|---|
| Moyen's No 2 | $9 00 |
| " No. 1 | 10 50 |
| ½ Fins | 12 50 |
| Fins | 14 00 |
| Tres fine | 15 00 |
| Extra fins | 16 50 |
| Sur extra fins | 18 00 |

FRENCH SARDINES.

HENRI JONAS & CO.

| | |
|---|---|
| ¼ Trefavennes | $9 50 |
| ½ Rolland | 9 50 10 00 |
| ½ Delory | 10 50 |
| ¼ Club Alpins | 7 50 |

### CHOCOLATES & COCOAS.

THE COWAN CO. LIMITED.

| Cocoa— | |
|---|---|
| Hygienic, 1-lb. tins, per doz. | $7 25 |
| " ½-lb. tins " | 3 75 |
| " ¼-lb. tins " | 2 25 |
| " fancy tins " | 0 90 |
| Hygienic, 5-lb tins, for soda water fountains, restaurants, etc. per lb. | 0 55 |
| Perfection, ½-lb. tins, per doz. | 3 00 |
| Cocoa Essence, sweet, ½-lb. tins, per doz. | 2 25 |
| Chocolate— | per lb. |
| Queen's Dessert, ⅓'s and ½'s | $0 40 |
| " " 6's | 0 42 |
| Mexican Vanilla, ⅓'s and ½'s | 0 35 |
| Royal Navy Rock " " | 0 30 |
| Diamond " " | 0 25 |
| " 8's | 0 24 |

JOHN P. MOTT & CO.'S

R. S. McIndoe, Agent, Toronto.

| | |
|---|---|
| Mott's Broma, per lb | 0 30 |
| Mott's Prepared Cocoa | 0 28 |
| Mott's Homeopathic Cocoa (¼'s) | 0 3 |
| Mott's Breakfast Cocoa (in tins) | 0 40 |
| Mott's No. 1 Chocolate | 0 30 |
| Mott's Breakfast Chocolate | 0 28 |
| Mott's Caracoas Chocolate | 0 40 |
| Mott's Diamond Chocolate | 0 23 |
| Mott's French-Can. Chocolate | 0 18 |
| Mott's Navy or Cooking Chocolate | 0 18 |
| Mott's Cocoa Nibbs | 0 35 |
| Mott's Cocoa Shells | 0 06 |
| Vanilla Sticks, per gross | 0 90 |
| Mott's Confectionery Chocolate | 0 21 0 43 |
| Mott's Sweet Chocolate Liquors | 0 19 0 30 |

| Chocolate— FRY'S | per lb. |
|---|---|
| Caracoas, ¼'s, 6-lb. boxes | 0 42 |
| Vanilla, ¼'s | 0 42 |
| "Gold Medal" Sweet, ¼'s, 6 lb. bxs | 0 29 |
| Pure, unsweetened, ½'s, 6 lb. bxs | 0 42 |
| Fry's "Diamond," ½'s, 14 lb. bxs | 0 24 |
| Fry's "Monogram," ½'s 14 lb. bxs | 0 24 |
| Cocoa— | per doz |
| Concentrated, ½'s 1 doz. in box | 2 40 |
| " ¼'s, " " | 4 50 |
| " 1 lbs. " | 8 25 |
| Homoeopathic, ¼'s 14 lb. boxes | |
| " ½ lbs. 12 lb. boxes | |

Epps's cocoa, case of 14 lbs., per lb. 0 35
Smaller quantities 0 37½

CADBURY'S.

| Frank Magor & Co., Agents. | per doz |
|---|---|
| Cocoa essence, 5 oz. packages | $1 65 |
| Mexican chocolate, ¼ and ½ lb. pkgs. | 0 40 |
| Rock Chocolate, loose | 0 40 |
| " 1-lb. tins | 0 42 |
| Nibs, 11-lb. tins | 0 35½ |

CHOCOLAT-MENIER.




| | |
|---|---|
| Chocolate-Menier ¼ and ½ lb. tins | 36c. per lb. |
| " " ⅛ lb. tins | 40c. per lb. |
| " Croquettes and Pastilles of 108 | $20. |
| " Menier Breakfast Cocoa ¼-lb. tins | 13c. |
| " " ½-lb. " | 25c. |
| " " 1-lb. " | 50c. |

WALTER BAKER & CO., LIMITED.

| | per lb. |
|---|---|
| Premium No. 1 chocolate, 2-lb. boxes | $ 38 |
| Vanilla chocolate 6-lb boxes | 47 |
| German sweet, 6-lb. boxes | 27 |
| Bkfast cocoa, ½-lb. tins, plain; 6-lb. boxes | 51 |
| Cracked cocoa, ½-lb. pkgs. 12-lb. bxs. | 35 |
| Caracas sweet chocolate, 6-lb. boxes | 37 |
| Soluble chocolate (hot or cold soda) 1-lb. cans | 45 |
| Vanilla chocolate wafers, 48 to box, per box | 1 56 |

### CHEESE.

| | |
|---|---|
| Imperial—Large size jars, per doz. | $ 8 25 |
| Medium size jars | 4 50 |
| Small size jars | 2 40 |
| Individual size jars | 1 00 |
| Imperial Holder—Large size | 18 00 |
| Medium size | 15 00 |
| Small size | 13 00 |
| Roquefort—Large size, per doz. | 2 40 |
| Small size | 1 40 |

# "THE EDWARDSBURG BRANDS"

# Starch

## . . and Syrup

Are well known all over the Dominion as a **STANDARD OF QUALITY.** **ASSORTED STOCKS** of all styles of packages now on hand, and **PROMPT SHIPMENT** guaranteed.

## EDWARDSBURG STARCH CO'Y, Limited

**Established 1858.**

164 St. James St., MONTREAL. | Works: CARDINAL, ONT. | 53 Front St. East, TORONTO.


### COFFEE.

JAMES TURNER & CO.

| | per lb. |
|---|---|
| Mecca | 0 32 |
| Da nasous | 0 28 |
| Cairo | 0 20 |
| Sirdar | 0 17 |
| Old Dutch Rio | 0 12½ |

E. D. MARCEAU, Montreal.

| | per lb. |
|---|---|
| "Old Crow" Java | 0 25 |
| " Mocha | 0 25 |
| "Condor" Java | 0 30 |
| " Mocha | 0 30 |
| 15-year-old Mandheling Java and hand-picked Mocha | 0 50 |
| 1-lb. Fancy tins choice pure coffee, 48 tins per case | 0 20 |
| Madam Huot's Coffee, 1-lb. tins | 0 31 |
| " " " 2-lb. tins | 0 30 |

100 lb. delivered in Ontario and Quebec.

### CLOTHES PINS.

UNITED FACTORIES, LIMITED.

| | |
|---|---|
| Clothes Pins (full count), 5 gross in case, per case | 0 57 |
| 4 doz. packages 12 to a case) | 0 72 |
| 6 doz. packages (12 to a case) | 0 92 |

### COUPON BOOKS—ALLISON'S.

For sale in Canada by—The Eby, Blain Co., Limited, Toronto C. O. Beauchemin & Fils, Montreal

$1, $2, $3, $5, $10 and $20 books.

| | Unnumbered | Covers and Coupons numbered. |
|---|---|---|
| In lots of less than 100 books, 1 kind assorted | 4c. | 4½c. |
| 100 to 500 books | 3½c. | 4c. |
| 500 to 1,000 books | 3c. | 3¼c. |

Allison's Coupon Pass Book

| | |
|---|---|
| 1 00 books | 3 cents each |
| 2 00 books | 3 cents each |
| 3 00 books | 3 cents each |
| 5 00 books | 4 cents each |
| 10 00 books | 5½ cents each |
| 15 00 books | 6½ cents each |
| 20 00 books | 7½ cents each |
| 25 00 books | 8 cents each |
| 50 00 books | 12 cents each |

### EXTRACTS.

HENRI JONAS & CO. Per gross.

| | |
|---|---|
| 8 oz. London Extracts | $6 00 |
| 2 oz. " " (no corkscrews) | 5 50 |
| 2 oz. " " | 9 00 |
| 2 oz. Spruce essence | 6 00 |
| 2 oz. " | 9 00 |
| 2 oz. Ancho extracts | 12 00 |
| 4 oz. " " | 21 00 |
| 1 oz. " " | 36 00 |
| 1 lb. " " | 70 00 |
| 1 oz. Flat " | 9 00 |
| 2 oz. Flat bottle extracts | 18 00 |
| 2 oz. Square " | 21 00 |
| 4 oz. " " corked) | 36 00 |
| 8 oz. " " " | 72 00 |

Per doz.

| | |
|---|---|
| 8 oz. " glass stop extracts | 3 50 |
| 8 oz. " " " | 7 00 |

Per doz.

| | |
|---|---|
| 2½ oz. Round quintessence extracts | 2 00 |
| 4 oz. Jockey decanters " | 3 50 |

### FOOD.

Per doz.

| | |
|---|---|
| Robinson's Patent Barley ⅓ lb. tins | 1 25 |
| " " " 1 lb. tins | 2 25 |
| " " Groats, ½ lb. tins | 1 25 |
| " " " 1 lb. tins | 2 25 |

### GILLETT'S POWDERED LYE.

4 doz. in case $3 60

### GINGER ALE & SODA WATER

per doz.

Cantrell & Cochrane's Imported Ginger Ale and Club Soda Water... $1 40

### JAMS AND JELLIES.

SOUTHWELL'S GOODS. per doz

Frank Magor & Co., Agents.

| | | |
|---|---|---|
| Orange Marmalade | | 1 0 |
| Clear Jelly Marmalade | | 1 50 |
| Strawberry W. F. Jam | | 2 00 |
| Raspberry " " | | 2 00 |
| Apricot " " | | 1 75 |
| Black Curran " | | 1 85 |
| Other Jams, W. F. | 1 55 | 1 90 |
| Red Currant Jelly | | 2 75 |

Jams— T. UPTON & CO.

| | |
|---|---|
| 1-lb. glass jars 2 doz. in case, per doz | $1 00 |
| 2½-lb. tin pail, 2 doz. in crate, per lb. | 0 07 |
| 5-lb. tin pails, 3 pails in crate, per lb | 0 06½ |
| 7-lb. wood pails, 6 " " " | 0 06½ |
| 14-lb. wood pails, per lb | 0 06½ |
| 30-lb " " " | 0 06¼ |

Jellies—

| | |
|---|---|
| 1-lb. glass jars, per doz. | $1 00 |
| 7-lb. wood pails, per lb. | 0 06¼ |
| 14-lb. " " " | 0 06½ |
| 30-lb. " " " | 0 06¼ |

### LICORICE.

YOUNG & SMYLIE'S LIST

| | |
|---|---|
| 5-lb. boxes, wood or paper, per lb | $0 40 |
| Fancy boxes (36 or 50 sticks) per box | 1 25 |
| "Ringed" 5 lb. boxes, per lb | 0 40 |
| "Acme" Pellets, 5 lb. cans, per can | 2 00 |
| "Acme" Pellets, fancy boxes 40) per box | 1 50 |
| Tar, Licorice and Tolu Wafers, 5 lb. cans, per can | 2 00 |
| Licorice Lozenges, 5 lb. glass jars | 1 75 |
| " " 20 5 lb. cans | 1 50 |
| "Purity" Licorice 10 sticks | 1 45 |
| " " 100 sticks | 0 73 |
| Dulce large cent sticks, 100 in box. | |

### LIQUORS.

OLD VAC IN CASES.
Ph. Richard.

| | |
|---|---|
| S.O. Quarts, 12's | $22 50 |
| F.C. " | 15 00 |
| F.C. 1-15 bottles, 180's | 12 00 |
| V.S.O.P. " " | 12 00 |
| V.S.O.P. pints, 24's | 13 00 |
| V.S.O.P. ½-pints, 48's | 14 00 |
| V.S.O.P. 1-15 bottles, 180's | 20 00 |
| V.S.O. quarts, 12's | 10 00 |
| V.S.O. 1-15 bottles, 180's | 18 00 |
| V.O. quarts, 12's | 8 50 |
| V.O. pints, 24's | 9 50 |
| V.O. ½-pints, 48's | 10 50 |
| V.O. 1-15 bottles, 180's | 14 00 |
| V.O. decanters, 12's | 0 50 |
| V.O. " pints, 20's | 13 00 |
| V.O. flasks, Imp. pints, with thimbles | 9 75 |
| V.O. " Reputed " 24's | 10 50 |
| V.O. " " no " 48's | 9 50 |

Chas. Couturier.

| | |
|---|---|
| Quarts, 12's | 7 00 |
| ½ bottles, 24's | 8 00 |
| ¼ " 48's | 9 00 |
| 1-15 bottles, 180's | 13 50 |
| Flasks, 24's | 8 00 |
| ½ Flasks, 48's | 9 00 |
| Flasks, Imperial pints, Corsule, 16's | 8 00 |

F. Marion & Cie.

| | |
|---|---|
| Quarts, 12's | 6 00 |
| ½ bottles, 24's | 7 00 |
| ¼ " 48's | 8 00 |
| Flasks, reputed 24's | 7 00 |
| Flasks, ½-pints, 48's | 8 00 |
| 1-15 bottles, 180's | 12 50 |
| Flasks, Imp. pints with thumblers, 16's | 8 00 |

Cognac In Wood.
Ph. Richard.

| | Ga's. | Oct's. | Oct's. | Bbls. | Hhds. |
|---|---|---|---|---|---|
| Couturier | $4 00 | $3 95 | $3 85 | $3 80 | .... |
| Marion | 3 75 | 3 60 | 3 50 | 3 40 | .... |
| Ph Richard V.S.O.P | 5 50 | 5 35 | 5 25 | 5 00 | .... |
| Richard V.O. proof | 4 25 | 4 10 | 4 00 | 3 90 | 3 80 |
| Richard Sup. proof V. O. | 4 00 | 3 80 | 3 70 | 3 50 | 3 40 |
| Richard Fine champagne | 6 00 | 5 90 | .... | .... | .... |

Gin—Pollen & Zoon, in Cases.

| | |
|---|---|
| Red, 15's | $10 00 |
| Green, 12's | 5 00 |
| Poney, 12's | 2 50 |

Gin Pollen & Zoon, in Wood.

| | Gals. | Oct's. | Oct's. | Bbls. | Hhds. |
|---|---|---|---|---|---|
| Gin, P. & Z. | $3 15 | $3 05 | $3 05 | $3 00 | $2 95 |

Mitchell Bros. Limited Scotch.

| | 1 case. | 5 cases. |
|---|---|---|
| Heather Dew, ordinary qts. 12's | $ 7 00 | $ 6 75 |
| Heather Dew, stone jars, Imperial, 12's | 12 50 | 12 25 |
| Heather Dew, oval flasks, quart, 12's | 11 25 | 11 00 |
| Special Reserve, oval, pts. 24s | 11 75 | 11 50 |
| " " ordinary qts., 12's | 9 00 | 8 75 |
| Special Reserve, ½ bottles, pints, 24's | 10 00 | 9 75 |
| Extra Special Liqueur, flagon, 12's | 9 50 | 9 25 |
| Extra Special Liqueur, ordinary bottles, 12's | 9 50 | 9 25 |
| Heather Dew, flasks, 48's | 12 00 | 11 75 |
| " " ½ flasks, 60's | 9 00 | 8 75 |
| Mullmore, Imperial oval quart flasks, 12's | 10 00 | 9 75 |
| Mullmore, flasks, Imperial pints, 24's | 10 50 | 10 25 |
| Mullmore, flasks, ordinary pints, 24's | 7 75 | 7 50 |
| Mullmore, ½ flasks, ordinary, 48's | 9 00 | 8 75 |
| Mullmore, ordinary quarts, 12's | 6 50 | 6 25 |
| Mullmore, ordinary pints, 24's | 7 50 | 7 25 |


**RECKITT'S** Blue and Black Lead {ALWAYS GIVE YOUR CUSTOMERS SATISFACTION

### Scotch Whiskey in Wood.

| | Gals. | ½ Oct's. 9 gals. | Oct's. 17 gals. | Bbls 40 gals. |
|---|---|---|---|---|
| Special Reserve | $4 50 | $4 25 | $4 15 | $3 90 |
| Heather Dew "A" | 4 00 | 3 85 | 3 75 | 3 65 |
| Extra Special Liqueur | 5 00 | 4 90 | 4 80 | 4 75 |
| Oil Scotch | 3 75 | 3 70 | 3 65 | 3 50 |

### Whiskey in Cases.

Mitchell Bros., Limited—Irish.

| | |
|---|---|
| Cruiskeen Lawn, stone jar, 12's | $12 50 |
| Old Irish, flasks, Imp. quarts, 12's | 11 25 |
| " Special, quarts, 12's | 9 00 |
| " " Imp. pints, 24's | 11 75 |
| " round bottles, quarts, 12's | 6 50 |
| " round ½-bottles, pints, 24's | 8 00 |
| " 10-o. flasks, 48's | 12 00 |
| " 5-oz. flasks, 60's | 9 00 |

### Irish Whiskey in Wood.

| | Gal. | ½-Oct. | Oct. | Bbl. |
|---|---|---|---|---|
| Mitchell, "Special Old" | $4 50 | $4 40 | $4 25 | $4 10 |
| Mitchell, "Old" | 4 00 | 3 90 | 3 75 | 3 65 |
| " "B" | 3 50 | 3 40 | 3 30 | 3 25 |
| " "C" | 3 00 | 2 | 2 80 | 2 75 |

### Champagne Wine in Cases.

| | |
|---|---|
| Duc de Pierland, quarts, 12's | $14 00 |
| " " pints, 24's | 15 00 |
| Cardinal, quarts, 12's | 12 50 |
| " pints, 24's | 13 50 |
| Vve. Amiot Carte d'Or, quarts, 12's | 16 00 |
| " " pints, 24's | 17 00 |
| " " d'Argent, quarts, 12's | 10 50 |
| " " pints, 24's | 11 50 |

### Blandy Bros. Wine.

Blandy's Madeira Wine, in cases.

| | |
|---|---|
| Very Superior, quarts, 12's | 8 50 |
| Special Selected, quarts, 12's | 10 00 |
| London Particular, quarts, 12's | 13 00 |

Blandy's Malaga, in cases.

| | |
|---|---|
| Pale Sweet Blue Label, quarts, 12's | 7 50 |
| " White Label, quarts, 12's | 10 00 |

Blandy's Sherry, in cases.

| | |
|---|---|
| Manzanilla, quarts, 12's | 8 50 |
| Morosa, quarts, 12's | 11 00 |

Blandy's Port Wine, in cases.

| | |
|---|---|
| Good Fruity, quarts, 12's | 7 50 |
| Invalid Special, quarts, 12's | 12 00 |

Blandy Bros'. Wine in Wood.

| | Gal. | Octave. |
|---|---|---|
| Madere, No. ½ | $3 50 | $3 00 |
| " No. ¾ | 4 50 | 4 00 |
| Malaga Pale Sweet | 3 00 | 2 75 |

### Canadian Whiskies.

| | In barrels. per gal. |
|---|---|
| Gooderham & Worts, 65 O.P. | $ 4 50 |
| Hiram Walker & Sons " | 4 50 |
| J. P. Wiser & Son " | 4 49 |
| J. E. Seagram " | 4 49 |
| H. Corby " | 4 49 |
| Gooderham & Worts, 50 O.P. | 4 10 |
| Hiram Walker & Sons " | 4 10 |
| J. P. Wiser & Son " | 4 09 |
| J. E. Seagram " | 4 09 |
| H. Corby " | 4 09 |
| Rye, Gooderham & Worts | 2 20 |
| " Hiram Walker & Sons | 2 20 |
| " J. P. Wiser & Son | 2 19 |
| " J. E. Seagram | 2 19 |
| " H. Corby | 2 19 |
| Imperial, Walker & Sons | 2 90 |
| Canadian Club, Walker & Sons | 3 60 |

| | Less than one bbl. per gallon. |
|---|---|
| 65 O. P. | $4 55 |
| 50 O. P. | 4 15 |
| Rye | 2 25 |

## MINCE MEAT.

| | |
|---|---|
| Wethey's Condensed, per gross net | $12 00 |
| " per case of doz. net | 3 00 |

## MUSTARD.

COLMAN'S OR KEEN'S.

| | |
|---|---|
| D. S. F., ¼ lb. tins, per doz. | $1 40 |
| " ½ lb. tins, " | 2 50 |
| " 1 lb. tins, " | 5 00 |
| Durham 4 lb. jar, per jar | 0 75 |
| " 1 lb. " | 0 25 |
| F. D., ¼ lb. tins, per doz. | 0 85 |
| " ½ lb. tins | 1 45 |

HENRI JONAS & Co.

| | Per gross |
|---|---|
| Pony size | $7 50 |
| Imperial, medium | 9 00 |
| Imperial, large | 12 00 |
| Tumblers | 13 00 |
| Mugs | 13 20 |
| Pint jars | 13 00 |
| Quart jars | 4 00 |

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—

| | | |
|---|---|---|
| ¼-lb. tins | per lb. | 0 35 |
| ½-lb. tins | " | 0 33 |
| 1-lb. tins | " | 0 32½ |
| 4-lb. jars | per jar | 1 20 |
| 1-lb. jars | " | 0 35 |

'Old Crow," 12-lb. boxes—

| | | |
|---|---|---|
| ¼-lb. tins | per lb. | 0 25 |
| ½-lb. tins | " | 0 23 |
| 1-lb. tins | " | 0 22½ |
| 4-lb. jars | per jar | 0 70 |
| 1-lb. jars | " | 0 25 |

## OLIVE OIL

| | per case |
|---|---|
| Barton & Guestier's quarts | $8 00 |
| " " pints | 9 00 |

## ORANGE MARMALADE.

T. UPTON & CO.

1-lb. glass. 2 doz. case, per doz.. $1 00
7-lb. pails and 5 and 7 lb. tins.... 0 06½

## PICKLES.

STEPHENS'.

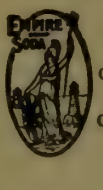
A. P. Tippet & Co., Agents.

| | |
|---|---|
| Patent stoppers (pints), per doz. | 2 30 |
| Corked (pints), " | 1 90 |

## SODA.—COW BRAND.




Case of 1 lbs. containing 60 pkgs., per box, $3.00
Case of ½ lbs. (containing 120 pkgs. per box, $3.00.
Case of 1 lbs. and ½ lbs. (containing 30 1 lbs. and 60 ½ lb. packages) per box, $3.00.
Case of 5c. pkgs (containing 96 pkgs) per box, $3.00.




EMPIRE BRAND.

Brunner, Mond & Co.

Case 120 ½-lb. pkts. (60 lb.) per case $2 70.

Case 96 10-oz. pkts. (60 lb.) per case $2.80.

## SOAP




A. P. TIPPET & CO., AGENTS

Maypole Soap, colors per grs. $10.20. black
Maypole Soap, per grs. $15.30
Oriole Soap, per gross, $10.20.

| | |
|---|---|
| Gloriola Soap, per gross | 12 00 |
| Straw Hat Polish, per gross | 10 20 |

GOLD SOAP "GOOD AS GOLD"

Write for prices.

## STARCH.

EDWARDSBURG STARCH CO., LTD.

| Laundry Starches— | per lb. |
|---|---|
| No. 1 White or Blue, 4-lb. carton | 0 06½ |
| No. 1 " " 3-lb. " | 0 06½ |
| Canada Laundry | 0 05½ |
| Silver Gloss, 6-lb. draw-lid boxes | 0 08 |
| Silver Gloss, 6-lb. tin canisters | 0 08 |
| Edwards'g Silver Gloss, 1-lb. pkg. | 0 08 |
| Kegs Silver Gloss, large crystal | 0 07 |
| Benson's Satin, 1-lb. cartons | 0 08½ |
| No. 1 White, bbls. and kegs | 0 05¾ |
| Benson's Enamel, per box, $1 50 to | 3 00 |
| **Culinary Starch—** | |
| Benson & Co.'s Prep. Corn | 0 07¼ |
| Canada Pure Corn | 0 05¾ |
| **Rice Starch—** | |
| Edwardsburg No. 1 white, 1-lb. car | 0 10 |
| Edwardsburg No. 1 White or Blue, 4-lb. lumps | 0 08½ |

BEE STARCH.

| | |
|---|---|
| Cases, 64 pkgs. 48's | $5.00 |
| ½ Cases, 32 pkgs. 24's | 2.50 |

Packages 10c. each.

BRANTFORD STARCH WORKS, LIMITED.

Ontario and Quebec.

| | |
|---|---|
| **Laundry Starches—** | |
| Canada Laundry, boxes of 40 lbs. | $0 05½ |
| Acme Gloss Starch— | |
| 1-lb. cartons, boxes of 40 lbs. | 0 06 |
| Finest Quality White Laundry— | |
| 3-lb. Canisters, cases of 48 lbs. | 0 06½ |
| 4-lb. " " " | 0 06½ |
| Barrels, 200 lbs. | 0 05¾ |
| Kegs, 100 lbs. | 0 05¾ |
| Lily White Gloss— | |
| 1-lb. fancy cartons cases 30 lbs. | 0 08 |
| 6-lb. toy trunks, 8 in case | 0 08 |
| 6-lb. enameled tin canisters, 8 in case | 0 08 |
| Kegs, ex. crystals, 100 lbs | 0 07 |
| Brantford Gloss— | |
| 1-lb. fancy boxes, cases 36 lbs. | 0 08½ |
| Canadian Electric Starch— | |
| Boxes of 40 fancy pkgs, per case | 3 00 |
| Celluloid Starch— | |
| Boxes of 45 cartons, per case | 3 10 |
| **Culinary Starches—** | |
| Challenge Prepared Corn— | |
| 1-lb. packages, boxes 40 lbs. | 0 05¾ |
| No. 1 Brantford Prepared Corn— | |
| 1-lb. packages, boxes 40 lbs. | 0 07¼ |
| Crystal Maize Corn Starch— | |
| 1-lb. packages, boxes 40 lbs. | 0 07¼ |

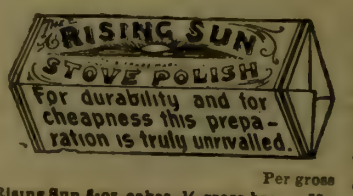
## STOVE POLISH.



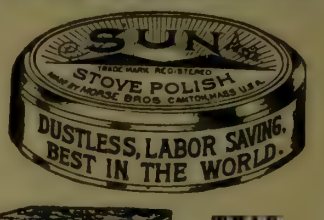




No. 4—3 dozen in case, per gross .. 4 80
" 6—3 dozen in case, " " ... 8 40




| | Per gross |
|---|---|
| Rising Sun 6-oz. cakes, ½-gross bxs | 50 |
| Rising Sun, 3-oz. cakes, gross boxes | 4 50 |
| Sun Paste 10c. size, ½ gross boxes | 10 00 |
| Sun Paste, 5c. size, ¼ gross boxes | 5 00 |

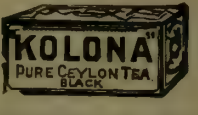



## TEAS.




SALADA CEYLON.

| | Wholesale | Retail |
|---|---|---|
| Brown Label, 1's | 0 20 | 0 25 |
| " ½'s | 0 21 | 0 26 |
| Green Label, 1 and ½s | 0 22 | 0 30 |
| Blue Label, 1s, ½s, ¼s and ⅛s | 0 30 | 0 40 |
| Red Label, 1s and ½s | 0 36 | 0 50 |
| Gold Labe ½s | 0 44 | 0 60 |




Ceylon Tea, in 1 and ½ lb. lead packages black or mixed.

| | |
|---|---|
| Black Label, 1-lb., retail at 25c | 0 19 |
| " " ½-lb., " " " | 0 20 |
| Blue Label, retail at 30c | 0 22 |
| Green Label " 40c | 0 28 |
| Red Label " 50c | 0 35 |
| Orange Label, retail at 60c | 0 42 |
| Gold Lab " 80c | 0 55 |




| | |
|---|---|
| Cases each 80 1-lbs. | 0 35 |
| " " 80 ½-lbs. / 80 1-lbs. | 0 35 |
| 120 ½-lbs | 0 36 |




LUDELLA CEYLON, 1's AND ½'s PKGS.

| | | |
|---|---|---|
| Blue Label, 1's | 0 18½ | 0 25 |
| Blue Label, ½'s | 0 19 | 0 25 |
| Orange Label, 1's and ½'s | 0 31 | 0 30 |
| Brown Label, 1's and ½'s | 0 28 | 0 40 |
| Brown Label, ¼'s | 0 30 | 0 40 |
| Green Label, 1's and ½'s | 0 35 | 0 50 |
| Red Label, ½'s | 0 40 | 0 60 |

CROWN BRAND

| | Wholesale | Retail |
|---|---|---|
| Red Label, 1-lb. and ½'s | 0 35 | 0 50 |
| Blue Label, 1-lb. and ½'s | 0 28 | 0 40 |
| Green Label, 1-lb. | 0 19 | 0 25 |
| Green Label, ½'s | 0 20 | 0 25 |
| Japan, 1s | 0 19 | 0 25 |

E. D. MARCEAU, Montreal.

| | |
|---|---|
| Japan Teas— | |
| "Condor" I 40 lb. boxes | 0 40 |
| " II 40-lb. " | 0 37½ |
| " II 80-lb. " | 0 36 |
| " III 80-lb. " | 0 32½ |
| " IV 80-lb. " | 0 30 |
| " V 80-lb. " | 0 25 |
| " XXXX 80-lb. boxes | 0 23½ |
| " XXaX 0-lb. " | 0 25 |
| " XXX 80-lb. " | 0 20 |
| " XaX 80-lb. " | 0 21½ |
| " LX lead packets | 0 60 |
| " Assorted cases (1 and ½ lb.) to retail at 40c. | 0 26½ |
| " L lead packets | 0 60 |
| " Assorted cases (1 and ½ lb.) to retail at 25c. | 0 20 |
| Black Teas—"Nectar," in lead packets— | |
| Green label retails | 0 26 at 0 20 |
| Chocolate label " | 0 35 " 0 25 |
| Blue label " | 0 50 " 0 36 |
| Maroon label " | 0 60 " 0 45 |
| Fancy tins—Chocolate, 1-lb. | 0 32½ |
| " " —Blue, 1-lb. | 0 42½ |
| " " —Maroon, 1-lb. | 0 50 |
| " " —Maroon, ½-lb. | 1 50 |
| Black Teas—"Old Crow" Blend— | |
| Bronzed tins of 10, 25, 50 and 80 lb. | |
| No. 1 per lb. | 0 35 |
| No. 2 " | 0 30 |
| No. 3 " | 0 25 |
| No. 4 " | 0 20 |
| No. 5 " | 0 17½ |

LIPTON'S TEA (in packages).

| | Price per lb. |
|---|---|
| No. 1, cases 50 lb. (50 ¼-lb. pkgs. / 25 1-lb pkgs | $0 25 |
| No. 1, cases 50 lb., in 5-lb. tins | 24 |
| No. 2, cases 50 lb. (50 ¼-lb. pkgs. / 25 1-lb. pkgs | 36 |
| No. 2, cases 50 lb., in 5-lb. tins | 29 |
| No. 3, cases 50 lb., (50 ¼-lb. pkgs / 25 1-lb. pkgs | 28 |
| No. 3, cases 50 lb., in 5-lb. tins | 29 |
| Green Ceylon, No. 1 (50 ¼-lb. pkgs / 25 1-lb. pkgs / 12½ 1-lb pkgs | 23 |
| Green Ceylon, No. 2, (50 ½-lb. pkgs. / 25 1-lb pkgs | 22 |
| | 23 |
| | 35 |
| | 34 |
| | 29 |
| | 28 |

## TOBACCO.

THE EMPIRE TOBACCO CO., LIMITED.

| | |
|---|---|
| Smoking—Empire, 3½s, 5s and 10s | 0 39 |
| Royal Oak, 2 x 3, 8oz ace, 8s | 0 52 |
| Something Good, 7s | 0 48 |
| Chewing—Bobs, 5s and 10s | 0 36 |
| Currency, 13¾ oz. bars, spaced 9s | 0 39 |
| Currency, 6s and 10s | 0 39 |
| Old Fox, narrow 10s | 0 39 |
| Snowshoe, 1-lb. bars, spaced 6s | 0 43 |
| Pay Roll, 6s | 0 44 |

## VINEGARS.

E. D. MARCEAU, Montreal.

| | Per gal. |
|---|---|
| Old Crow | 0 20 |
| Condor | 0 25 |
| E. M. D. proof | 0 30 |

MICHEL LEFEBVRE.

| | |
|---|---|
| Bull Dog, quadruple strength, registr'd | 0 55 |
| Lion "L" brand, registered | 0 38 |
| Imperial, triple strength, registered | 0 33 |
| Cote D'Or, extra super, registered | 0 30 |
| " household vinegar, registered | 0 28 |
| Crystal Pickling, extra | 0 28 |
| " ordinary | 0 23 |
| White Wine, XXX | 0 25 |
| " " XX | 0 20 |
| " " X | 0 17 |
| Cider, XXX | 0 27 |
| " XX | 0 27 |
| " X | 0 12 |
| Pure English Malt, trip's strength | 0 45 |
| " " " double strength | 0 35 |
| " " " single strength | 0 25 |
| Distilled white malt vinegar | 0 50 |

JOHN HOPE & CO., MONTREAL.

| | |
|---|---|
| Sir Robert Burnett & Co.'s English Malt Vinegar | 0 40 |

## WOODENWARE

UNITED FACTORIES, LIMITED.

| | |
|---|---|
| Washboards, Leader Globe | 1 50 |
| " Improved Globe | 1 60 |
| " Standard Globe | 1 80 |
| " Solid Back Globe | 1 80 |
| " Jubilee (perforated) | 1 95 |
| " Crown | 1 35 |

| | Per doz. |
|---|---|
| No. 1 2-hoop pails | 1 55 |
| " 1 3 " " | 1 70 |
| " 0 Tubs | 8 50 |
| " 1 " | 7 00 |
| " 2 " | 6 00 |
| " 3 " | 5 25 |

## YEAST.

| | |
|---|---|
| Royal yeast, 3 doz. 5c. cakes in case | 1 00 |
| Jersey Cream yeast cake, 3 doz. 5c. | 1 00 |
| Victoria " " 3 doz. 5c. | 1 00 |
| " " " 3 doz. 10c. | 1 80 |

# The Auer Gas Lamp

Money-Back Style.

No. 5



IT will make your store or home as bright as day without costing you as much to run as your oil lamps or electric lights.

THERE is no smell from it and it does not flicker.

IT shows the true colors of your goods which oil and electricity do not.

SATISFACTION GUARANTEED OR YOUR MONEY REFUNDED.

SEND FOR CATALOG AND TRADE DISCOUNTS.

AUER LIGHT CO., 1682 Notre Dame St., MONTREAL.
Manufacturers and Importers of
MANTLES—SHADES—CHIMNEYS—BURNERS—ETC.

# Bigger Profits
—ON—
# "EMPIRE" SODA
BEST FOR BAKING.

Instead of giving you useless premiums we have decided to make a change in "Empire" Soda prices that will mean bigger profits for you. Here are the new prices :

Case 120 ½-lb. pkts. (60-lb.) per case, $2.70
Case 96 10-oz. pkts. (60-lb.) per case, 2.80

Manufactured by
BRUNNER, MOND & CO., NORTHWICH, ENG.
SOLE AGENTS FOR CANADA,
WINN & HOLLAND, MONTREAL.

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The Roberts Advertising Agency,
WINNIPEG, CANADA

# THE "GLEANER"
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Canadian manufacturers, merchants, etc., desiring to do business with this country and introduce their goods in this market, should put an advertisement in "THE GLEANER."

Write for scale of charges, etc., to
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Limited
"Gleaner" Office, . . .KINGSTON, JA.

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# TANGLEFOOT SEALED STICKY FLY PAPER



Stops the fly in his mad career. Also catches the filthy load he is carrying, thus preventing the danger of contagion.

Long Lasting. A Cash Asset.
Order from Jobber.
The O. & W. Thum Co., Mfrs.
Grand Rapids, Mich, U.S.A.

# BUSINESS NEWS

of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

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"Clippings from any Canadian paper on any subject."

CANADIAN PRESS CLIPPING BUREAU,
232 McGill Street, MONTREAL, QUE.
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Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER.

The Best Grocers make a point of Keeping it always in Stock.

# Crockery and Glassware

Do you need anything in this line?

**We have it**

And if you will write your wants to our MAIL ORDER DEPARTMENT your requirements will be satisfactorily filled.

We are always glad to answer enquiries concerning any of our goods and will be pleased to give you price on any lines you mention.

## GOWANS, KENT & CO.

Wholesale

**Crockery and Glassware**
**China and Lamp Goods**

Manufacturers of Lamps and Rich Cut Glass.

Decorators of Earthenware, China and Glass.

TORONTO and WINNIPEG.

# IT PAYS IT PAYS IT PAYS

What pays? Why, to sell the trade-creator

## WETHEY'S CONDENSED MINCE MEAT

of course. Well! Why does it pay? Because it gives better satisfaction to the consumer than any other kind produced in this country. This is a broad statement to make, but nevertheless a true one—increased demand from the trade substantiates our claim. Sold by leading wholesalers.

Manufactured by . . .

## J. H. WETHEY, LIMITED.

ST. CATHARINES, ONT.

# Crosse & Blackwell, Limited

## *Pickles, Sauces, Jams and Preserved Provisions.*

## C. E. COLSON & SON, MONTREAL.

CHAS. F. CLARK, President. JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

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**Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.**

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| | | | |
|---|---|---|---|
| HALIFAX, N.S. | HAMILTON, ONT. | LONDON, ONT. | MONTREAL, QUE. |
| OTTAWA, ONT. | QUEBEC, QUE. | ST. JOHN, N.B. | TORONTO, ONT. |
| VANCOUVER, B.C. | VICTORIA, B.C. | WINNIPEG, MAN. | |

THOS. C. IRVING, Gen. Man. Western Canada, Toronto. JOHN A. FULTON, Gen. Man. Eastern Canada, Montreal.

## OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

**JOHN OAKEY & SONS, LIMITED**

MANUFACTURERS OF

**Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.**

**Wellington Mills, London, England.**

Agent:

**JOHN FORMAN, 644 Craig Street**
MONTREAL

VOL. XVI MONTREAL AND TORONTO, JULY 11, 1902 NO. 28

PUBLISHED EVERY FRIDAY

THE CANADIAN GROCER AND GENERAL STOREKEEPER

CIRCULATES IN EVERY PROVINCE

SELL ONLY THE BEST!

In Competition with the World we have received the

**Highest Awards Made . . .**

These substantiate our claim that : : : : :

# Colman's Mustard

**IS THE BEST IN THE WORLD**

## IF YOUR CUSTOMERS HAVE CONFIDENCE IN YOU



it is just as easy to supply poor vinegar with the first order as good vinegar—they will not likely ask you to show sample.

But—when pickles go wrong—when it leaves a peculiar, unpalatable taste when used on the table—and, possibly, your customer finds out that **her neighbor has secured unbounded satisfaction with your competitor's vinegar,**

**"IMPERIAL" WHITE WINE**

Well, you know how trade is lost.

## "IMPERIAL" WHITE WINE

Is unequalled as a keeper of Pickles.
Delightful for table use.
Absolutely reliable at all times.
The highest standard of quality, without exception.
Just the price of ordinary standard vinegar.

We find this brand of Table and Dairy

# SALT

rapidly increasing in favor—

# BRUSSELS

**WHY?**

**Because**

1. It is PURE.
2. It is Fine and White.
3. It is put up in neatly sewn, attractively printed packages.
4. There is no fault to be found with it.

R. & J. RANSFORD,

Established 1868

Clinton, Ont.




# LICORICE . . .

We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, plain and corrugated, Acme Licorice Pellets, Y & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLIABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and Golf-Sticks, 100 to box; Blow Pipes, 200 and 300 to box; Manhattan Wafers, 2½-lb. boxes; Curved Stem Pipes, 200 to box. Write for illustrated catalogue.

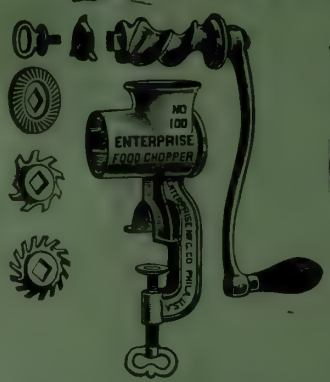
YOUNG & SMYLIE

Established 1845. BROOKLYN, N.Y.

**ENTERPRISE on an article is a Guarantee of QUALITY**

**ENTERPRISE**

**FOOD CHOPPERS**




**Four Knives with each Machine**

**No. 100,** *chops 2 lbs. per minute,* **$1.50**
**No. 300,** *chops 3 lbs. per minute,* **$2.25**

**Sell every Day in Year**

**GUARANTEED TO CHOP RAW MEAT**

*Illustrated Catalogue FREE* *Order through your Jobber*

**Bone, Shell & Corn Mill**



No. 750, $7.50

**Meat Juice Extractor**



No. 21, $2.50

**Cherry Stoners**

*5 Sizes & Styles*



No. 1, $7.50 doz.

**Rapid Grinding & Pulverizing Mills**

*45 Sizes & Styles for Hand & Power, $1.25 to 500.00*



No. 2½, $4.75

New York Branch, 10 Warren Street

The Enterprise Mfg. Co. of Pa., Philadelphia, Pa.

San Francisco Branch, 105 Front Street

# Stower's Juice Lime

Distinguished from all others because it has no musty flavor. Many times stronger than any other Lime Juice made because concentrated and absolutely pure. An honest production from natural fruit. Palatable, healthy. Keeps perfectly in any climate even after the cork is drawn. "The Lime Juice that draws trade and holds it."

# Stephens' Pickles

Pickles that always please. Sound, piquant Pickles preserved in absolutely pure Malt Vinegar. Packed in bottles with showy labels, which are a great shelf attraction for the store. ALWAYS THE SAME!

*Sold by leading wholesalers.*

A. P. TIPPET & CO., Agents,
Montreal. Toronto.

# Fry's Cocoa.

Absolutely pure Cocoa, with no false flavorings added nor any injurious drugs or chemicals. Made by one of the largest manufacturers of Cocoa in the world. Concentrated and hence of great strength. A quarter-pound tin, which retails at 25 cents, will make fifty cups of rich, delicate Cocoa—one-half a cent a cup.

*Sold by leading wholesalers.*

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

# FLOUR

MAGOR'S DELICIOUS PATENT FLOUR.

The Purest Flour Made—makes Delicious Bread, Cakes and Pastry.

Prices For Cash Unequalled.

JOHN MAGOR & CO., MONTREAL

# "ACME"

## TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont.
Agents for the Canadian Salt Co., Windsor, Ont.

A paper that gives satisfaction to every business or professional man is

# WINDSOR MILLS

This paper is superior in quality and has a smooth writing surface. Every business man should be particular to see that he has good quality paper for his correspondence.

CANADA PAPER CO., Limited

TORONTO and MONTREAL.

GOLD MEDAL, PARIS, 1900.

# Walter Baker & Co.'s

PURE, HIGH GRADE

## Cocoas and Chocolates.



TRADE-MARK.

**Breakfast Cocoa.**—Absolutely pure, delicious, nutritious, and costs less than one cent a cup.

**Premium No. 1 Chocolate.**—The best plain chocolate in the market for drinking and also for making cake, icing, ice-cream, etc.

**German Sweet Chocolate.**—Good to eat and good to drink; palatable, nutritious, and healthful.

## WALTER BAKER & CO. Ltd.

ESTABLISHED 1780.

DORCHESTER, MASS.

BRANCH HOUSE, 12 and 14 St. John St., MONTREAL.

TRADE-MARK ON EVERY PACKAGE.




The "Toledo" is the ONLY

## Automatic Springless Computing Scale Extant

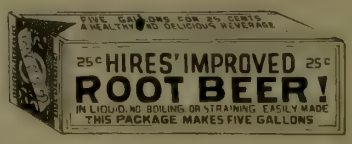
and the ONLY scale in the world that Absolutely Stops Giving Down Weight.

Don't be influenced by interested parties to buy a scale until you see the "Toledo." A postal will procure a practical demonstration without any obligation to buy.

DEAN & McLEOD,
Canadian Agents, HAMILTON, ONT.

It does not require even a hair to turn it.

The warm weather quickly tires.
Don't it make you think of HIRES'?




Beware of cheap imitations which are offered every season to the trade.

## HIRES' ROOT BEER

was the first on the market; holds first place today and has never yet been equalled for quality.

Price, in lots of one gross and over - - - per gross $20.40
Price, in 5-gross lots and over - - - - - " $19.40
Freight Prepaid on Two Gross and Upwards.

SEND YOUR ORDER TO.... W. P. DOWNEY, Sole Canadian Agent,
20 and 22 St. Peter Street, - MONTREAL.

Handbills, Showcards, etc., on receipt of Business Card.

# Lorrimer's Lemonade Crystals

A profitable trade-winner for warm weather.

## WARREN BROS. & CO.

TORONTO.

# BASKETS

We make them in all shapes and sizes. We have

*Grain and Root Baskets,*
*Satchel Lunch Baskets*
*Clothes Baskets,*
*Butcher Baskets,*

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

## Oakville Basket Co.

Oakville, Ont.

# Soap

"IMPERIAL" and "SNOW"

Twin Cakes.

NOW IN STORE.

Perkins, Ince & Co., - Toronto.




For Sale Everywhere.

—:o:—

ASK FOR

# MOTT'S.

# Cigars of Quality.

Be sure you satisfy a customer on quality as well as price. Give him Cigars that won't drive the family out on to the front porch.

If you hand him my Cigars you may be absolutely sure that the peace of the family circle will remain undisturbed. The Cigars I make are "Cigars of Quality"—highest quality always for the price.

**J. Bruce Payne, Mfr.,**
**Granby, Que.**

The "Pharaoh" for a 10c. line.

The "Pebble" for a 5c. line.

# Something Pleasant for the Summer.

—**Lime Juice.**
—**Lime Juice Cordial.**
—**Raspberry Vinegar.**

**"Sterling" Brand.**

Something cool and refreshing in the way of drinks is wanted for these hot summer days. We have just what you can recommend to your customers.

—Be sure that
—you are well
—stocked with
—these goods.

**T. A. LYTLE & CO.,**
124-128 Richmond St. West,
**TORONTO**

# A Steady Rise

## MOLINA BREAKFAST FOOD

has grown in popular favor steadily. It is not a sky-rocket—a brilliant flash and then ashes. Every year has shown a marked but material increase as its general merits become more widely known. When it makes friends it keeps them. It is a natural and wholesome food of Wheat sterilized and kiln-dried, but not predigested.

Grocers, your customers will appreciate

## MOLINA BREAKFAST FOOD.

The Breakfast Food that "has a flavor like popcorn."

**THE TILLSON CO., Limited, Tillsonburg, Ont.**

# DON'T OVERLOOK THE FACT

that, although you may possibly persuade your customers into purchasing other than JAPAN TEA, it is your disadvantage to do so if you aim at winning their confidence and to prove to them that the teas you sell are reliable and of the highest quality. Many teas are claimed to be "just as good" as

# JAPAN TEA

But, if "popularity is the best proof of merit," then JAPAN TEA wins every time. The best tea judges in Canada testify to its absolute purity, wholesomeness, cleanliness and healthfulness. Grocers who are anxious to keep their tea departments in a good paying condition should not overlook the fact that only healthy, clean tea like JAPAN should be sold their customers.

JAPAN CENTRAL TEA TRADERS' ASSOCIATION.
Trafalgar Chambers, Sun Life Building Annex.
Tel. Main 4142. MONTREAL, CANADA.




# YOUR MONEY BACK

**IF YOU DO NOT LIKE**

# IMPERIAL MAPLE SYRUP

Return it to the dealer of whom you bought it, who is authorized to give you your money back.

ROSE & LAFLAMME, Agents
**Montreal.**

# OF COURSE

There is more than one way of attracting a woman's trade towards your store—but one of the best ways is to sell her

# IVORY GLOSS STARCH

for the simple but truthful reason—

**IT CAN ALWAYS BE RELIED UPON TO GIVE HER PERFECT SATISFACTION.**

Manufactured by
**THE ST. LAWRENCE STARCH CO.,**
LIMITED
**PORT CREDIT, ONT.**

# WHITTEMORE'S POLISHES.

**THE WORLD'S STANDARD.**

**THE OLDEST AND LARGEST MANUFACTURERS OF SHOE POLISHES IN THE WORLD.**




# "GILT EDGE"

The only Ladies' Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful finish. Once tried always used.

**LARGEST QUANTITY, FINEST QUALITY.**
**For Sale by all Wholesale Grocers.**

# MOLASSES

When ready to buy don't forget to ask us for our quotations on a carload delivered at your station ; you will be glad you did so.

**The Dominion Molasses Co.,**
**Limited**
**Halifax - Nova Scotia.**

# The Difference BETWEEN Aroma Coffee



and a great many other coffees is: That Aroma gives unbounded satisfaction to the consumer every time. It is a blend of the highest coffee growths—uniform and delightful in the cup.

Put up in ½ and 1-lb. tins, perfectly air-tight 30-lb. cases.

No other brand will as rapidly and surely build up a large and profitable coffee trade for you. Thousands of retailers in Canada know this to be the case.

**W. H. Gillard & Co.,** WHOLESALE GROCERS, TEA AND COFFEE IMPORTERS, **Hamilton.**




## THE DOMINION BREWERY CO., LIMITED

**Brewers and Maltsters**

TORONTO

**Manufacturers of the Celebrated**

# WHITE LABEL ALE



**ASK FOR IT AND SEE THAT OUR BRAND IS ON EVERY CORK.**

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

**WM. ROSS, Manager.**




## The Australasian Grocer

The Organ of the Grocery, Provision and kindred Trades of the Antipodes.

**Subscription $2.50 per Ann.**

post free to any part of the world.
A handsome Diary is presented free to annual subscribers.

PUBLISHING OFFICES:
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*Specimen Copies Free on Application.*

## Drawing Trade By Selling Nasmith's Bread and Cakes.

Out of town grocers are doing this daily. Write us for information.

**THE NASMITH CO., Limited,**

**66 Jarvis St., Toronto.**

# SOME JULY WINDOW DISPLAYS.

CANNED GOODS AND BREAKFAST FOODS.

A WINDOW in a downtown Toronto store had a display of canned goods and breakfast foods that looked well. At the very back of the window was a tall pile of canned salmon, the central portion of which reached almost to the ceiling. The cans were piled around boxes which held them in position, and the labels of the cans were all turned outward, facing the front.

In front of the cans was a small pile of boxes of prepared breakfast foods, against which were leaning two boxes full of sugar with price tickets placed on them.

On both sides of the central get-up cans of peaches were so piled as to curve backwards from the two front corners of the window to the pile of salmon at the back. These two piles were quite high.

In front of all against the glass on the bottom was a miscellaneous pile of cans of sardines, and other small packages, which served to fill up space between the boxes of sugar and the front.

MEATS AND VEGETABLES.

Another window dressed with meats and vegetables had a shelf along the back on which was piled a quantity of sides of cured pork and hams. In front of the shelves were placed on plates, not too close together, cooked ham, sausages and similar articles of food. Between the plates, at regular intervals, were placed bottles of pickles. Bunches of lettuce also played a prominent part in the get up of this window, and some onions and beets in bunches were used with good effect. Along the front of the window, next the glass, there was a row of salmon, in nicely-labelled cans, between each one of which was a bunch of lettuce. A small jet in the centre of the window scattered fine spray over some vegetables placed around it, and kept the place cool as well as the vegetables fresh.

A PROVISION WINDOW.

July is a month during which dried, smoked, pickled, potted and cooked meats are in good demand. A good window dressed with these will often bring in customers. It is wise to have an awning in front of such a window where things might be kept cool and away from the sun. Besides the meats other articles could be kept in the windows, like pickles, and canned goods.

In a window that presented an effective appearance dressed in this way were four shelves covered with a red cloth. On the front shelf was a row of pickles and canned salmon, arranged alternately, and pickle bottles were placed on the top of each can. In the second row were placed slices and round cakes of cheese alternately. Between the cheeses were some pickles in bottles. The fourth row had placed in neat piles on plates, sausages, tenderloins, ham, pork sides, and backs. On the top shelf were piles of cooked meats, sides, bacon and hams. In one corner of the window was arranged a neat pile of canned goods, salmon, tomatoes, pickles.

OUTING DISPLAYS

Outing displays are timely, and may be made as elaborate or as simple as circumstances indicate, says Inland Grocer. As a means of attracting attention to summer goods, they can be utilized in a variety of forms, successfully. As a catching centrepiece, a lunch basket of the largest size obtainable may be used to advantage. One with covers is best. It should be placed well in the centre of the window space, tilted forward, and packed so as to overflow with articles especially desirable for picnics, fishing parties, etc.

A bottle of mineral water, cans of potted chicken, devilled ham and the like, jars of jam and peanut butter, celery salt, pickles, packages of wafers and biscuit may be used to make an attractive showing for that class of goods.

It is best to wrap the lower part of the jars, cans, etc., in tissue paper, and colored napkins may be used to set off the display.

On either side and the back of the basket may be arranged individual displays of outing goods. Mineral waters, ginger ale and like drinks which are called for in midsummer may be placed in half circles, the larger bottles in the rear and the smaller ones in front, on one side.

A large cake, placed on a Japanese napkin or wooden plate, may be given a prominent place in the front and centre. Cans of potted meats arranged like the bottles, in half circles, make a good appearance on the other side.

For a background, a wall of glass-front cases, such as is provided for wafers and crackers for sale in bulk, may be arranged.

The picture may be given added attractiveness by placing large potted plants back of the wall referred to, in such a way as to show the foliage only.

CARD WRITING.

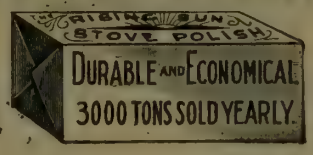
What is an up-to-date show-card writer? Just ask yourself this question. Here is our definition: He is the man who knows enough to know there is a lot he does not know. He is the man who strives to learn all that is to be learned in his chosen profession. There are thousands of men who might become competent card writers if they only had proper instructions. In this issue W. Edwards, Carleton Place, Ont., offers a book of instruction at $1 post paid, which will teach you this art in a thorough and practical manner. He has hundreds of students in all sections of the country who are already reaping the benefit of his instructions. A good salesman can get a good salary. A good card writer can get a good salary. The man who can do both can get a big salary.

## TEA AND COFFEE IN A WINDOW.

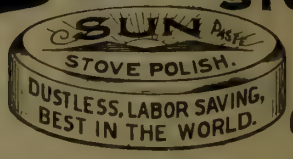
IN order to avoid crowding the window too much, says Irish Grocer, it may be necessary to use only the smallest samples obtainable, for a beverage trim ought to contain a sample each of cocoa, chocolate, condensed milk and coffee. Everything should have its price mark, and its name tag also, provided that it is not easily recognized. A few days later, the beverage display can be divided so as to show a "summer beverages" trim, a coffee trim and a tea trim separately. When this is done, a full assortment should be shown. If it is a coffee trim, green and roasted whole beans should be exhibited, and also ground coffee, coarse and fine. If an illustrated work on coffee is at hand, the same should be placed in the window open at a picture of the coffee plant.

A small coffee mill adds to the effect, if shown with the goods and utensils for pre-

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE




SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE




Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

paring the berry for the table. It would be as well to use coffee-colored drapings in the windows while the coffee trim is exhibited. A coffee hand-mill for the kitchen, a coffee strainer and a coffee pot should be added to the exhibit. Packages of coffee extract and essence should flank the coffee trim. In the same manner the tea department should be represented at another time. It is a waste of time and space to fill the window with a dozen different grades of tea. Half a dozen are sufficient for the purpose, say, a couple of green, a couple of black, and a couple of mixed leaf. Show the labels used on your own brands, and also your handsomest shelf canister. Pictures of the tea leaf, the plant, the methods of cultivation and cure are in order, and so also is a specimen plant if one can be procured. Tea caddies, teapots and teacups, if of different sizes and styles, should be shown, the more particularly if they are costly, owing to intrinsic value of the associations that attach to them from previous ownership. A Chinese or Japanese street scene or house interior would add to the attractiveness of a tea window, but it would require more skill and time than could usually be devoted to such a purpose. A large vase or handsome lantern would do almost as well, or, better yet, a mechanical Chinese or Japanese doll, with clock-work interior. A few puns from the golf links would be excusable in the placards of a tea window.

## PERSONAL MENTION.

Messrs. J. W. Powell and Fred. Mitchell, northern and eastern Ontario representatives of The E. W. Gillett Co., Limited, have been in Toronto the last few days.

Mr. T. T. Cartwright, eastern representative of The E. W. Gillett Co., Limited, was in Toronto for some days and left again for the Maritime Provinces and Newfoundland. He reports trade good and prospects good.

## KEEP DOWN EXPENSES.

"IT is a great deal easier to write 'look out for the expense account' than to keep to its precept," is what the grocer said, declares the Retail Grocers' Advocate.

"Expenses!" he said, "that's what keeps a man up nights, and is more effective in destroying sleep than a crying baby, and the Lord knows, that's effective enough."

"Expenses?" "Say, young man, I'd have been very rich many years ago if it was not for expense."

It was argued then that expenses in the sense meant was not what a man spent but what he expended that he need not have expended.

It is the unnecessary dollar here, and the unnecessary half dollar there that multiplied by the days in the year, make the expense account spoil the profit account.

There is, you know, a general impression that almost anybody can run a grocery store, and that impression is probably true enough about many grocery stores.

There are, however, but very few men who can run a grocery store successfully.

It is generally thought that the man with the fine store is making money, but that is not always so, for his competitor from a less expensive block is probably the man who in the end buys the fine store out when it is sold by the creditors.

He got himself in that happy condition by keeping his expense account down, and while personally he may like a well-equipped store, yet did not think it wise to put all his money in fixtures, believing that a good stock of goods, and a bank accout that would enable him to discount, were better money-makers for him than some other things that were prolific of expense mostly.

Most men in fine stores did not begin their business career in them.

They mostly had small stores first, and the money that they had came largely from their early experience, for with the fine stores came heavy expenses, and in particular more competition.

If money has to be made, however, whether in big stores or in little, it will always be represented by the skill which gives results and obtained by the exercise of judgment that keeps down expenses.

Many generous-minded men find it difficult to be close in small things but no doubt it is this closeness that makes wealth.

## BOWSER OIL TANK IN EUROPE.

Mr. Rosser McClure, who has been Canadian manager for S. F. Bowser & Co. for the past three years, leaves next month to introduce the Bowser oil tank in Great Britain and Ireland.

There have been numerous inquiries from the Old Country, and Mr. McClure is confident of doing a large volume of business over there. It is more than likely he will also open up trade in Russia. He will leave matters in the Toronto office in competent hands during his absence.

## BRANTFORD STARCH WORKS REBUILDING.

The Brantford Starch Works, Brantford, whose factory was destroyed by fire on May 29, has begun rebuilding and expects to have its new factory completed and in operation before the end of the year.

The plant will be materially enlarged, being practically two starch factories, one for the manufacture of corn starch and one for wheat starch. The former will be a three-storey building 132 x 90 ft., and the latter 100 x 70 ft., also three storeys. A feed drying building 42 x 30 ft. and a grain elevator of 30,000 bushels capacity will be erected. The whole plant will have a capacity of 9 to 10 tons of starch per day, and will furnish improved facilities for the manufacture of the brands of the company, which now hold so prominent a position on the market.

# A BARGAIN IN VALENCIA RAISINS

**LUCAS, STEELE & BRISTOL,** WHOLESALE GROCERS **HAMILTON.**

What the retailers think of

# WILSON'S FLY PADS

The best Fly Killer made.

**Mr. E. M. Devitt,** of Waterloo, Ont., writes as follows: "Kindly forward to me at once a window display of your Fly Pads. Have just received three boxes from D. D. Co."

**Mr. F. T. Ansell,** of Sherbrooke, Que., writes: "We handle your Pads only."

**Mr. E. W. Boyle,** London, Ont., writes: "Demand for Wilson's Fly Pads increases each season."

**Mr. Geo. H. Cameron,** Dauphin, Man., writes: "We sell a great many Wilson's Fly Pads."

**Avoid Unsatisfactory Imitations.**

# *Our Brands of Brooms are :*

# "STANDARD," "SIGNAL."

***The best made in Canada. Only the finest selected Green Corn used (not dyed). All handles carefully kiln-dried. Only the best skilled labor employed. Every broom carefully inspected before bunched. All hand-made under our supervision.***

If you are not selling our brooms, try sample lot of 6 dozen and you will then be satisfied the "Standard" and "Signal" are the best made.

## JAMES TURNER & CO.

Wholesale Grocers, HAMILTON, ONT.

# Specialties for Summer

Montserrat Lime Juice,
Hires Root Beer,
Salad Dressing, Sauces,
Sweet and Sour Pickles.

## THOS. KINNEAR & CO.,

**Wholesale Grocers,** **49 Front St. East, TORONTO**


## BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

SIMARD & TREMBLY, general merchants, Copper Cliff, Ont., have assigned to James A. Mulligan, Sudbury, and their creditors meet July 11.

A. Clouter, general merchant, St. Fabien, Que., has assigned.

R. Sauvageau, grocer, Quebec, has assigned to V. E. Paradis.

J. Ayotte, grocer, Riviere a Pierre, Que., has assigned to V. E. Paradis.

Joseph Bourque, general merchant, St. Gertrude, Que., has compromised.

Ferdinand Decary, grocer, Montreal, has assigned to Marcotte & Marcotte.

Lane & Co., confectioners, Peterboro', Ont., have assigned to R. R. Hall.

Geo. Lefaivre has been appointed curator of Bedard & Co., grocers, Quebec.

E. S. Sweet, general merchant, County Harbor, N.S., is asking for an extension.

E. Lafiberte, grocer, Lotbiniere, Que., has compromised at 25c. on the dollar cash.

C. T. Bailey & Co., general merchants, Qu'Appelle, N.W.T., have assigned to H. F. Horner.

A. Prevost & Co., general merchants, St. Agathe De Monts, Que., are offering to compromise.

V. E. Paradis has been appointed curator of Leger Lemelin, general merchant, St. Raphael, Que.

A. Curtis & Son, general merchants, Macdonald, Man., have been granted a partial extension.

Gorman & McDonnell, general merchants, Douglas, Ont., have assigned to Robert C. McNab, and a meeting of creditors will be held on July 15.

J. Byron Coulthart, manufacturer of cheese boxes, Apple Hill, Ont., has assigned to Jno. G. Harkness, Cornwall, and his creditors had a meeting on July 9.

PARTNERSHIPS FORMED AND DISSOLVED.

Beaudry & Soulieres, grocers, Montreal, have dissolved.

C. D. Bertrand & Co., tobacconists, etc., Montreal, have dissolved.

H. Colan & Co., general merchants, Kazubazua, Que., are dissolving partnership.

H. Bolan & Co., general merchants, Kazubazua, Que., have dissolved; the business is continued by Bell Bros.

N. Quintal & Fils, wholesale grocers and liquor merchants, Montreal, have dissolved, and a new partnership has been registered.

SALES MADE AND PENDING.

Henry Picard, grocer, Montreal, offers his business for sale.

James Butler, grocer, Peterboro', Ont., was sold out by bailiff.

The assets of David Lee, baker, Ottawa, are to be sold at auction.

Wm. T. Kelly, grocer, Hamilton, Ont., is advertising his business for sale.

The stock of Myre Dosithe, grocer, Hull, Que., has been sold at 56c. on the dollar.

The book debts of A. Suprenant, grocer and liquor merchant, Montreal, have been sold.

The stock of Jos. Poirier, general merchant, Avignan, Que., has been sold at 68c. on the dollar.

The assets of J. B. Donville & Co., general merchants, St. Stanislas de B., Que., have been sold.

The stock of the estate of D. M. Kinzie, general merchant, Dutton, Ont., is advertised for sale by tender.

The stock of McNeil & Mercier, manufacturers of vermicelli, Quebec, has been sold at 73c. on the dollar.

The stock of Thomas Oullet, general merchant, St. Moise Station, Que., has been sold at 60¼c. on the dollar.

CHANGES.

M. Solomon, grocer, etc., Montreal, has registered.

Levinstein & Co., traders, Montreal, have registered.


## NO MORE WASTE

IN CUTTING OR USING

# CANADIAN CHEESE.

12 lb. cheese packed 4 in a box, 48-lb. nett, marked in ½-lb. squares, and covered with cloth and wax. No rind, no time lost in weighing, no drying, no shrinkage. Try a sample box.

**A. F. MacLaren Imperial Cheese Co., Limited,**

51 Colborne Street, Toronto.

LOBSTERS
NEW PACK
THE DAVIDSON & HAY, LIMITED
Wholesale Grocers. 36 Yonge St., Toronto.

S. Poplinger & Co., traders, Montreal, have registered.

J. A. Bolduc & Cie., bakers, Levis, Que., have registered.

Ruttelade & Roy, grocers, Montreal, have registered.

James Clark, grocer, London, Ont., is closing out business.

Joseph Tasse Cigar Co., Limited, Montreal, have registered.

Peter Forbes, grocer, Wallaceburg, Ont., has closed out business.

Robert Eady, blacksmith, Rockingham, Ont., has added a general store.

Leo. O'Neil, cigar manufacturer, succeeds McNulty, McKay & Co., Montreal.

Wm. Scott & Co., flour merchants, etc., Ottawa, have commenced business.

Clough & Worthen, general merchants, North Hatley, Que., have registered.

James Scott, confectioner, Swan Lake, Man., has sold out to Richard Davis.

Dupras, Theoret & Co., hay and grain merchants, have registered at Montreal.

F.C. Duncan, general merchant, Estevan, N.W.T., has sold out to J. G. Hastings.

A. H. Cross, grocer, etc., Admiral Rock, N.S., has removed to Shubenacadie, N.S.

C. E. McConnell, general merchant, Elphin, Ont., has sold out to John Buttrell.

L. Desrochers & Cie, fruit and candy merchants, Marieville, Que., have registered.

W. J. Strong, manufacturer of cigars, Kingston, Ont., has sold out to Hugh Bennett.

R. N. Robinson & Co., manufacturers of patent medicines, Coaticook, Que., have registered.

The Killarney Trading Co., Limited, Killarney, Man., has sold out to Marquis & McCullough.

D. H. Steever has registered sole proprietor of The Eastern Canada Tea Co., Sydney, N S.

Mrs. C. St. Louis has ceased doing business under the style of The Joseph Tasse Cigar Co., Montreal.

W. Eastman, druggist and general merchant, Smithville, Ont., is advertising the drug business for sale.

The style of The Ivy Leaf Liquor Co., Limited, Vancouver, has been changed to The F. E. Hose Co., Limited.

Shaw & Whitlam, agricultural implement agents and grain merchants, Morden, Man., have sold their elevator to C. McKay.

DEATHS.

Robert McLeod, grocer, Hopewell, N.S., is dead.

Theophile Aubert, trader, Levis (Pintendre), Que., is dead.

## WANT FRUIT MARKS ACT CHANGED.

The Fruiterers' Section of The Toronto Branch of the Retail Merchants' Association of Canada held its regular meeting on Monday evening, July 7, at the headquarters of the Association, at the corner of Bay and Richmond streets.

This sectton is of the opinion that several changes could be made in the Fruit Marks Act that would much improve its effectiveness. So they have decided to call a meeting of the fruiterers from all over the Province who will be in attendance at the coming convention of the Retail Merchants' Association in Toronto next September, and have them discuss the proposed amendments to this statute.

The remainder of the evening was taken up in arranging for the annual picnic and games of this organization, which will be held at Island Park, Toronto, on August 27. There will be a number of races and a baseball match, and suitable prizes will be awarded the winners. In the evening a supper will be provided for their guests.

## MOONLIGHT EXCURSION.

The Toronto branch of the Retail Merchants' Association of Canada will hold its annual moonlight excursion on the steamer Chippewa on the evening of August 13.



UPTON'S
Home Made Marmalade
New Style Jar, packed in 2 doz. cases,
Price $1.50 per doz.
Bitter Oranges and Granulated Sugar, that is all.
A. F. MacLaren Imperial Cheese Co., Limited,
51 Colborne Street, TORONTO, Agents.

# THE PROVISION TRADE.

**How to Find the Age of Eggs—The Markets—Miscellaneous Notes.**

### HOW TO FIND THE AGE OF EGGS.

WHEN poultrykeepers adhere to a rigid system of controlled nesting and daily collection and marking of eggs, there is little or no trouble about bad or stale eggs. But where dealers and shippers have to handle eggs from all quarters, a method of testing for freshness is indispensable. There are various ways, says Planting Opinion, of doing this, the holding of the egg to a light being perhaps the most favored. In Saxony a large poultry breeders' association has had under consideration what is claimed to be a new method of determining the age of eggs, and have been so satisfied with it that they have awarded the inventor a special medal.

The apparatus is based on the physiological property that the air bubble at the blunt end of the egg increases in size with the growth of the embryo. When the egg is placed in liquid it has consequently an increasing tendency to become vertical, with the blunt end uppermost. The apparatus itself consists of a glass vessel, bearing at the back lines drawn at various angles, each line being marked with the age. The vessel is filled with some harmless liquid, in which the eggs to be tested are laid. Each egg will take up a certain position, and, according to its age, its longer axis will be more or less inclined to the horizon. The direction of this axis is compared with the lines at the back of the vessel, and the age of the egg read off at the line to which its axis is parallel.

A new-laid egg lies horizontally at the bottom of the vessel. An egg three to five days old raises itself from the horizontal so that its axis makes an angle of about 20 degs. At eight days old this angle has increased to about 45 degs., at 14 days it is 60 degs., at about three weeks it is 75 degs., and after four weeks it stands upright on the pointed end. A bad egg floats. With practice it is stated that the age can be told to a day.

### POLITE AND FAMILIAR BUTCHERS.

Being pleasant behind the counter is one thing. Being familiar is another. It takes no time or effort to be pleasant while working right along. It takes a lot of time and waste of attention to be familiar. It takes three times as long to please and serve a lady who feels that she is on familiar terms with you than it does to serve one who is attended to in a nice way. She doesn't ask you to take down all of your meat to let her see it, nor to unload your ice-box to let her see what you have.

A butcher on Third Avenue, New York City, and his brother butcher almost next door, illustrate the above. The over-familiar butcher has a few talkative customers while the other has only time for a word to the crush who come to buy. Take a hint.—National Provisioner.

### BUTCHERS' PICNIC.

The Butchers' Section of The Toronto Branch of The Retail Merchants' Association of Canada will hold its third annual picnic and games at Exhibition Park, Toronto, on July 30. A programme of races and games has been arranged, and the services of a good band have been secured.

### STOCKS OF LARD.

The N. K. Fairbank Co., Chicago, write as follows: "Our cable advices give the following estimates of the stocks of lard in Europe and afloat, on July 1, to which we add estimates of former years and stocks in cities named:

| | 1902. July 1. | 1902. June 1. | 1901. July 1. | 1900. July 1. | 1899. July 1. | 1898. July 1. |
|---|---|---|---|---|---|---|
| Liverpool and Manchester | 14,700 | 11,500 | 20,000 | 21,000 | 52,000 | 54,000 |
| Other British ports | 1,500 | 2,000 | 6,500 | 6,500 | 7,500 | 13,000 |
| Hamburg | 10,000 | 11,000 | 13,500 | 12,000 | 8,000 | 28,000 |
| Bremen | 1,000 | 1,000 | 1,000 | 3,000 | 3,000 | 4,000 |
| Berlin | 1,500 | 2,000 | 1,000 | 3,000 | 2,000 | 4,000 |
| Baltic ports | 9,000 | 9,500 | 10,000 | 7,000 | 8,500 | 10,000 |
| Amsterdam, Rotterdam, Mannheim | 1,500 | 3,500 | 1,000 | 4,500 | 2,000 | 2,500 |
| Antwerp | 2,700 | 1,000 | 3,000 | 3,000 | 10,000 | 10,000 |
| French ports | 1,000 | 2,100 | 3,000 | 7,000 | 7,000 | 9,500 |
| Italian and Spanish ports | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 |
| Total in Europe | 44,300 | 44,600 | 60,000 | 68,000 | 101,000 | 136,000 |
| Afloat for Europe | 55,000 | 43,000 | 48,000 | 57,000 | 70,000 | 50,000 |
| Total in Europe and afloat | 99,300 | 87,600 | 108,000 | 125,000 | 171,000 | 186,000 |
| Chicago prime steam | 46,070 | 45,331 | 47,193 | 120,233 | 196,738 | 168,234 |
| Chicago other kinds | 14,764 | 9,446 | 8,498 | 17,792 | 13,620 | 13,532 |
| East St. Louis | 1,440 | 115 | 4,260 | 8,550 | 14,000 | 2,084 |
| Kansas City | 5,932 | 4,355 | 11,926 | 11,797 | 30,013 | 17,578 |
| Omaha | 4,735 | 2,993 | 5,670 | 5,268 | 5,752 | 4,408 |
| New York | 9,371 | 8,050 | 10,379 | 8,766 | 13,036 | 13,913 |
| Milwaukee | 1,347 | 790 | 1,765 | 8,583 | 11,762 | 3,197 |
| Cedar Rapids | 3,960 | 1,959 | 2,022 | 2,337 | 3,327 | 5,596 |
| South St. Joseph | 2,614 | 2,995 | 5,990 | 2,163 | 13,497 | 325 |
| Total tierces | 189,533 | 163,634 | 205,703 | 310,489 | 472,745 | 414,867 |

### FOREIGN MEATS VERY HIGH.

The English wholesale fresh meat market is interesting reading in view of the statements which have been recently made to the effect that the American dealers were charging unnecessarily high prices for carcass meats.

On July 11, according to the official Smithfield (London), wholesale market reports to The National Provisioner, American refrigerated beef was bringing 12¾c. by the carcass. The same beef on the same date was selling slowly in New York at 11½c. per lb. by the carcass.

On the same date (June 11), and in the same market, dressed mutton by the carcass sold at the following high prices:

| | |
|---|---|
| Scotch mutton | 18 c. per lb. |
| English mutton | 16½ " |
| German and Dutch mutton | 16 " |
| English lamb | 19 " |
| German lamb | 15 " |
| New Zealand frozen lamb | 9¾ " |

American lamb and mutton ruled remarkably low considering the above English prices. The fact that antipodean frozen stuff undefrosted sold at nearly 9½c. per lb. in the carcass as landed tells the story of the world's high prices and meat shortage. Americans are paying high for meats, but the people of other nations are paying more.—National Provisioner.

### ICE AT A NOMINAL COST.

According to Champaign Gazette a method of making ice which enables the filling of an ice house of any size desired with perfectly pure ice at a merely nominal cost has been invented and patents all filed.

It is so simple and the cost so small that it seems probable that the method will prove

Are you selling

REGISTERED

*Bow Park*

BRAND

# Cream Cheese?

Just the thing this hot weather. It sells fast.

Send us your order or ask your wholesaler.

**The Brantford Packing Co.**

LIMITED

**BRANTFORD, ONT.**

When you have any

# BUTTER OR EGGS

to offer, write or wire us. We are buyers.

**The J. A. McLean Produce Co., Limited**

75-77 Colborne Street

Telephone Main 2491. Toronto.

# COOKED MEATS

During the past year or two there has been a large and increasing demand for Cooked Meats. The housewife does not care to burn coal and heat up her kitchen when she can procure what she wants for tea, dinner or luncheon ready cooked at her grocer's or provision dealer's, not only so, but at a moment's notice, and at less cost than it can be bought and prepared at home. We have a special department for putting up Cooked Meats, and invite your trial orders for

**Cooked Hams,**
**Cooked Shoulders,**
**English Brawn,**
**Beef Bolognas,**
**Ham, Tongue and Chicken,**
**Frankfurters,**
**Potted Tongue.**

**Sent by Express.**

**F. W. FEARMAN CO.**

**(Limited)**

**HAMILTON, ONT.**

# Sugar Cured Hams and Breakfast Bacon.

We produce something superior in this line---mild and full flavored. Meets the requirements of the most exacting trade.

**TRY SAMPLE SHIPMENT.**

**The Park, Blackwell Co.,**

LIMITED.

TORONTO, ONT.

extremely popular. Numerous attempts have been made by the inventors to utilize natural cold and make ice in storage houses during winter by freezing water in the houses themselves. It is not a difficult matter to thus make ice in cold climates, but no successful scheme was devised for separating it into cakes or layers. It was in solid blocks of the size of the houses, and there was no certainty that it was frozen solid if of any magnitude.

The new method referred to above consists of freezing water by natural cold into successive layers which can be easily cut up and handled. Its success has been demonstrated in Chicago by the freezing of a houseful of ice during the past winter at a merely nominal cost. The ice thus formed is clear and pure as the water from which it is made, and the cost is much less than that of ice cut from ponds or streams and hauled to storage. The rights to utilize the invention for a large territory have been secured by local men who will establish plants all over the territory.

### THE PROVISION MARKETS.

TORONTO.

There has been an advance of 25c. per 100 lb. in the price of dressed hogs, and live hogs have gone up 37½c. The supply of the latter is small and the market is strong with an upward tendency. There has been a heavy demand for hind quarters of beef, with a falling off in the trade for carcasses and front quarters, resulting in a decline of 50c. to $1 in the last two named, and an advance of $1 in the first named. Our quotations are now as follows: Dressed hogs, $9 to $9.25; beef carcasses, $8 to $8.50 per 100 lb.; hind quarters, $9.50 to $11 per 100 lb.; front quarters, $5.50 to $6.50 per 100 lb.; veal, 7 to 8c. per lb., and lambs, 9½ to 10c. Select live hogs are worth $7.25, and fat and lights, $7 per 100 lb. Choice export cattle are worth $6 to $7 per 100 lb., and lights, $5 to $5.75.

There has been an improvement in the demand for smoked meats, due to the warm weather setting in, and the business being done in lard is large. The prices are unchanged. Quotations follow: Long clear bacon, 11 to 11½c.; smoked breakfast bacon, 14½ to 15c.; roll, 12 to 12½c.; medium hams, 13½ to 14c.; large hams, 12½ to 13c.; shoulder hams, 11c., and backs, 14½ to 15c.; Canadian heavy mess pork, $21.50; short cut, $23 to $23.50; lard, in tierces, 11 to 11¼c. per lb.; tubs, 11¼ to 11½c., and pails, 11½ to 11¾c.; plate beef, $15.

MONTREAL.

The tone of the provision market has not greatly changed since our last report. There is a steady demand for hams, bacon and





**C. P. FABIEN**

Manufacturer of Refrigerators and Ice Chests. Diplomas awarded at Montreal, Toronto and Ottawa Exhibitions. Over 50 patterns to choose from. Proprietor of Aubin's Patent Grocery Refrigerator, New Dominion, Imperial Dominion, special improved Dairy Palace for Hotels—all hardwood.

3169 Notre Dame St., MONTREAL.

**SLEE, SLEE & CO.**

Limited

**Tower Bridge Brewery,**

LONDON, ENG.

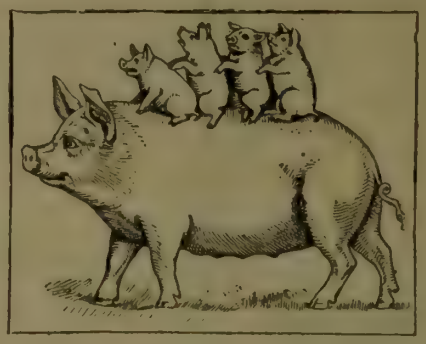
FOR **English Malt Vinegars.**

*Ontario Agents—*

**John W. Bickle & Greening,**

HAMILTON and TORONTO

From whom Samples and Prices can be obtained.



**LARD**

**that is**

**PURE**

**IS LARD THAT SELLS.**

**And the progressive grocer will handle nothing else.**

Order from us and **quality** and **purity** is guaranteed and your customers will appreciate your efforts to secure for them the best article on the market.

**The Farmers' Co-Operative Packing Co.**

**of Brantford, Limited.**

From 3-lb. Tins up. Write for Price Lists.

All first-class Grocers and Provision dealers should handle the

**"L. & S." and "Imperial"**

**Brands of Smoked Hams, English Breakfast Bacon, Backs, Lard, Etc.**

The best and most favorably known brands on the market. They are delicious and appetizing. Once used, always used.

**Fowler's Canadian Company, Limited,**

**Pork Packers and Exporters, HAMILTON, CANADA.**

| Fowler's Packing Houses: | New York Office: | Fowler's English Houses: |
|---|---|---|
| Chicago, Ill., Omaha, Neb. | Produce Exchange | Fowler Bros., Limited, Liverpool, Eng. |
| Kansas City, Kan., Hamilton Can. | Building, N.Y. | Fowler Bros., Limited, London, Eng. |

— ALSO —

**The L. & S. Rosemary Company, Limited,**

Manufacturers of Jams Jellies, Cocoanut, Extracts, Baking Powder, Vinegars, Pickles, etc.

32 McNAB STREET SOUTH, HAMILTON, CAN.

lard. Armour's barrel pork has declined, and 50's to 60's is quoted at 50c. less, now selling in small lots at $25.50. In the 40 to 50 piece bbls. no quotable change has occurred.

The market for dressed hogs has been fairly steady. Butchers are still taking a fair jobbing lot, and as offerings are not large, prices have been easily maintained. Country killed stock is worth $9 to $9.50, and for fresh killed abbatoir stock $9.25 to $9.75 is being paid.

Both pure and compound lard have been in good demand. Fairbank's "Boar's Head" brand of lard compound has been reduced ¼c., the tierce basis now being 9¾c. We quote as follows: Heavy Canadian short cut mess pork, $23.75 to $24.00; Chicago clear pork, $26.50 for heavy and $25.50 for medium; selected heavy short cut mess pork, boneless, $22.00 to $22.50; hams, 13 to 14½c.; bacon, 15c.; lard, pure Canadian, $2.32½ to $2.35 per pail. Fairbank's "Boar's Head" lard compound, 9¾c. tierce basis, with extras as follows: 60-lb. tubs, ¼c. over tierce: 20-lb. tin pails, ¼c.; 20-lb. wood pails, ½c.; 10-lb. tins, ⅝c.; 5-lb. tins, ¾c.; 3-lb. tins, ⅞c. Snow White and Globe compound, $1.95 per pail; Cottolene, 11¼c. for 20-lb. pails, and 11c. for 60-lb. tubs, for Quebec and Ontario.

ST. JOHN, N. B.

Sales of barrelled pork and beef are light at the very high prices which still hold. Still there is some movement. Smoked meats are high and the sale is a retail one. Lard is firm. There is a fair movement, even at the full figures, in both pure and compound. In fresh beef the high prices still hold for best heavy stock, but light country beef is more freely offered and prices are rather easier. In veal, some very fine is now offered. Prices are firm. Lamb is now freely offered and is very good; while full prices are asked, they are not so out of the way as in Western beef. Mutton is not in much demand. Pork has but limited inquiry, but is not largely offered. The price is high.

HALIFAX.

All kinds of beef and pork are still very firm and ruling high. Fresh beef is coming in a little better than a month ago, but only barely enough to meet the daily local demand. Purchases are being made in small lots, no carload lots apparently being available. American plate beef is quoted at $21, duty paid; Canadian, $15. American clear pork, duty paid, $25; mess pork, $22.50; P.E. Island mess pork, $22.50; thin mess, $21.50. Hams are quoted at 15c. and rolled bacon at 13c. Lamb is coming in better, but price is still high, retailing at 15c. Turkeys are scarce and best stock is quoted at 15c.

WINNIPEG.

DRESSED AND CURED MEATS — The supply of grass-fed cattle has increased materially this week, and as a consequence prices are considerably lower. The top of the market is now 8½c., as against 9¾c. last week. Other grades run as low as 7¾c.

Veal is in good supply at 8 to 9c.; mutton, mainly Western, at 9c.; spring lambs are still $3.50 to $4.50.

Cured meats continue in good demand, but without change of prices. Hams, 14¼c.; shoulders, 10¾c.; breakfast bacon, bellies, 15¼c.; backs 14c.; spiced rolls, 11½c.; long clear, 12c.; dry salt backs, 12½c.

PROVISION NOTES.

The assets of A. Daoust & Co., Montreal, have been sold.

P. A. Mallette & Co., butchers, Montreal, have registered.

Adams & Lee, butchers, Tilbury, Ont., have sold out to W. Cowley.

The Masterman Packing and Provision Co., Montreal, have registered.

Jos. Roy & Cie, provision merchants, Quebec, have registered a dissolution of partnership, and F. H. Roy is liquidating the business.

BUY

Star Brand

COTTON CLOTHES LINES

— AND —

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers

See that you get them.

Another Opportunity.

**TEAS**—Our special sale of Teas has been appreciated and we have decided to continue it until the 15th of this month, and are offering all grades, comprising Japans, Ceylon Blacks and Ceylon Greens at about first cost. This is an opportunity you cannot afford to miss. Samples and prices upon application.

**VINEGARS**—We can save you money when you are open to buy Vinegars. We guarantee the quality. Let us have an inquiry from you.

We are,

The R. & J. H. Simpson Co.,

WHOLESALE GROCERS AND TEA IMPORTERS, GUELPH, ONT.

If you want to please your customers give them

JAMES' "DOME" LEAD

It's an old timer, but right.

## QUESTION OF SUNDAY SELLING IN MONTREAL.

AN interesting judgment in regard to Sunday selling in Montreal was given by Recorder Poirier on Monday, July 7, and if it be endorsed by all authorities it will appear that the Sunday selling by-law has, in several ways, overshot the mark. Twenty-one cases were considered together; some merchants were accused of selling one article and some another.

His Honor said, in effect, that the by-law either allowed the defendants to sell what they had or prohibited them from selling such articles, but, in the latter case, it was unconstitutional. He contended that if all the provisions of the by-law were to be applied it would be oppressive and arbitrary, and that its definitions were not clear enough to enable one to make distinctions between those who handled certain goods, and no others, during the week, and those who sold other lines—groceries, for instance—on week days, but confined their Sunday trade to those lines which the by-law allowed. The Recorder continued:

"The by-law does not state if these persons who are selling all goods permitted or allowed under the by-law are carrying on such trade on Sunday only or on all days of the week. Would it be fair to deprive the defendants of the privilege granted by the amendment of June 2 because they would also sell other goods than those actually prescribed? The court has to recall the circumstances known to the public when the amendment was passed.

"It is known that in our mixed population the same ideas are not entertained by all. Some want all amusement, work, etc., stopped on Sunday; others want to tolerate a certain trade on Sunday in the interest of the classs who go in for recreation and buy refreshments on that day only.

"The amendment passed by council was adopted with a view of allowing certain stores to open on Sunday and to carry on what is known as a small retail trade. If the by-law allows the sale of fruit, cigars, etc., on Sunday only by those who do not sell any other things on other days of the week, is it arbitrary, oppressive and impracticable? The council has not mentioned tobacco, matches, cigar holders, newspapers, pipes, postage stamps or ice cream among the permitted goods. Are we to infer that all those things are prohibited? Are we to say that 11 of the defendants shall be fined for selling tobacco, while others are permitted to sell candies and cigars? If they can sell cigars, why not cigarettes, cigar holders, candies, etc.? If merchants are allowed to sell tobacco, cigars, why debar them from selling tobacco in plugs or package, or chewing tobacco or snuff?

"Shall we say that people have to be condemned to chew cigars or that people smoking pipes have a less right than those indulging in cigars?

"And if the second article of by-law 281 means anything, why does it say that purchasers shall be allowed to remain in stores or adjoining rooms during the time required to make and consume the purchase? If a man is allowed to buy a cigar how can he be prevented from consuming that cigar in one of these rooms?

"Applying to this matter all the principles which govern the making of by-laws I think that if its validity were tested before the Superior Court it would be quashed as being oppressive, arbitrary and illegal.

"By-law 222 concerned the early closing of shops, and it made an exception in favor of pipes, cigars, newspapers, etc., although in its provision the establishments that could be kept open on Sundays were not much more clearly defined than under by-law 281 now under discussion.

"The defence claim to have done nothing but what was required by law and only what was permitted. I must adopt this view of the case because the contention of the city would lead us to absurdities, unjust dircrimination, oppression, injustice and a result altogether opposed to what the framers of the by-law had in view at the time it was prepared.

"It has been urged that the spirit of the by-law rather than the letter should be considered. I quite agree with that.

"I do not see what line is to be drawn between storekeepers who need to keep open on Sunday in order to meet their business demands and those whose business does not demand Sunday trading. I do not think that it is fair that one citizen should be branded as inferior to his fellows because his business requires him to do Sunday trading.

"I do not wish to conflict with the religious authorities of the city, and I desire that the police shall do all in their power to have Sunday observed in a condition satisfactory to all classes and nationalities and compatible with requirements for the comforts governing modern existence.

"I do not see any other decision can be given than the dismissal of the 21 actions of June 3 last."

### DID NOT DELIVER GOODS.

Damages to the extent of $326.40 were allowed to James Rutherford, tea merchant, of Montreal, in the action he took against J. J. Macy, New York, for the latter's failure to deliver a consignment of Japan tea. Mr. Macy was unable to deliver the promised tea, but offered another grade with $250 damages, which was not accepted, and the courts decided as above.

### A MERCHANT KNIGHTED.

Sir Robert Boak, as President of the Legislative Council, has done much service for the Province of Nova Scotia, and deserves his knighthood.

Sir Robert was born in Leith, Scotland, on September 19, 1822. His father, Robert Boak, of Shields, in the county of Durham, Eng., on his retirement from the army, became an officer in Her Majesty's Customs in Halifax in 1837, and retained that position until he was superannuated.

The present knight came to Halifax with his father in 1831, and in 1847 became a member of the firm of John Esson & Co., wholesale grocers. In 1854, he retired from that firm and formed the firm of Esson, Boak & Co., and engaged in the West-Indian trade. In 1864 this latter firm was dissolved, and he then continued business in his own name, and under the firm style of Robert Boak & Son, until 1875, when he retired from business. Sir Robert became a member of the Legislative Council in 1872, his commission as M.L.C. being dated February 20; on March 20, 1878, he was appointed president of that body. He was a member of the Government and treasurer of the Province from December 1877 to October 1878.

It will be seen that Sir Robert Boak has been for 30 years a Legislative Councillor, 24 of which he has presided over the second chamber. His services well entitle him to be marked out for the honor of knighthood now conferred.

### COLOMBO TEA AUCTION.

Dodwell & Co., Limited Colombo, under date of June 4, write as follows regarding the previous tea auction of 19,175 packages, 1,526,784 lb. brought forward 15,187 packages, 1,384,289 lb. were sold. The sale passed off with a brisker tone than last week. Common leaf teas were in better demand at steady rates, but biddings for medium kinds were irregular, and in many cases easier. Good tippy broken Pekoes attracted attention, and the finest sorts sold well, while common to medium kinds show no improvement. Dusts and fannings remain in strong demand at previous rates. Quality is poor. The average price for the sale held on June 21, was 33c., against 34c. for the previous week. The total exports to the United Kingdom for May were 9,750,000 lb., and the estimate for June is 12,500,000 to 13,000,000.

# The Consumer Looks To The Dealer



NOV -4 1902
RETURNED



to furnish him or her with the very best articie that can be purchased for the money they expend. If the dealer fails in this a good customer may be sacrificed. Every dealer should know that in

**Boeckh's Brooms and Kitchenware,**
**Bryan's High-Class Brushes,**
**Cane's Unrivalled Woodenware**

they not only furnish to their customers the very best goods that can be made in their respective lines, but they afford at the same time the largest margin of profit. Satisfaction to dealer and consumer guaranteed.

If our representative does not visit your town, write us, and we will, if possible, arrange for him to call upon you, or we will send you quotations and full particulars of these goods by mail.

## UNITED FACTORIES,
Limited,

**Head Office : Toronto.**

OPERATING:
Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

We have opened a new London warehouse so that we can ship all goods for Western Ontario direct from that branch.

**65 Dundas Street, London.**






Fac-Simile of "Jumbo" Tin.

"**Christie's**" Biscuits have stood the test of over half a century, and are acknowledged to be the standard of purity and excellence.

Have you tried their new

Cheese Wafers?

# Christie, Brown & Co.,
Limited

Toronto and Montreal.

## THE GROCERY CLERKS' PICNIC.

THE annual excursion and picnic of the Grocery Clerks' Association of Montreal was held on Sunday, July 6, and was one of the most successful, from all standpoints, of any yet held. Over 500 persons left the Windsor station in the morning for the historic old village of Carillon, and from the beginning to the end of the journey the trip was one of unalloyed pleasure. About 10 o'clock the train arrived at Point Fortune, where the excursionists went on board the steamer John for Carillon. A good part of the population of the town turned out to welcome the visitors. Houses were decorated throughout the place, and everybody stood ready to make the excursionists enjoy themselves to the utmost.

A banquet was served in the Hotel Gauthier, at which Mayor D. Murphy, of Carillon, attended and made a speech of welcome. Mr. Z. Martineau, president of the association, responded. Owing to the limited time, the toasts were limited to one, that of "The King," which was proposed by Mr. J. O. Levesque.

The party then repaired to the spot chosen by the organization committee for the games. This was some distance from the village, on the banks of the Ottawa River. The sports were keenly enjoyed, and were participated in by many of those present.

Following is the list :

Race of chairmen of committees—1, F. Dubord; 2, E. Turgeon; 3, Robichaud; 4, G. L. Desaulniers.

Race for members of committees—1, E. Turgeon; 2, F. Dubord; 3, J. E. Robichaud.

Grocers' race—1, Joseph Raby; 2, A. J. Martin; 3, C. Demers.

Race of members of Association—1, N. Lalonde; 2, F. Dubord; 3, E. Turgeon.

Ladies' race—1, Mme. Berta Lambert; 2, Mme. Villeneuve; 3, Mme. Gauvreau.

Carters' race—1, M. Jardon; 2, A. Lalonde; 3, P. Cote.

Boys' race—1, Arm. Lupien; 2, J. Crevier; 3, P. Levesque.

Sack race—1, J. Cote; 2, F. Dubord; 3, A. Gauvreau.

Pipe race—1, H. Chartier; 2, F. Dubord; 3, E. Cote.

Three-legged race—1, J. E. Forest and M. C. Gadbois; 2, F. Duboid and A. Charest; 3, J. Raby and C. Demers.

Needle contest—1, J. Raby; 2, A. Charest; 3, J. E. Charest.

Time contest—1, M. C. Gadbois.

Throwing weights—1, P. Ladurantaie; 2, J. E. Robichaud; 3, M. Jordan.

Fat men's race—1, C. Levesque; 2, G. L. Desaulneirs; 3, O. Bergeron.

Consolation race—1, J. W. Walker.

Race for cheese—1, O. Legeure.

Girls' contest (catching suspended bottle with eyes bandaged)—1, Mlle. Sarah Lamere; 2, Mlle. Villeneuve.

Eating pie, with hands behind back—1, A. Charest, 2, M. Lalonde; 3, M. C. Gadbois.

Eating soda biscuit—1, A. Charest.

Run and 3 jumps—1, M. Gordon; 2, A, Gauvreau; 3, S. Gadbois.

Single jump—A. Gauvreau.

The judges were : Messrs. E. Belanger, Louis Gauvreau, J. B. Poirier, Jos. Thouin, A. E. Cardinal and J. O. Levesque. These gentlemen performed their duties most creditably. Indeed, all the officials connected with the organization of the day's programme are to be complimented.—J. C. MARCHAND.

## OTTAWA TRADE GOSSIP.

BUSINESS at Ottawa has been good. The past week's warm weather has made things better, particularly with the fruit business. Sugar is selling fast, the demand, owing to preserving time being on, is great.

Strawberries look as if they were about done, as the arrivals from the west are becoming less. Locals have been coming in well, but growers say they will not last long.

Raspberries made their first appearance this season last Saturday, and sold high, but as receipts have increased since prices are lowering.

It has been remarkable how steady the price of strawberries has kept this year. Ever since American berries started to come there has only been one day that the market broke. It looks very much as if G. W. Hurst made good arrangements to bring in the right quantity each day.

Two carloads of what had been No. 1 bananas arrived Monday night in horrible shape. They were two days longer on the road than they should, and were completely cooked. They were sold, however, on Tuesday afternoon, and brought from 15c. to $1 per bunch. A car of Californian fruit was sold Tuesday also, and prices were very good. Peaches brought $1 to $1.35; plums, $1.65 to $2.55; apricots, 90c. to $1.10; apples, $1.55 to $1.75; cherries, $1.50 to $1.75. Wednesday a car of Californian vegetables was sold, and prices were very unsatisfactory. Green beans sold at 65 to 80c. per basket; cucumbers, $1.55 to $1.65; tomatoes, $1.25 per 4-carrier crate, and new potatoes, $3.05 to $3.15 per bbl. It would have been a different story had they arrived a week sooner, but potatoes, beans and cucumbers can be bought on the market here at much lower prices than last week.

At the Cheese Board last Friday afternoon, 1,836 boxes were registered for sale, of which 1,510 were white and 326 colored. The offerings sold for 9¼ and 9⅜c.

On the market, potatoes took a drop to day from the enormous prices paid the last few days. They could be bought easily at $1 per bag, and new ones at $1 per bush.

Oats are scarce, 52c. being the price paid.

Mr. Hodge, of Chase & Sanborn, is in the city, also Mr. McGregor, of J. O. Wilson & Co., and Mr. Maclette, of Park, Blackwell & Co.

Next Monday evening the regular meeting of the Ottawa Retail Grocers' Association will be held in the rooms at the Ottawa Fruit Exchange, Nicholas street. All reports in connection with the excursion will be received. The early closing on Saturday night and other important questions will be discussed. A full attendance is looked for.

The Ogilvie Milling Co. have removed from Queen street to Sussex street. They find it necessary to carry stock for the convenience of wholesale dealers. Heretofore they only had an office, but now their office and warehouse is together. Mr. A. E. Forde, their new manager here, is an old Ottawa boy, having left here some years ago for the West and was in the employ of the same company there, and was recently promoted to take charge of this office. He reports business exceedingly good.

## MADE CHEESE ON SUNDAY.

On June 27, Charles McDride, of the Forest Mills factory, laid a complaint against James Ansley for making cheese on Sunday. The magistrate at Napanee found Ansley guilty and fined him the minimum penalty, $1 and costs, ruling that the making of cheese on Sunday was not a work of necessity.

## P. McINTOSH & SON'S MILL BURNED.

Just as we are going to press we learn of the destruction by fire of the mill of P. McMcIntosh & Son, flour and feed merchants, etc., Front and George streets, Toronto. The fire broke out on Thursday morning, July 10. The loss to the property of Messrs. McIntosh is about $40,000 to $50,000.

The most serious part of the conflagration is the loss of five firemen of the Toronto Fire Brigade, who were killed by the falling of the walls on the east side of the burning building.

Messrs. McIntosh this spring purchased the business of The Ireland National Food Co., Limited, and were shortly about to transfer their entire business to their new premises.

# THERE'LL BE A RUSH

**Shortly for Camping, Picnic and General Holiday Supplies —— ARE YOU PREPARED FOR IT?**

**Our** Stock was never more replete than at present, with every variety of Canned, Preserved, Concentrated and Potted niceties and delicacies of the best sorts, including many lines handled exclusively by us, at right prices.

**SEE OUR TRAVELLERS OR WRITE US -- WE WANT YOUR ORDER.**

THE **EBY, BLAIN CO.,** LIMITED

WHOLESALE IMPORTING AND MANUFACTURING GROCERS

**TORONTO.**


## JUDGMENT IN YEAST CASE.

IN the Trial Court, Toronto, on July 9, Judge Street gave judgment in the case of Gillett vs. Lumsden, for infringement of registered trade mark, "Gillett's Cream Dry Hop Yeast." The facts as found by the trial judge are as follows: Plaintiffs sold large quantities of goods with the said label thereon from 1877 down to the year 1885, when they began selling the same goods marked "Royal Yeast," and gradually gave up the sale of those marked "Cream Yeast," although they still kept the original labels in stock and affixed them to the packages upon the rare occasions when "Cream Yeast" was asked for. In January, 1901, defendants began to sell yeast cakes under the name "Jersey Cream Yeast," put up in packages marked with defendants' own name as manufacturers. The defendants swore that when they adopted the name, "Jersey Cream Yeast," they did not know that any other article called "Cream Yeast" was on the market. In May, 1901, plaintiffs wrote to defendants, warning them against continuing the sale of their "Jersey Cream Yeast" under that name, and threatened proceedings. The defendants replied, refusing to withdraw the article from sale. Since 1892, defendants have owned a trade mark for baking powder, being the words, "Jersey Cream Baking Powder," but defendants had never applied the words "Jersey Cream" to yeast cakes. It was held, that the words "Cream Yeast" are not the proper subject of a trade mark, being common words of description; also held, that plaintiffs are entitled to succeed upon the ground that their yeast had long ago acquired a reputation in the market under the name "Cream Yeast," and that such name is their property, as against other persons seeking to use it for selling other goods of the same character; and that the evidence that plaintiffs had not for some years before 1901 sold many boxes of the article does not show an abandonment of the right to use the name in connection with the goods, for plaintiffs have always been prepared to furnish the label upon the few occasions between the end of 1894 and the beginning of 1901 when it was asked for.

Judgment granted, declaring that defendants, by using the word "Cream" as applied to their yeast, have infringed plaintiffs' rights, and granting a perpetual injunction restraining defendants from doing so. Defendants to pay the costs of the action.

## HINTS TO BUYERS.

Contributors are requested to send news only not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

H. P. ECKARDT & CO. are offering a line of pickles in patent top bottles, to retail at 10c.

W. H. Gillard & Co. have, this year, again the agency for "New York" ginger ale.

Canned apples are scarce, but H. P. Eckardt & Co. are still offering some.

A. F. MacLaren Imperial Cheese Co. have a few boxes of fine old colored cheese to offer.

A new lot of Dixon's carburet of iron stove polish is in store with W. H. Gillard & Co.

Buyers of raisins will do well by communicating with H. P. Eckardt & Co.

E. D. Marceau is offering this week 100 half-chests Japan teas, which are extra value at 19c.

The Eby, Blain Co., Limited, report an active demand for "Horseshoe" salmon in the flat ½-lb. tins, they having sole control of the sale of this size.

W. H. Gillard & Co. report they are showing exceptional results in the sale of their "Aroma" coffee in ½ and 1 lb. tins.

The Eby, Blain Co., Limited, have just introduced a new line of "Gold Medal" corn syrup in 2, 5, 10 and 20 lb. tins, which bids fair to become a very popular seller.

## INDUSTRIAL GOSSIP.

Those having any items of news suitable for this column will confer a favor by forwarding them to this office addressed to the Editor.

**TO MANUFACTURE CEREALS.** With a total capital stock of $2,000,000 The Northern Cereal Company, Limited, has been granted incorporation. The objects of incorporation are to manufacture, purchase, deal in and hold cereals and cereal products and by-products, to carry on the general business of manufacturers and dealers in cereals and the products and by-products thereof; to acquire hydraulic, electric or other power; to utilize it and dispose of their surplus power; to sell or dispose of property; and with the funds of the company to buy or purchase shares in any other company or corporation. The incorporators are the following: Robert Stuart, Chicago, Ill., manufacturer; Walter Donald Douglas, Cedar Rapids, Iowa, manufacturer; James Steller Lovell, accountant: Wm. Bain, bookkeeper, and Ernest William McNeill, clerk, all of Toronto.

## SOMETHING NEW IN CHEESE.

The MacLaren Imperial Cheese Co., of Toronto, is taking control of a new method of placing our Canadian cheese before the consumer. The cheese is put up in blocks weighing about 12 lb. each, and each block is marked off into ½-lb. squares. It is wrapped in white cotton, and a wax covering is also put over it. No rind or skin can form on the cheese, and in this way there is no waste in cutting, either for the retail grocer or the consumer. The cheese is manufactured in one of our best Canadian factories, and it is of the finest quality. Grocers should make themselves familiar with this as soon as possible. See the company's advertisement in this issue.

# *In Business To Make Money ?*

The grocer who sells pure, white, dry, crystaline Windsor Salt is absolutely sure of satisfying the man or woman who buys it. **Satisfaction is a pearl of great price,** but you can't measure it in dollars and cents, because you can't sell it. Since "Windsor Salt" and "satisfaction" mean exactly the same thing, you sell a pearl of great price when you sell Windsor Salt.

If you are in business to make money there is no safer way to do it than to sell the best of its kind in staple goods—Salt is one of the staples. **Windsor Salt is best by test!**

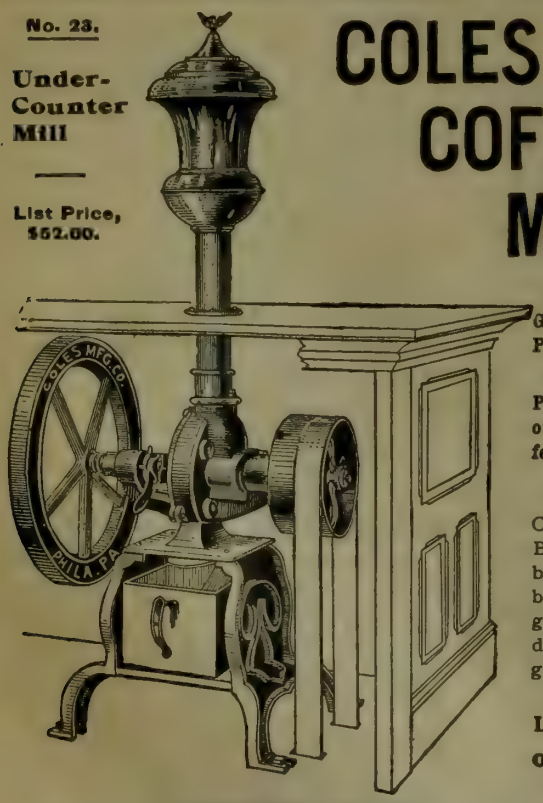
## *Windsor Salt Will Help!*

The Canadian Salt Co., Limited, Windsor, Ont.

**No. 23.**

**Under-Counter Mill**

**List Price, $52.00.**




# COLES COFFEE MILLS

**None better for Granulating or Pulverizing.**

**Our mills will Pulverize without heating Coffee.**

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

**A GREAT LABOR-SAVER.**

**Our Grinders wear longest.**

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**COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.**

**A Good Reputation**
**A Good Past**
**A Good Present**
**A Good Future**
**The Canadian Grocer**
**Montreal and Toronto**
**And all over Canada**
**Once a week**
**Carries Lots of Advertising**
**Because**
**It pays Advertisers**

**The Canadian Grocer**
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**The MacLean Publishing Co.**
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WHEN WRITING ADVERTISERS
PLEASE MENTION THAT YOU SAW
THEIR ADVERTISEMENT IN THIS PAPER

## UNSATISFACTORY CHEESE.

THE following cable was received by the Montreal Board of Trade from the Bristol, Eng., Provision Trade Association: "Monteagle cheese arriving unripe. Most prejudicial. Can you induce factories and shippers to hold on shelves longer?"

Complaints in regard to Canadian cheese being sent to England before being sufficiently cured have been heard before on different occasions, but there seems to have been no decided stand taken to prevent the recurrence of this state of affairs. The Monteagle sailed from Montreal on June 6 with some 15,000 cheese on board. The price paid for cheese just previous to that was around 11c., and factorymen were anxious to get rid of their make at these figures, with the result that a good deal of cheese was sent out in a green condition.

The trouble, besides the fact that in many cases factorymen were too eager to obtain the highest price for their goods, regardless of future consequences, seems to be that most factories lack proper storage facilities. The cheese should be allowed to cure in a temperature not greater than 60 deg. Fahrenheit, if the best quality is to be procured, while not less than two weeks in the curing-room is necessary to allow the cheese to ripen sufficiently to be shipped. According to Mr. A. W. Grant, a Montreal exporter, there are scarcely a half-dozen factories throughout Canada with proper storage facilities for curing the cheese, and makers were consequently afraid to hold their goods for any length of time for fear of it spoiling on their hands.

Mr. P. W. McLagan, president of the Montreal Produce Merchants' Association, had no doubt but that a large proportion of the Monteagle's cheese cargo was altogether too green. The demand for cheese for export account at the time was very good, and makers, as well as some shippers, were in too great haste to place the goods on the market.

The export cheese trade of Canada exceeds $20,000,000 in value, and it is most regrettable that greater care is not taken to preserve it. Our export butter trade once sank into insignificance because of the inferior character of the goods which were shipped to Great Britain, and unless some drastic steps are taken to prevent the shipment of inferior cheese there is danger that we may have a like experience in this, one of our most important articles of export.

## HOLIDAYING IN THE MARITIME PROVINCES.

IT is gratifying for THE CANADIAN GROCER to note that business men in Ontario are taking more interest in the Maritime Provinces as a summer resort.

There is undoubtedly no part of this continent which affords greater attraction for tired business men who are seeking a holiday. The scenery is grand and the climate delightful and bracing, and there is a variety of sport for those who are fond of the rod or gun.

The tourist associations, such as those at St. John and Halifax, as well as the Intercolonial Railway, are doing a good work in acquainting the west with the attractions which the Maritime Provinces afford as a summer resort. There is still, however, a great deal to be done in this respect, for we find in conversing with business men in the west, who are thinking of taking trips to the Maritime Provinces during the summer months, that they have very little definite information as to routes, hotels, etc.

## AN UNJUST INSINUATION.

IN his address of welcome to the convention of the ironmoulders in Toronto on Monday, Mayor Howland insinuated that President Ames, of the Toronto Board of Trade, and his fellow associates who were instrumental in securing a settlement of the street railway strike, were merely a committee representing the Street Railway Co. This was a most unfortunate statement for His Worship to have made, as it is well known that but for the business-like way and untiring zeal of the representatives of the Board of Trade the strike would not have been settled when it was. And this would not have been the worst feature of the situation, for after the rioting which had taken place on the Sunday previous to the settlement of the strike, it is no telling what might have happened, as there were undoubtedly a large number of hoodlums, sympathizing with the strikers, who were ready to do almost anything to prevent the cars being run by any other than union employes. Besides this, there was the great inconvenience which the public would have suffered from long stoppage of the street car service.

His Worship has heretofore not resorted to the methods of the ward politician in public affairs. If there has ever been a gentleman occupying the position of chief magistrate in Toronto it is Mayor Howland, but one cannot think otherwise than that in the present instance he has dropped what has hitherto been his practice, and followed a course more akin to that of the professional or ward politician.

It may not have been that he was talking for votes, but it looks extremely like it indeed, and we very much regret that he has tried to belittle the successful efforts of a body of business men whose sole object was the public good.

## WANT GRAIN AND LUMBER ON THE FREE LIST.

RECIPROCITY with Canadais a question that is likely to receive some attention at the next session of the United States Congress. At any rate, the Minnesota delegation in the House of Representatives seem bent on seeing that it does receive attention. It was intimated a few days prior to the adjournment of the House that a Bill would be introduced in favor of reciprocity and putting Canadian lumber, wood pulp and grain on the free list. It was, however, finally deemed advisable to leave the question in abeyance until next session, as it was felt that no good would be done to the cause by any such formal action at present. In the meanwhile, it is proposed to prepare plans and inaugurate a vigorous campaign next season in favor of reciprocity with Canada. In order to overcome the difficulties and delay entailed in an ordinary reciprocity treaty, the proposal appears to be to call upon the Joint High Commission to look into the question and recommend some satisfactory arrangement.

Hitherto the centre of the movement for reciprocity with Canada has been in the New England States with the business interests in New York a strong supporter of the idea. It is, therefore, significant to see the movement obtaining such headway in the Northwest. The motive, however, is not the same in the west as it is in the east. The advocates of reciprocity in the west want Canadian lumber, wood pulp and grain, the last named for grinding into flour in the mills at Minneapolis. They are not much concerned about the question of protection to the manufacturing industries of the country. The manufacturers in the east, however, are very much interested in this particular. They want protection and want it just as high as ever, but they want the Canadian market as well. They are extremely generous in regard to the shadow, but the substance they grapple to their breast with zealous hands.

Even in the west, where the reciprocity idea is said by the Washington correspondent of The Journal of Commerce, New York, to be growing, the farmers are likely to set their faces against the proposal to admit Canadian lumber and grain at lower rates of duty.

Canada's export of wheat to the United States last year was only 53,186 bushels. Of grain of all kinds, except beans, the quantity was only 463,233 bushels, while the total to all countries was 25,282,512 bushels, of which 9,738,758 bushels were wheat.

Taking lumber and manufactures thereof the value of the exports to the United States in 1901 was $13,176,717, which was about $3,000,000 less than five years before. The total value of our exports to all countries last year was about $33,000,000, and our best customer is Great Britain, which in 1901 took $17,301,960 worth, an increase during the five years of almost the same amount as the decrease during that period on United States account.

At present the United States Customs duties on grain, pulp and lumber are as follows: Barley, 30c. per bushel; buckwheat, 15c. per bushel; oats, 15c. per bushel; rye, 10c. per bushel; wheat, 25c. per bushel; mechanically ground wood pulp, one-twelfth of one cent per lb.; chemical wood pulp, unbleached, one-sixth of one cent per lb.; ditto, bleached, one-fourth of one cent per lb.; sawed boards, planks, deals, etc., $1 to $2 per 1,000 feet.

With a material reduction in the United States duty on those articles our exports to that country would undoubtedly increase. But we see nothing to anticipate in the near future any such reduction. No matter how earnest the Minnesota delegation in the House of Representatives may be, there are contending forces in the United States which are stronger than they.

Economically closer trade relations between Canada and the United States are desirable. But, unfortunately, political exigencies transcend economical requirements.

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## GROCERIES AT SUMMER RESORTS.

THE summer resort trade in groceries is gradually becoming more important. Canadians, as their wealth increases, are yearly going to summer resorts in increasing numbers. It can scarcely be said, however, that the number of merchants who make a specialty of catering to this kind of trade has increased in proportion. The most progressive merchants catering to this trade so far appear to be departmental stores, which seems to us a pity.

As a rule, the prices obtained for the goods supplied at these summer resorts insure a much better profit than can be obtained in the towns and cities, where the competition is naturally keener. It is, therefore, worth seeking.

Some of the houses which cater to this kind of trade get out a neat little illustrated booklet giving prices, etc., in regard to the goods they handle. This appears to be a successful way in getting at the summer resort trade, but this is only one of the many methods which might be employed.

This summer resort trade is woith the attention of the merchants in every locality where such trade is to be secured.

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## A WEAKER BUTTER MARKET.

AFTER continuing steady for over a month the Toronto butter market is commencing to weaken, and, although no quotable change has been made in prices, the tone of the market is considerably easier. This is a reflection of the conditions of the English market for butter, which recently showed a decline, and now English buyers are unwilling to offer holders on this side of the water prices large enough to give shippers here a safe margin in laying down the Canadian butter on English soil.

The cause of this depreciation in the price of butter in the Old Country it is difficult to get at exactly, but holders there seem to have on hand fairly large stocks of this product.

The exports from Canada have been steady all spring, and Canadian creamery, which this year has been of excellent flavor and possesses good keeping qualities, has made for itself on the British market a reputation that commands a large trade. It is stated on good authority that Canadian is now the best butter on exhibition there, and that Danish, once so formidable, is not pressing it hard at present.

An improvement in the weather in England and consequent improvement in the pastures there has resulted in a larger make of butter than was expected earlier in

the season, and this has had something to do with the recent decline.

According to the latest reports Canadian creamery is selling freely on the London market at 98 to 100s. per cwt. for the finest.

Around Toronto and westward the recent rains, combined with the warmer weather, have had the effect of much improving the pasture and a large make of butter is the result. The deliveries on the Toronto market are large and buyers are placing quantities in storage for future sales. Some inquiries are being received from Old Country buyers, but the complaint is that the prices offered, as mentioned above, are not sufficiently high to enable a good export business to be done with profit to the exporter.

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When the members of trades unions strike business frequently gets a black eye.

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## ONTARIO FRUIT IN THE WEST.

A COMPLAINT has just been made to the Agricultural Department at Ottawa by one of its fruit inspectors in Manitoba and the Northwest Territories regarding dishonest packing of Ontario apples. This only corroborates what the Manitoba correspondent of THE CANADIAN GROCER has from time to time said in regard to this matter, and, in spite of the precautions which the Government is taking, the practice does not yet appear to have been discontinued.

It is to be hoped, however, that during the ensuing season, now that the Fruit Marks Act is in operation, and has been made more effective by recent amendments, that such steps will be taken as will prevent the continuance of those dishonest practices. Although they are our own countrymen, some of the fruit dealers in Winnipeg and other centres in the West are so dissatisfied with their experience with Ontario fruit that they prefer to give their business to the United States. This is most regrettable, but, certainly, in view of the circumstances, they can scarcely be blamed.

With a vigorous enforcement of the law and the exercise of care by shippers, who are really not the ones responsible for the dishonesty, the bad name which Ontario fruit now has in the West should in time be overcome.

## TRADE IN COUNTRIES OTHER THAN OUR OWN.

### SALMON AND LOBSTERS IN LONDON.

BUSINESS in salmon continues good and valuations for all grades are very firm, with a tendency to advance. There has been a strong feeling in the wholesale trade for some little time that prices sooner or later must show an improvement, and any reliable parcels that importers wished to sell at a reasonable figure have been secured. Although the weather since the beginning of the year has not been inducive to a large trade in this article, yet the deliveries from the wharves have been on a very large scale, thus proving its relative cheapness compared with any other class of provisions in the market. There is a good steady trade doing in lobsters, and packers this year, as far as arrivals up to date are concerned, are to be congratulated on their excellent deliveries as regards quality. Quotations for choicest quality goods again this year are very high, but it is satisfactory to note that for once the quality is meeting with the approval of the buyers. — Produce Markets' Review, June 21.

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### STRONG PEANUT OUTLOOK.

Writing from Smithfield, Va,, the Gwaltney-Bunkley Peanut Co. have the following on the situation in peanuts : "A few months ago we intimated that 5c. per lb. would be refused for fancy hand-picked peanuts before August 1 ; it now seems more than probable this suggestion will become a reality. A careful investigation shows there are in Virginia and North Carolina less than 200,000 bags Virginia peanuts ; the requirements of the cleaners average 75,000 to 100,000 bags per month. There are four and a half months before new nuts will be in condition to market with safety ; making due allowance for stocks in the hands of jobbers, and wholesale dealers, it is very apparent that supplies will be exceedingly scarce, if not entirely exhausted, before October 1.

"Present prices will cut no figure in consumption ; a year ago, fancy hand-picked goods sold freely at 4½c., while stocks exceeded 500,000 bags ; besides, the relative price of peanuts now is below many other products. The few farmers and country speculators who have goods are not disposed to sell except at prices that leave no margin of profit if worked at to-day's quotations for cleaned goods. Commission merchants in Norfolk and Petersburg have nothing to offer except a few lots of old goods, most of which are scarcely fit to shell and worthless for any other purpose.

"Stocks of Spanish have rapidly reduced ; supplies are far short of July 1 last year, while the price of No. 1 Spanish shelled is ¼ to ½c. per lb. less. This situation is not likely to remain very long, and well-informed dealers expect 6c. or more before the season closes. The growing crop is not showing up well in some sections ; the plants are small ; a good many fields have poor stands, owing to cold weather and lack of moisture. Some farmers are now planting or replanting with the prospect of only a light harvest ; in other sections prospects are better."

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### SITUATION IN CURRANTS.

The market for currants is only moderately active, and as some first hand sellers continue to show anxiety to quit their remaining stocks, prices remain barely steady. This position, when viewed in connection with the very moderate dimensions of remaining universal stocks, may be partly explained by the desire to clear up outstanding accounts, and start fresh for the coming season, but it is probably also due to the general anticipation, failing accident, of an abundant yield from the crop which is now growing. These indications are constantly confirmed by the latest reports, which indicate favorable climatic and other conditions. Even thus early, a moderate quantity of the new crop has been sold in both Germany and England for August and September shipment. Present prices are low enough to tempt buyers who are carrying very small stocks of existing currants ; and, if no damage ensues during the next two-and-a-half months, the new season will open with very reasonable rates. This is a matter for congratulation for all concerned ; relieving as it does buyers from the necessity of too much caution in operating, through fear of a fall later on, and, indeed, inducing them to buy freely for their requirements, with the added prospect of the probability of a market turn. In spite of the small actual volume of the London stock, the market is not suffering greatly from want of selection, if the finest qualities and also small currants are excepted.—Produce Markets' Review, June 21.

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## TO PREPARE FOR EXCURSION.

The regular monthly meeting of the Toronto Retail Grocers' Association will be held on Monday evening, July 14, at St. George's Hall, Elm Street, Toronto, and the chief business will be the completion of arrangements for their annual excursion. Several new members will probably be admitted.

# CANADIAN GOVERNMENT FIGURES.

They do not lie. Anyone can get them by writing the Department Statistics, Ottawa. They tell the story of **the decline and fall of Japan Tea.**

| | | | |
|---|---|---|---|
| In 1899 | Canada | imported | 11,667,757 lbs. |
| In 1900 | " | " | 9,762,032 lbs. |
| In 1901 | " | " | 7,528,309 lbs. |

These show **a falling off** in the imports of Japan Tea of between four and five million pounds in three years.

This year we venture to say **not more than 5,000,000 lbs. will be brought into this country,** and all the time **"SALADA" Ceylon GREEN Tea** is making gigantic strides.

If you want to be with the new trade winner, **"SALADA" Ceylon GREEN Tea,** drop us a postal, samples and information will follow.

**"Salada"** TORONTO and MONTREAL.

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A POPULAR ARTICLE

# CELLULOID STARCH

Don't let your stock get low in hot weather.

THE BRANTFORD STARCH WORKS, Limited, BRANTFORD.

CANADIAN PRODUCERS.

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# The Canada Biscuit Co., LIMITED,

## King and Bathurst Sts., Toronto.

**Manufacturers of High-Grade**

# BISCUITS, CONFECTIONERY, JAMS and JELLIES.

# MARKETS AND MARKET NOTES

## ONTARIO MARKETS.

Toronto, July 10, 1902.

### GROCERIES.

BUSINESS, generally, in the grocery line during the week has been quiet. There are few new features in the market to report, and prices all round rule about the same as they were last week. There has not been quite such a good trade in canned goods, excepting that a brisk business in salmon is being done for future shipment. Only a few more tomatoes are left on the market, and most houses are asking $1.15 for what stock they have on hand. There is a firmer feeling in canned corn, due to reports of the probability of a short crop of corn. The demand for sugar has improved but the prices are still weak. Some houses have advanced fine raisins to 8½c. on account of their scarcity. Peels are quiet, but a few orders are being booked for future delivery. There has been an improved business in green Rio coffee at prices easier but unchanged. There is a good trade doing in currants, and the market is bare of tapnet and natural figs.

#### CANNED GOODS.

In canned goods, trade on the whole during the week has been good. Tomatoes continue firm and little stock thereof is at present on the market. Corn is reported much firmer, owing to the prospects of a shortage in the crop this season. Peas are now quoted for future delivery at $1.25 to $1.50 for extra sifted, and for other kinds from 82½c. upwards. We quote $1.10 and upwards for tomatoes, 80c. and upwards for peas, and 65 to 70c. for corn. Fruits have not been as active as they were, and canned meats have quieted down a little, owing to the merchants having already laid in a stock for their summer's trade. The salmon market has been active and numbers of sales have been made of this season's pack for delivery on arrival. There is also a good business being done in haddies and kippered herring. Lobsters also are selling nicely. We quote as follows: Fraser River sockeye, $1.42½ for five-case lots and over, and $1.45 for less quantities; Northern sockeye, $1.25 to $1.30; cohoes, $1.05 to $1.15, according to quality, and canned haddies, $1 to $1.10.

#### COFFEES

The demand locally for green Rio coffees has improved and prices are unchanged, but the feeling of the market is easier. The demand for mild greens is quiet, but trade in roasted coffees continues good. The outside coffee markets are weaker, and slight declensions have occurred in both actual supplies and contracts. Quotations follow: Green Rio, No. 7, 7⅞c.; No. 6, 8c.; No. 5, 8¼c.; No 4, 9c.; No. 3, 10 to 12c. per lb.

#### NUTS.

The local nut market is quiet and unchanged. A cable despatch from Bordeaux states that the prospects there are for only half a crop of Marbot walnuts. The outside markets are firm with no quotable change.

#### RICE AND TAPIOCA.

There is a good local trade doing in rice and tapioca, and prices are unchanged. The sales of tapioca outside were limited and the markets lack tone. Rice is fairly active in the outside markets. Advices from New Orleans are stronger, the outlook for the growing crop being unfavorable. We quote: B rice, 3½c.; Japan, 5½ to 6c.; sago, 3¾ to 4c.; tapioca, 3½ to 3¾c.

#### SYRUPS AND MOLASSES.

The local demand for syrups and molasses has somewhat improved. Midsummer dullness is being experienced in the outside market for the grocery grades of New Orleans molasses, but stocks are well under control and the prices are unchanged and steady. The outside syrup market is quiet and steady, and we now quote as follows: Corn syrup, 3½ to 3⅝c. in barrels and kegs; sugar syrups, 30 to 32c. for medium, and 35 to 40c. for bright. Molasses, 24 to 26c. for open-kettle.

#### SPICES.

There is a quiet movement in spices, but the fall trade has not commenced yet. Quietness prevails on the outside markets, which are featureless.

#### SUGAR.

The demand for sugar locally has improved, but the market still continues

**See pages 39 and 40 for Toronto, Montreal, St. John and Halifax prices current.**

weak. The London, Eng., market for both cane and beet sugar is unchanged, and in the United States last week a decline of 1-16c. in raws was followed by a reaction of ⅛c.; refined continued unchanged. The receipts in the Republic for the week totalled 37,493 tons, and the meltings were 35,000 tons, leaving the total stock in the four United States ports at 133,113 tons, against 130,620 tons last week, and 289,705 tons for the same period last year. In Cuba the receipts kept up to 6,500 tons and the exports increased to 21,300 tons, leaving the total stock on the island at 107,000 tons, against 129,946 tons last year, and with two centrals still grinding. The decline and reaction in raw sugars mentioned above, marks a check in the decline in that product. The arrival of a cargo of Egyptian crystals of unusually high test commanded an advance of 1-16c., turning the market, and refiners became free buyers of all offerings at 3 5-16c. and 3⅜c. At the latter price a very large business was done, as sellers appeared quite willing to let go of their offerings. The market closed steady and firm at 3⅜c. for 96 deg. test centrifugals, and indications pointed to a continuation of this price, rather than to any further advance or decline for the present. The refined sugar market remained unchanged all week and since raw sugars improved there may not be any necessity for the considerable reduction that has been generally anticipated, and should the demand increase sufficiently no decline may take place just now. The present margin between refined and raws appears larger than it really is, for only a small quantity of raws was sold at the low prices. There has been an increase in the meltings and for a long time to come there is expected to be a larger demand.

#### TEAS.

Trade is fairly good in Indian and Ceylon blacks. Practically no new Japans have been ordered in the staple lines as the market is many points above what Canadian buyers have been in the habit of paying. The cheapest teas available in Japan now are worth in the neighborhood of 20c. and show a flat dusty leaf. The stocks in the hands of the wholesalers here are not thought to be sufficient to last the trade over a month, and as there are no high-class Japans offering buyers will have to content themselves with cheaper values. A cable has been received from Shanghai saying that the market opened there on June 1 for pingsuey teas 35 to 40 per cent. above the opening price of last year and that these opening prices are now prevailing for old teas. Decidedly irregular prices prevail on the London, Eng., market for all Indian, except a few fine liquoring teas, and the tendency there is towards rather easier rates, quotations for undesirable liquoring kinds being very low. Ceylon teas lacked animation and common and undesirable kinds fell away in price a little. The market for the better grades showed a distinctly quieter tendency and previous quotations were barely maintained. A slight recovery is shown in Javas from the low prices recently current for poor descriptions, and the better grades keep selling fairly well.

### FOREIGN DRIED FRUITS.

CURRANTS.—The local market is fairly active. The outside situation is quiet and void of special feature or activity. We quote: Filiatras, 5¾ to 6c., and Patras, 6¼ to 7c.

VALENCIA RAISINS.—The market is denuded of stock and quotations are unchanged at 8c. upwards for selects.

DATES.—The market is quiet without particular features. We quote: Dates, in bulk, 4½c., and in packages, 6½ to 6¾c.

PRUNES.—Trade in prunes continues light and prices are unchanged. There is a fair demand outside for export. Our quotations are as follows: Californian prunes, 100-110's, 5c.; 90-100's, 5½ to 6¼c.; 80-90's, 6½ to 7c.; 70-80's, 6¾ to 7¼c.; 60-70's, 7½ to 8c.; 50-60's, 8 to 8½c.; 40-50's, 8¾ to 10c.

CALIFORNIAN EVAPORATED FRUITS —There has not been much change in the

volume of the trade doing for these, which continues light. Quotations are now as follows: 11 to 14c. per lb. for peaches and 13 to 17c. for apricots. New Santa Clara apricots are quoted f.o.b. the Coast at 7c. in 50-lb. boxes, and 7½c. in 25-lb. boxes in carload lots.

### GREEN FRUITS.

The receipts of strawberries during the week have been large, averaging from 10 to 15 carloads per day, and the prices have been as low as 2c. per small basket. Quotations for these are 2 to 5c. per quart. Raspberries are now on the market at 12 to 13c. per quart, with the prospects of prices remaining firm this season, as the crop reports indicate that the yield this year will not be large. Some blackberries are being offered at 6 to 8c., and red currants are quoted at 65 to 75c. per basket for those of good quality. Black currants are scarce at $1.10 to $1.25 per basket, and good cherries are worth 75c. to $1. A shipment of Californian fruits has arrived, consisting of cucumbers, selling for $2 per basket; apples, at $2 per bushel; plums, $1.50 to $2 per box and peaches, at $1.50 per box. Beans are quoted at $1 to $1.10 per 12-quart basket and cauliflowers, $1.50 per dozen. Gooseberries are selling at 10 to 50c. per basket; watermelons are worth 35 to 40c. each and $30 per 100 for the larger sizes and $25 per 100 for the smaller stock. There is a good trade doing in Messina lemons which are worth $3.50 per case. Sorrento oranges are selling at $3 to $4.50 per case and late Valencias are firm at $5.50. New potatoes continue to arrive in increasing quantities, and the price for them is $1.25 per bushel.

### VEGETABLES.

Larger receipts of carrots, peas, cabbage and beets have resulted in a decline in the prices thereof. Rhubarb is scarcer and has advanced 5 to 10c. Old potatoes are very scarce. Trade generally is fare and there is a good demand for vegetables for use on the boats. We quote: Green onions, 8 to 15c. per dozen; rhubarb, 20 to 30c. per dozen; lettuce, 15 to 25c. per dozen; radishes, 20 to 30c.; mint and parsley, 20 to 25c.; turnips, 40c. per dozen; cauliflower, 50c. to $1.25 per dozen; cabbage, 40 to 60c.; carrots, 20 to 25c. per dozen; beets, 20 to 25c. per dozen; peas, $1.25 to $1.40 per bag; new potatoes, $1.25 to $1.40 per bushel; old potatoes, $1.25 to $1.40 per bag.

### COUNTRY PRODUCE.

EGGS.—The receipts of eggs continue fairly liberal. Pickling operations are through with a number of merchants who are now putting their eggs in cold storage. The market is strong at 15 to 15½c. per dozen for eggs of good quality.

BEANS.—Not much trade is being done in beans, and prices have weakened. The top figure is now $1.25 per bushel for choice handpicked.

HONEY.—The demand for honey is very light. There are a few combs selling. We quote: Honey, in 60-lb. tins, 9½ to 10c.; less quantities, 10 to 11c., and combs, $2 to $3 per dozen.

DRIED AND EVAPORATED APPLES.—Very few dried apples are offering and the prices are nominal at 5 and 6c. per lb.

HAY.—There have been free receipts of hay, and the market is 50c. weaker. We quote $9.50 to $10 for good hay.

POTATOES.—The offerings of old potatoes are very light and the prices are nominal at 90 to 95c. per bag in carlots on track.

### BUTTER AND CHEESE.

BUTTER.—The improvement in the weather has resulted in an increase in the receipts of butter and the market is weaker. There has been little demand for this product from the Old Country, and this has a tendency to cause prices here to sag. We quote: Choice 1-lb. prints, 15 to 16c.; large rolls, 15c.; tubs, best quality, 15 to 15½c.; large rolls, medium grade, 12 to 14c., and tubs, medium grade, 12 to 14c. per lb. Creamery prints are worth 19 to 20c., and creamery solids, 19c. per lb.

CHEESE.—The cheese market this week has weakened considerably. This is mainly owing to the weakness of the English market and was not unexpected. There is little being done locally in cheese, and the prices here are 10 to 10¼c. per lb. At the factories the ruling figure is 9¼c.

### FISH.

There is a fair trade in fish which is likely to continue throughout the summer. A scarcity of pike has resulted in an advance of 2c. Speckled trout are also firmer, and eastern salmon, 7 to 10c. per lb. We quote: Fresh fish—Lake Erie herring, 4 to 5c.; perch, 4 to 5c.; trout, 7½ to 8c.; pike, 6c.; British Columbian salmon, 20c.; whitefish, 7½ to 8c.; blue fish, 9c. per lb.; mackerel, 12 to 15c.; rock bass, 4c.; eastern salmon, 18c.; speckled trout, 25 to 30c.; halibut, 15c.; Niagara whitefish, 9c. per lb.; blue pike, 4c.

### GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.—Favorable growing conditions in the wheat growing regions of this continent has resulted in a decline of 1c. per bushel in Manitoban and Northern wheats, and our quotations are as follows: Manitoba No. 1 hard, 85c.; No. 1 Northern, 83c., and No. 2 Northern, 82c. On the St. Lawrence market the receipts have been very light and the prices are a little higher than a week ago. Quotations are nominal at 80 to 84c. for white Ontario wheat; 75 to 80c. for red wheat; 69½ to 72c. for goose wheat, and 50 to 51c. for oats.

FLOUR.—The demand for flour has eased off with the decline in wheat, and the market is weaker. We quote: Ontario patents, in bags, $3.60 to $3.75; Hungarian patents, $4 to $4.15; Manitoba bakers', $3.70 to $3.85; straight roller, $3.30 to $3.40 per bbl. in Toronto.

BREAKFAST FOODS.—Business in this line continues quiet with very little buying, and the prices are unchanged. We quote: Oatmeal standard and granulated, in carlots on track here, $5.20; standard rolled oats in carlots on track here, $4.90 per bbl.; in wood, 10c. extra; broken lots are 20c. per bbl. extra; rolled wheat, $2.40 in 100-lb. bbl; cornmeal, $3.60; split peas, $4.75; pot barley, $4.25, in 196-lb. bbls.

### HIDES, SKINS AND WOOL.

HIDES.—The market for hides continues quiet and unchanged. We quote: No. 1 green, 7½c.; No. 2 green, 6½c.; No. 1 green, steers, 8½c.; No. 2 green, steers, 7½c.; cured, 8 to 8¼c.

SKINS.—Little trade is doing in these and the prices are steady. We quote: Veal skins, 6 to 14 lb. inclusive, No. 1, 10c.; No. 2, 8c.; do., 15 to 20 lb. inclusive, No. 1, 9c.; No. 2, 7c.; deacons (dairies), 60 to 70c. each; sheepskins, 80c. to $1; shearlings, 20c.

WOOL.—The wool market is still inactive and weak. We quote 13c. for fleece wool, and 7c. per lb. for unwashed.

TALLOW.—The offerings of tallow continue light and prices are unchanged at 6¼ to 6½c. per lb.

### MARKET NOTES.

Cheese has declined ¼ to ½c.

Natural figs are in some cases ¾c. per lb. higher.

Messina lemons have advanced 50c. to $1 per box.

Dressed hogs have advanced 25c. and live hogs, 37½c. per 100 lb.

There has been a decline of 1c. in the prices of Manitoba and Northern wheat.

## QUEBEC MARKETS.

Montreal, July 10, 1902.

### GROCERIES.

WHOLESALE grocers report a good trade during the past week. The great number of people going out of town to the different summer resorts has given an impetus to the trade with out-of-town dealers; but the city retailer loses just in proportion as his brother in the country or at the seaside gains. With the jobber there is not much difference in the volume of business done, except that there is an increased demand for certain lines for picnics, etc. Canned goods have been particularly active during the past week or so. Canned corn has advanced considerably, and some dealers are expecting still higher prices before the new crop comes in. There is some scarcity reported in white beans, which now sell at $1.40 to $1.45 for finest quality. The combine to maintain prices in Dewar's Scotch whiskey has come to an end, the agents themselves having issued a circular to that effect on July 2. We understand that this was done under pressure made by two of the leading wholesale liquor dealers in Montreal, who wanted to protect their own interests. These two firms were also partly instrumental in breaking the combine in Hennessy's brandy, Booth's Old Tom Gin, and other liquors. Dewar's Scotch whiskey is now being sold at much lower prices. A few barrels of Canadian pork have recently been on the market, for which jobbers asked $25.50. Armour's pork (50 to 60's) declined 50c., and is now selling at $25.50. Fairbank's "Boar's Head" compound lard is ¼c. lower. Cotton ropes are now quoted at 14½ to 14¾c., in sympathy with the rise in price made some time ago. It has been selling on this market at the former prices notwithstanding the advance, but stocks are now becoming depleted and prices had to be raised. Sisal rope is lower, being now sold on a basis of 12½c.

### SUGAR.

The market locally and in New York is active on all grades of sugar. This is the beginning of the busy season with

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refiners here, and they report a good demand, which is expected to increase as the season advances. No break in the prices is expected, and none has occurred during the week. Granulated sugar sells at $3.65, and yellows at $3 to $3.55.

TEAS.

The demand from country buyers has increased of late, though the local market is quiet as is usual at this season of the year. A cable received on July 4 reported a decline of 1c. per lb. in some grades of Ceylon teas. The market for Japans remains firm, with some business being done between the wholesale houses. The following circular was issued on July 7 by a Montreal agent for Japan teas: "To-day's cable received from Japan reads, 'Second crop is poor in make and price 1c. per lb. higher than first crop.' While first cablegram on 27th ultimo., mentioned second crop looks fine, this could have only been a small sample lot which was the first arrival from the district of production. Now, however, coming in large quantity, it proves poorer in quality and relatively higher than first crop basis of prices. It is therefore a foregone conclusion that prices of first crop in this market will not decline, but a further advance may be anticipated."

SYRUPS AND MOLASSES.

There has been no important change in the situation for either syrups or molasses. The demand for Barbados molasses is light, and orders are small and intended only to fill immediate wants. The price remains unchanged at 23 to 24c., according to quality. Antigua molasses is quoted at 24c., and best Porto Rico at 38c. Business in syrups is slow. We quote corn syrups as follows: 3½c. in bbls.; 3⅝c. in ½ bbls.; 3¾c. in ¼ bbls.; $1.60 in 38½-lb. and $1.20 in 25-lb. pails.

CANNED GOODS.

The demand for all sorts of canned goods is excellent, as is usually the case during the season of picnics, camping, and holiday outings. The feeling in tomatoes is constantly growing stronger, but jobbers are still selling at from 97½c. to $1. Corn has advanced 2½ to 5c., and the market is firm. The advance was made in view of the new crop, the outlook for which is such that holders felt justified in raising prices. Private advices from France state that the sardine packing is late, and that the loss to packers has been large. A further advance was made in codfish roe, and the outlook was for high prices for canned fish in general. Business in the new pack of salmon for future delivery has been somewhat quiet of late, but prices have been maintained. Quotations are: Peas, 82½c. to $1.15; corn, 82½ to 85c.; tomatoes, 97½c. to $1; gallon apples, $2.95 to $3.00; 3-lb. apples, $1.10. Salmon, pink, 92 to 95c.; spring, $1.25; Rivers Inlet, red sockeye, $1.30; Fraser River red sockeye, $1.40.

SPICES.

There has been no material change in this market. The feeling, in general, remains firm. Our quotations are as follows: Nutmegs, 30 to 55c. per lb., as to size; penang mace, 45 to 50c. per lb.; as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 22c., according to grade; white, 25 to 27c.; ginger, whole, Cochin, 15 to 17c.; Japan, 13 to 14c.; Jamaica, 16 to 20c.; Afghan, 12 to 13c.; ground,


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Japan, 15c.; Cochin, 16 to 17c.; Jamaica, 20 to 22c., and Afghan, 13 to 14c.

### RICE AND TAPIOCA.

Prices on rice and tapioca have not been altered by the jobbers here. There is a brisk inquiry, and the market is active. We quote: B rice, in bags, $3.02½; in ½ bags, $3.07½; in ¼ bags, $3.12½; in pockets, $3.17½. In 10-bag lots an allowance of 10c. is made. CC rice,, $2.92½ in bags; $2.97½ in ½ bags; $3.02½ in ¼ bags, and $3.07½ in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4 to 5c. per lb., and tapioca, 3⅛ to 3½c.

## FOREIGN DRIED FRUITS.

CURRANTS.—There is a fair local demand for currants, which are quoted at unchanged prices. The situation in Greece has not materially changed. A recent report states that shipments from that country to all parts continue on a fairly satisfactory scale, the total clearances in May amounting to about 3,000 tons leaving remaining stocks estimated at 10,000 tons. The new crop is apparently progressing satisfactorily and the first estimate of the expected outturn, from reliable quarters, is placed at 165,000 tons, but this may be largely reduced should unfavorable conditions develop before the housing of the fruit."

VALENCIA RAISINS.—The market conditions are practically unchanged. The quantity of fine fruit is very small, and prices are only nominal. We quote as follows: Finest off-stalk, 6½c.; selected, 6⅝c.; layers, 7¼ to 7½c. per lb.

SULTANA RAISINS.—These are in fair demand, and the price is 9c. per lb.

CANDIED PEELS.—No further change in price is noted in this line. The market is quiet. We quote: Citron peel, 15c.; orange peel, 11½c., and lemon peel, 10½c. per lb.

MALAGA RAISINS.—There are still a few of these in stock, but the market is growing bare rapidly. We quote as follows: London layers, $1.50 to $1.60; "Connoisseur Clusters," $2.15 to $2.25; ¼'s, 65 to 70c.; "Royal Buckingham Clusters," $3.30 to $3.35; ¼'s, $1.05 to $1.10; "Excelsior Windsor Clusters," $4.50 to $4.60; ¼'s, $1.30 to $1.40.

DATES.—There is nothing new to report. Hallowees sell at 1¼c. per lb., with a fair demand.

FIGS.—There are no figs to be had on this market, and the new crop is being awaited. Private advices from Smyrna state that the opening prices on the new crop will be from 2s. 6d. to 3s. higher than the opening prices of last year. The indications at present are that the crop will be about 25 per cent. less than that of a year ago, which was about 45,000,000 lb. Shipments from the interior to packing points are looked for about the middle of August.

CALIFORNIAN RAISINS.—There is no change. A fair trade is doing, seeded raisins being quoted at 9¼ to 9½c. per lb.

PRUNES.—Business is as usual. The demand keeps up and a fairly good trade is doing. We quote as follows: 8½c. for 40-50's; 8c. for 50-60's; 7¾c. for 60-70's; 7½c. for 70-80's; 6¾c. for 80-90's; 6½c. for 90-100's.

CALIFORNIAN EVAPORATED FRUITS.—There has been no marked change in this line, and the demand is no more than moderate. Apricots sell at 14½c.; peaches at 10½c., and pears at 10c.

### NUTS.

The demand for nuts is small. Prices are the same as those of last week. Reports from Sicily state that the new crop of filberts has been damaged by the cold weather and high winds. It is difficult, however, to arrive at a correct estimate of the damage, and doubtless the reports have been much exaggerated. The local prices are as follows: Walnuts, 9¾ to 11c.; Tarragona almonds, 12 to 13c.; shelled walnuts, 15 to 16c.; shelled almonds, 24½ to 25c.; filberts, 8¾ to 9¼c.; pecans, 15 to 16c.

## BUTTER AND CHEESE.

BUTTER.—Creamery butter has again dropped off in price, finest make being 1c. lower, and good to fine, ¼c. lower. This has been caused by the falling off in demand, which, at present, is very light. There has been no quotable change in dairy butter, which remains at 17½ to 18½c. for Eastern Townships, and 16 to 17c. for western. We quote creamery at 19½ to 20c. for finest, and 18¾ to 19¼c. for good to fine.

CHEESE.—The cheese market, both locally and in the country, is easier and a decline has taken place all round, although in undergrades a wider range of prices is quoted and in the best stuff a higher price is asked. The market has been quiet. Finest Ontario cheese is now quoted at 9½ to 9⅝c.; finest Townships, 9⅝ to 9¾c.; finest Quebec, 9¼ to 9⅜c.; undergrades, 8 to 9c. The general feeling is for lower prices still, but the decline is not taking place as rapidly as had been expected.

## COUNTRY PRODUCE.

EGGS.—The egg market has been steady all round since last week and no change whatever is to be reported, the price of round lots of straight receipts being still 13½ to 13⅝c., while No. 2 stock sells at 12½ to 13c. per dozen. The demand, however, is limited, and the market is quiet. Supplies are not too abundant by any means, the loss, during the week or two of hot weather, being considerable.

POTATOES.—Old stock has been pretty well used up on this market and the demand was small, prices being $1 to $1.10 in carload lots, an advance of 5c. over last week. New potatoes have commenced to arrive in fair quantities, and sell for $3 per bbl. in small lots.

HONEY.—This is dull and entirely unchanged. Quotations are: White clover, comb, 13 to 14c.; tinged, 10 to 11c.; strained, 9 to 10c.; buckwheat honey in comb, 9 to 10c.; extracted, 7 to 8c.

BEANS.—The market has been steadier this week with a moderate jobbing trade doing. The price remains at $1.20 to $1.25, carload lots selling for $1.10 to $1.12½ for primes.

MAPLE PRODUCTS.—The only change in this market is in sugar, the highest price of which is now 8c. instead of 9c. Otherwise no change has occurred, and the demand is still light. We quote as follows: Syrup, in large tins, 70 to 80c.; small tins, 50 to 60c. Sugar, 7 to 8c. per lb.

POTASH.—No change whatever is to be reported in this market, which remains quiet and without feature. We quote: Firsts, $4.15 to $4.20; seconds, $3.70 to $3.75; pearls, $6 per 100 lb.

## GREEN FRUITS.

The demand for green fruits of all sorts has been good throughout the week, and new arrivals on the market have been picked up rapidly. Californian apples, peaches, plums, pears and apricots are now in fair supply on the market. Watermelons and muskmelons are also selling well. A few red raspberries have made their appearance and sell at 15c.

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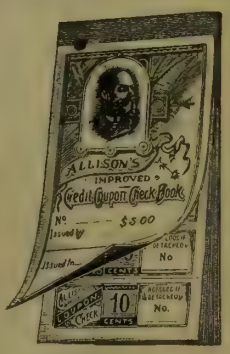
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per box. Pineapples have advanced and are now quoted at 13 to 20c. Vineland's sweet potatoes are from $1.50 to $2.00 lower. Strawberries are also lower, and are now selling at 5 to 7c. per box. Canadian cabbage has now displaced the imported article. It is quoted at $1.75 per barrel. We quote: Jamaica oranges, in barrels, $1.50 to $1.75; in boxes, $2.75; Valencia oranges, 420's, $5.75; 420's, Jumbo, $6.50; 714's, $6.50; Messina lemons, $2 to $3 per box; pineapples, 13 to 20c.; cocoanuts, $3.50 per bag of 100; bananas, No. 1, $1.25 to $2, and eight hands, $1 to $1.50; sweet potatoes, Vinelands, $4; grape fruit, $4.25 to $5 per box; radishes, 15c. per dozen; spinach, $2 per barrel; strawberries, 5 to 7c. per box; asparagus, 40c. per bunch; Boston lettuce, 35c. per dozen; cucumbers, 35 to 60c. per dozen; wax beans, $2.50 per basket; green beans, $3 per basket; Californian cherries, $2 to $2.50 per box; Canadian cabbage, $1.75 per barrel; potatoes, $3 per barrel; tomatoes, four basket carriers, $1; watermelons, 35 to 40c.; muskmelons, $3.50 per crate; raspberries, 15c. per box; gooseberries, 75c. per basket; blackberries, 8c. per box; Californian apples, $2.50 per box; peaches, $2 per box; plums, $2.50 to $3.25 per box; pears, $2.50 per half box; apricots, $1.50 per box; limes, $1.50 per box; red currants, 6c. per box.

### FISH.

Considering the extremely warm weather business in fish has been very satisfactory. Arrivals have continued fairly good, but there has been some falling off during the past few days. Salmon is now quoted higher, and large and medium trout has advanced ½c. and our quotations are now as follows: Haddies, 7 to 7½c.; smoked herrings, 9 to 10c. per box; fresh haddock and cod, 3½ to 4c. per lb.; whitefish, 7½c.; dore, 7½c.; pike, 6c.; halibut, 10 to 12c.; salmon, 14c.; trout, large and medium, 8c.; No. 1 herring, Nova Scotian, $4.75 to $5.25 per bbl., and $2.50 per ½ bbl.; No. 1 Holland herring, $6.50 per ½ bbl.; No. 1 Scotch herring, $6.50 per ½ bbl., and 95c. per keg; Holland herring, 75c. per keg; No. 1 green codfish, $5 per bbl.; mackerel, $12.50 per bbl.; boneless cod, 1 and 2-lb. blocks, 6c. per lb.; loose, boneless cod, 5c. per lb. in 40-lb. boxes; dried codfish, $4.75 per 112-lb. bundle; No. 1 Labrador salmon, $17.50 in tierces, and in barrels, $12.50; No. 1 British-Columbian salmon, $6 per ½ bbl., and $12 per bbl.; standard bulk oysters, $1.50 per gallon; Marshall's kippered herring, $1.45 per doz.; Canadian kippered, $1 per doz.; Canadian ¼ sardines, $3.75 per 100; canned Cove oysters, No. 1 size, $1.30 per doz.; canned Cove oysters, No. 2 size, $2.20 per doz.

### FLOUR AND GRAIN.

FLOUR.—Manitoba spring wheat patents are somewhat lower this week, being quoted at $4 to $4.10. Strong bakers' flour is also 10c. lower. The condition of the market is not greatly changed. A fair demand for carload lots has been experienced both for local and country accounts. We quote: Manitoba spring wheat patents, $4 to $4.10; winter wheat patents, $3.90 to $4.10; strong bakers', $3.70 to $3.80; straight rollers, $3.60 to $3.70.

GRAIN.—The good demand for oats is the most prominent feature of the grain market. The price has gone up ½c. per bushel on account of this demand coupled with the scant offerings. Peas have also advanced 1c. We quote: No. 2 Ontario oats, ex store, 48½ to 49c.; rye, 66c.; peas, 86½ to 87c.; corn, 70 to 70½c.; buckwheat, 68½ to 69c.; No. 2 barley afloat, 61c.

FEED.—A further decline of 50c. has taken place in Ontario bran. Manitoba bran is quoted lower also. Shorts are steady and somewhat scarce. We quote as follows: Ontario bran, $17.50 to $18 per ton; Manitoba bran, $17 to $18; Manitoba shorts, $23 per ton.

OATMEAL.—Trade in this line is quiet and business is chiefly of a jobbing nature. The price, in small lots, is $5.65 per barrel, and $2.77½ per bag.

BALED HAY.—No change in the price of baled hay is reported. The demand for export has decreased materially, but the local demand is still fairly good. We quote as follows: No. 1 timothy, $9 to $9.50; No. 2, $8 to $8.50; clover, $7 to $7.50 per ton in carlots.

### MONTREAL NOTES.

Cheese has declined ½c.
Pineapples are 4c. higher.
Strawberries are 3 to 5c. lower.
Creamery butter is ¼ to ½c. lower.
Canned corn has advanced 2½ to 5c.
Sweet potatoes have dropped $1.50 to $2.00.
Fresh Gaspe salmon is 1 to 2c. higher, and trout is ½c. higher.

## NEW BRUNSWICK MARKETS.

St. John, N.B., July 7, 1902.

SOME few years ago an effort was made to introduce Eastern standard time here. The Customs house and post office did use it, and, of course, the railways; but the people in general did not approve of it, and we went back to local time except, of course, the railways. This year the Board of Trade took the matter in hand, and aided by other bodies, made a successful effort to have Atlantic Standard or Intercolonial time, as it is sometimes called, established as the time for the Maritime Provinces. A day was set for the change and without the least trouble everyone moved his time ahead 24 minutes. After about a month's trial everyone is satisfied; in fact, most people have forgotten there has been a change everything is so natural. And the satisfaction of having but one time for everything is great. While with the railways it made a full hour's difference, they readily fell in with the new time. In fact without them there could not have been success.

OILS.—In burning oils business is quiet. Prices are unchanged, there being nothing to affect the market. All paint oils are high, particularly turpentine. There is a light business. In lubricating oils there is a large steady movement at even figures. Fish oil keeps firm.

SALT.—In Liverpool coarse salt there is quite a stock held in store. There are also further shipments due. The demand continues large, and prices are well maintained. Sales for the week ex-store have been large. In fine salt the sale of Canadian has been good this spring. Little English is now sold, though the amount has been increased this spring by parties here repacking it into wood boxes. We quote: Liverpool coarse, 55 to 60c.; English factory-filled, 95c. to $1; Canadian fine, $1 per bag; cheese and butter salt, bulk, $2.40 per bbl.; 5-lb. bags, $2.85 to $2.90 per bbl.; 10-lb. bags, $2.70 to $2.75 per bbl.; 20-lb. wood boxes, 22c. each; 10-lb. wood boxes, 14c. each; cartons, $2 per case of 2 dozen; English bottled salt, $1.25 to $1.30 per dozen; mineral rock salt, 60c. per 100 lb. (Selected lumps.)

CANNED GOODS.—There is a steady sale. The market is low on tomatoes, and not many are offered from outside. Prices will be higher. In peas stocks are light, but a local packer has been placing some spot goods. In corn prices are unchanged. Packers offer spot goods. A local packer is offering new peas below western prices, and local tomatoes have been quite freely sold. The outlook for canned goods, particularly tomatoes and strawberries, is said to point to full figures. Local strawberries are also sold. In gallon apples, local packers have supplied the market. In the full line, while a very large quantity of western goods are still sold, local goods are an important factor. Salmon are not a large stock. The sale of futures has been fair, particularly for spring fish. Lobsters will be a fair supply. In fruits there is a fair sale. There are no spot apples and but few blueberries. Other lines are unchanged. Meats are high, and there is a steady business. Domestic fish, such as sardines, haddies and herring, are now offered. The supply of haddies will not be large. Prices are still low.

GREEN FRUITS.—Business is active. Ontario strawberries have sold freely, but domestic are now coming in, and are preferred. Californian plums, apricots and peaches have more attention, but are not yet large sellers. Oranges are only in fair demand. Lemons move freely at firm figures. Bananas are in large supply. This is the staple line. Tomatoes are still high and quite scarce. Pines and melons have a steady sale at even figures. Rhubarb has held its price better than for many years, the supply not being as large as usual.

DRIED FRUITS.—Business is quiet. In futures, Californian prunes, first shipment of Valencias and figs have been largely bought. Prunes will be low. There is some difficulty to get the small size which is so popular here. The spot stocks of dried fruits are lighter than usual at this season. Currants have a fair sale, and prices are unchanged. In apples a few dried are about all that are offered. Onions are held firm, and they are in fair supply. Peanuts are rather higher.

DAIRY PRODUCE.—Eggs have held high this summer. The supply is light and prices are rather firmer and tending higher. In butter there is an easier feeling. In dairy, rolls or prints, there is no demand. For tub butter, best stock sells quite freely, but the prices are quite low. There is little sale for creamery. Cheese have a fair movement, and the price is rather easier.

SUGAR.—Owing to the market being easy sales have not been so large. Still, there is a very steady business. The low price continues and there is no prospect of a change. The sale is for granulated.

MOLASSES.—There is rather more Barbados here than last season. There is just a fair sale. Prices are easy. In Porto Rico stock here and to arrive is quite large. The prices have been very low, but there is a firmer feeling.

FISH.—Salmon are the matter of par-

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It is easy to know a good thing. Five cents is a good thing. But the goodness there is in five cents can never be enjoyed till you spend it. And you don't spend it till you know something better than five cents.

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If your good sense tells you that a better thing than five cents is a horse car ride over that long, dusty road you are travelling, you are indebted to your own sagacity for at least half of the benefit you enjoy by the exchange.

Then what you and all the rest of the world seek is a thing that is better than your money, so that in the spending of your money you will get more than its value.

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ticular interest. The catch is quite large and prices are well maintained. Our local salmon are the best, we think, in the world. A few halibut are still offered. Gaspereaux and shad are out of the market. There are plenty of alewives. In dry cod prices are easy. Pollock have been quite scarce but are more freely offered. Smoked herring is rather firmer, and pickled is dull. We quote : Large and medium dry cod, $3.40 to $3.50 ; small, $2.50 to $2.60 ; haddies, 4½ to 5c ; smoked herring, 5 to 6c.; fresh cod and haddock, 2 to 2½c.; boneless fish, pollock, $1.50 to $1.60 per 100 lb ; pickled herring, $1.75 to $1.80 per ½ bbl.; Canso herring, $5.50 per bbl.; halibut, 8 to 10c. ; salmon, 13 to 14c. per lb.

FLOUR, FEED AND MEAL.—Flours are somewhat firmer, particularly Ontarios, and there is just a fair sale. Feed is high and very hard to get. Oats are scarce and high, and oatmeal is firm at full figures. Cornmeal is firmly held. In beans the stock is light. Prices show some advance. Barley is very slow in sale. Peas are scarce. Hay is not as active and is rather easier. We quote as follows : Manitoba flour, $4.70 to $4.75 ; best Ontario flour, $4.20 to $4.25; medium, $3.85 to $4.00 ; oatmeal, $5.20 to $5.25 ; cornmeal, $3.25 to $3.30 ; middlings, $22 to $23 ; oats, 55 to 58c.; handpicked beans, $1.50 to $1.55 ; prime, $1.40 to $1.45 ; yellow eye beans, $2.80 to $3.00 ; split peas, $4.95 to $5.00 ; barley, $4.40 to $4.50 ; hay, $12 to $14.

### ST JOHN NOTES.

J. Hunter White has been appointed the representative of the British Columbia Packers' Association.

H. S. Daly, the representative of D. W. Hoegg & Co., the leading canners of this Province, is finding an active demand for both spot and future goods. Their peas are finding a particularly good market.

Baird & Peters have landed and to arrive 2,616 casks of Porto Rico and 1,378 of Barbados molasses, the largest quantity ever imported by a local firm during one season.

### NOVA SCOTIA MARKETS.

Halifax, July 7, 1902.

THOUGH the grocery business has slackened off to the normal conditions of midsummer trade, still the wholesalers are kept busy, as a visit to the places of business conclusively shows. Price conditions generally are not materially changed ; there is no striking feature in the trade except that of sugar, which is felt to be somewhat uncertain : orders are coming in regularly and are being as promptly filled ; payments are being made as promptly as heretofore and there is a most healthy tone prevailing all round. Orders are much smaller than in the earlier part of the season, but this is somewhat accounted for by the fact that sales are generally made this season on shorter time. Provincial business, generally, is good.

* * *

Flour continues firm. Some millers are asking an advance, but local quotations, possibly on account of a slackness in demand, are unchanged. Patent Manitoba is quoted at $4.60 to $4.70 ; Canadian pastry, $4.30 to $4.40 ; 75, 80 and 90 per cent. roller patent from $4.20 down to $3.75 ; straight and extra, $3.45 to $3.30. Rolled oats and oatmeal continue firm, and though quotations are somewhat less, $5.25 is about the bottom price. Cornmeal is very firm. Quotation, $3.40 to $3.45, with Halifax ground at 5 to 10c. less. The demand at present is not heavy. Middlings and bran are both scarce and dealers find it difficult to get their orders filled at the mills. Middlings are quoted at $27 to $28, and bran, at $22 to $23. The demand in both of these is fairly good as considerable is being used by the farmers in fattening stock for the market. The price will no doubt remain firm for some time yet.

* * *

The fish business is in a rather bad condition and the prices made for the opening of the new season's catch are somewhat lower than prices paid for the last of last year's fish. Bank cod is quoted at $3.50 ; Newfoundland, $3.50 to $4 ; shore, $3.25 ; grocery cod, $3.75. Herring, shore No. 1, $2.50 ; No. 2, $2 ; Newfoundland, $2.25 to $2.40. The fishermen have been making good catches and fish is already coming in in considerable quantities from the shore ports. The West-Indian markets have not, on the whole, improved very much, and unless they do prices will rule low for the season.

* * *

The molasses market remains steady at former quotations, as follows : Porto Rico, 32 to 33c.; Antigua and New Orleans, 30c.; Trinidad and Barbados, 28c.; St. Croix, 26c. There is said to be some shading in both sugar and molasses quotations, and very probably this depends on the quantity sold.

R. C. H.


The best selling tea in Canada today is
Blue Ribbon Ceylon
packed and sold by Blue Ribbon Tea Co.
12 Front St. East - Toronto

## MANITOBA MARKETS.

Winnipeg, July 7.

ALTHOUGH there has been considerable rain during the week, the condition of the country roads has considerably improved, and many farmers are now busy hauling in the remainder of their last year's crop. This is bringing more money into circulation, and the jobbing trade is feeling the benefit. The sorting trade is now going forward steadily, and there is an active demand for all seasonable goods.

SUGARS—Trade is heavy, but there is no change of price. Jobbers report that there is no buying for store, but that the consumptive demand has increased enormously. We quote: Granulated, extra standard, $4.35, and bright yellow, $3.75.

CANNED GOODS—New strawberries are in and selling at $3 40, or a shade over the opening price of last year. It is thought they will go higher. Raspberries are opening at about last year's prices. Canned vegetables are active, as, owing to excessive rains, green vegetables are scarcer in supply and higher in price than is usual at this season. Tomatoes are firm at $2.50, corn at $1 60 to $1.65, and peas at $1.85 to $2.10, according to pack.

EVAPORATED FRUITS — Apples are now 12c., and jobbers are experiencing great difficulty in getting sufficient to fill orders. New apricots will arrive about August 15, and the present understanding is that they will be considerably lower than present held stock. The stocks in the city are light and prices are firm at 13½ to 14c. for the choicest last season's goods. Dried fruits show a very limited demand and no change in price.

TEAS—Latest advices indicate that there will be still further advances in Japans as the season progresses.

GREEN FRUITS—The strike on the Canadian Northern, in which over 1,000 men are involved, has delayed fruit shipments materially this week. Lemons have advanced $1 per case, and are now $5.50. Oranges are without change. Plums, apricots and peaches are still confined to express shipments. Prices are higher. Latest shipments of Ontario strawberries have arrived in good condition. They sell at $3 per crate. Watermelons are $6 per dozen. Tomatoes are lower at $1.10 to $1.25 per crate.

CEREALS—Business is slow and prices are unchanged. Among the new claimants for favor as a breakfast food is Wheat Marrow which sells at $2.75 per case of 2 doz.

FLOUR—Business is good and prices are without change: No. 1, $2.05; No. 2.


For Camp or Picnic

Nothing more desirable than

Clark's Meats.

Now's the time to carry a FULL STOCK.

EPPS'S GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

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GRIMBLE'S English Malt VINEGAR

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Equal to best American Oil. GROCERS ALL SELL IT.

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$1.90; No. 3, $1.75; No. 4, $1.60; No. 5, $1.25.

BUTTER—The receipts of creamery are fair, but materially below those of the same period last year. Prices are firm at 16½ to 17c. In dairy butter receipts are large, and for a small amount the quality is very fine, but a large amount is distinctly second-grade stuff. Prices run from 9 to 12c., according to grade.

CHEESE—Supplies are increasing and the market has declined 8½ to 9c. factories being the outside figures.

EGGS—The supplies are not large, and, while the demand is good, prices hold at 11 to 11½c.

## MONTREAL GROCERS.

THE regular monthly meeting of The Montreal Grocers' Association was held Thursday, July 3, in the Monument National, with Ald. R. Turner in the chair, and with an average attendance.

The first subject to be brought up was that of the excursion and picnic, and Highgate Springs, Vt., was definitely agreed upon as the place where it should be held; the date, July 16, also being kept to.

It was decided to hold a special meeting of the Association on July 14, at which final arrangements in connection with the picnic would be made.

An interesting incident of the meeting was the reading of a letter from Hon. Mr. Fielding, Minister of Finance, in regard to the four-dollar bills now in circulation. It will be remembered that at the Association's meeting on June 5 a resolution was passed to have the secretary communicate with the Minister concerning these bills, which are so much like the one-dollar bills in appearance that in the hurry of making change in the store much annoyance was sometimes caused by taking one for the other.

In reply to this, Mr. Fielding said that there was a vast difference between the two bills, and failed to see how one could possibly be mistaken for the other. However, he was willing to consider the matter, and requested the Association to make some definite statement as to the change they thought necessary in the four-dollar bills. This was deemed fitting, and a committee was appointed to decide on the matter and report.

Several new members were admitted. They were: Maisonneuve & Clouthier, L. Legault, Joseph Laniel, Louis Aumais, H. Legault, Ald. W. Labrache, E. Menard, E. Vallade, Ferron & St. Onge, E. Masse, A. Gaudry, J. A. Lobisseur, Choynette & Dupuis anc H. Benoit.

Every grocer who desires to have the finest goods for his customers will see that he is never without a full stock of:

**COWAN'S** Hygienic and Perfection Cocoa.
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ALL ABSOLUTELY PURE GOODS.

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Have you tried

**"MONTSERRAT"**

**Pure Lime FRUIT Juice**

With Aerated Waters or Water, as a cooling and refreshing beverage at all seasons? If not, try it.

OBTAINABLE FROM GROCERS AND DRUGGISTS

**Montserrat is the best Lime Fruit Juice obtainable.** Analysis in June 1898, pronounces it **25 per cent. stronger** than other juices therefore better value for your money. The small bottle contains **40 drinks** and is equivalent to 30 lemons and much more convenient. A quarter to half a wineglassful in a tumbler of cold water, sweetened to taste, is the most delightful, healthful and economical beverage. "**MONTSERRAT**" is made from **CULTIVATED LIMES.**

**EVANS and SONS, Limited,**
MONTREAL AND TORONTO




**FREE.**

The books which we distribute free are always appreciated by the ladies.

Write and tell us how many you require---Either English or French.

**JOHN DWIGHT & CO.**

**34 Yonge Street, TORONTO, ONT.**

# Graham's Jams, Jellies and Marmalade

are well known all over the Dominion as a **standard of quality.** When ordering try them.

AGENTS:
GEO. J. CLANCY & CO.,
59-61 Front St. E., TORONTO.

***Canada Preserving Company,***
HAMILTON.

JERSEY CREAM—THE ONLY YEAST WITH CREAM IN IT.

With next order have shipped . . .

**1 case Social Flaked Wheat.**
**1 case Social Pastry and Biscuit Flour.**
**1 case Social Buckwheat Flour.**

Coupons in all packages. Your customers will want these goods.
Nothing but purely Canadian Grain used in above goods.

SOCIAL PURE FOOD CO., HAMILTON.

JERSEY CREAM—THE ONLY YEAST WITH CREAM IN IT.

JERSEY CREAM—THE ONLY YEAST WITH CREAM IN IT.

JERSEY CREAM—THE ONLY YEAST WITH CREAM IN IT.



The THISTLE Brand
ARE
HIGH-GRADE
TOMATOES - CORN - PEAS - Etc.
GUARANTEED SECOND TO NONE.
BRIGHTON CANNING CO.

# If You Were Buying

teas you would probably ask for a number of samples and draw them carefully before deciding, but when it comes to buying canned goods how often do you open the cans and examine the contents? And yet **your customers** will have to take your word that these goods are what they want.

Don't you think you ought to **know** what you are selling?

**The Kent Canning Co.,** LIMITED **Chatham, Ont.**

## A DISSERTATION ON CHEESE.

From a Denver Paper.

"THE American people scarcely know as much about the excellence of cheese as a rat," said A. S. Gamblee, representing one of the largest cheese manufacturing concerns in the world, which is located at Toronto, Canada. Mr. Gamblee is in this country to educate the people on the benefits resulting from a more free use of cheese, incidentally to sell his wares, and while in the city is a guest at the Brown Hotel.

"The trouble is," continued Mr. Gamblee, "the American people are not educated to the use of cheese. They nibble at it, and that is about all. They have never understood what cheese is for. Their taste runs more in the line of ordinary staples and they have looked upon cheese as an after-dinner affair; something to come in after the salads and desserts at the late dinner, instead of being a part of the man's meal of the day. The hotel proprietor even knows no better. He gives it as if it were a piece of knick-knack, a something that he had to have on his bill of fare, and the piece that he usually gives a guest will not average any larger than that which one would bait a trap with.

"In every other country but the United States the one item of cheese forms a part of the daily existence. Take the Frenchman and he will make a meal off Roquefort. The Englishman is never without his Cheshire or Stilton, and the laborer of O'd England will have nothing else in his pail but a couple of slices of bread and a pound or more of cheese. The German and Swiss is equally partial to and a daily consumer in large quantities of the Swiss cheese. The Italian must have his Gorgonzola and the Hollander his Edams. The people all are equally as healthy as the Americans, and I have no doubt but that the cheese-eating laborer of the foreign countries is a healther and stronger man. The American has never realized what cheese really is to the line of articles that make up the daily food.

"Cheese is a by-product of the cow; it is next to butter. The manufacture is very simple, and the making up of a cheese to suit the palate is like an old granny making a dumpling—few know how. Cheese is the most nourishing article of diet that could be imagined. There is more nourishment and more muscle-producing qualities in three ounces of cheese than there is in a pound of meat. There is no waste to it. It is all eatable, and while it makes fibre it also produces heat. It is also less injurious to the system than meat.

"It has frequently been said to me that one reason why Americans did not eat cheese so much was because of the strong odor of some of the makes. That is not a reasonable excuse for turning down an article that is so wholesome as cheese. Limburger is not the only cheese made. Others complain of the live germs in some cheese. The American may be too considerate of the possible skippers, but they are a part of the material necessary to nourish the system and not at all as dangerous as the canned goods one buys. It is the process of decay that goes on as the cheese grows older that makes the strong aroma, but in the development of cheese it is the age that improves it—it improves the nourishing qualities, and all dangerous substances that may be in the cheese when it is new are eliminated as it gets older. Good wine and good beer are only attained by age. It is only good articles that benefit.

"I am pleased to say, however, that the American people are being educated to the use of cheese. The consumption the past few years has been increasing at the rate of 100 per cent. per annum, and with the home and foreign demand the manufacturers are unable to keep up. England's trade is showing a great increase. She takes 75 per cent. of the cheese made in Canada and a like share of the production of the United States, while she also draws 50 per cent. of the production of Australia, besides using all made at home. The total annual consumption of England is 6,000,000 boxes, averaging 65 lb. to the box. Last year Canada sent 2,000,000 boxes to England of its total product of 2,500,000 boxes, and none came to the United States. This country sent about 300,000 boxes to England.

"With an education of the value of cheese as a food comes the demand, and we see an increase by the increase in the number of factories. I am of opinion that the tradesmen are also in considerable measure to blame for the poor sales of cheese in this country. They do not keep it properly. They have it exposed, it gets dusty, becomes dry or mouldy, making the package uninviting to the eye and naturally to the taste. There are rules to be followed in the care of cheese that will always make it palatable. It should be kept in a temperature of 50 to 60 deg., then it will continue to improve in quality. There is a butter fat quality in a cheese, which, if it is kept in a dry place, escapes and is never recovered, to the detriment of the cheese.

"Cheese manufaceurers are working on plans that will make cheese more popular. They have concluded that the method of handling in the stores is the basis of the poor sales. The result is that before long you will never more hear of 'twins,' 'Cheddars,' 'stovepipes,' and so on, but instead it will be put up either in sealed tins or jars; no tradesman will ever injure its quality and the demand will thereby increase, and you will have a healthier people. To show you that America is increasing her consumption of cheese, the export figures show that in 1898-99 $4 943,609 worth went out of the country, and in 1900-91 this was reduced to $3.950,999."

[The Mr. Gamblee referred to above is the representative of The A. F. MacLaren Imperial Cheese Co., Limited., Toronto.—Editor CANADIAN GROCER.]

## CURRENCY IN THE YUKON.

UNITED STATES CONSUL H. D. SAYLOR reports from Dawson City, April 29, 1902, that a recent Order-in-Council changes the rate of royalty on the gold output of the Yukon Territory. The present rate is 5 per cent. on all the gold produced by any individual, exceeding a gross output of $5,000 per year. It is now intended to reduce the royalty to 2½ per cent. with no exemption. The consul explains that gold dust is generally used in that section to liquidate debts, and merchantable gold dust, or dust thoroughly cleaned, is worth on an average $16 per ounce. Commercial dust is understood to mean a mixed dust of different creeks, adulterated with black sand or crushed white quartz, which is worth from $14 to $15 per ounce. Every practical miner will, if his dust be above the average in value, sell it to the bank, buy commercial dust at an average of $15 per oz., and pay his creditors with it at the rate of $16 per oz. The merchant, on the other hand, receives for the dust, on exchanging it for currency, only about $14.75 per oz. As the large commercial houses are mainly American and buy their goods in the United States, they will be obliged, under the new order, to lose not only the discount of $1.25 on the dust, but pay the export tax as well; hence, they are endeavoring to force the dust out of circulation. Already, the mechanics in many trades have refused to accept gold dust for wages, and are now paid in currency. In order to put the Territory on a currency basis, if possible, the merchants have decided to accept, after May 1, 1902, merchantable dust at $15 per oz., the merchant to pay the 1½ per cent. export tax.

D. A. Simpson, general merchant, Wardsville, Ont., has sold out to R. Scales.




# See through it?

It doesn't take long to see the advantages of our new **CRYSTAL WASHBOARD.**

You see it here as it is now made with its new crimp, and finished frame. It is better than the old board in many ways. Never rusts or flattens, cannot tear clothes, is always clean and sanitary, will stand hot and cold water, and never wears out.

Costs less than any other really good board on the market. Sells easily, because housekeepers recognize its good points at a glance.

We would like to quote you.

---

## Taylor, Scott & Co.

TORONTO.

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# PURE GOLD PRESERVES

will this year be the finest line for **style** and **quality** in the Empire. Positively no fillers, but absolutely pure goods.

"Keep the money at home."

## PURE GOLD CO., TORONTO.

# An Honest Grocer

need never blush to hand a woman Sunlight Soap as the best he has to offer, simply because a better laundry soap could not be made, and the grocer knows that Sunlight is the only advertised soap that his customer can never accuse him of overcharging on "cut store" prices. Sunlight soap is never "cut."

Sunlight soap has a written agreement with each customer against cutting.

LEVER BROTHERS LIMITED, TORONTO [712]

# CURRENT MARKET QUOTATIONS

July 10, 1902.

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, St. John, N.B., and Halifax. The prices are solicited for publication, and are of such quantities and qualities as are usually ordered by retail dealers on the usual terms of credit. For Winnipeg market report and prices, see page 33.

Goods in large lots and for prompt pay are generally obtainable at lowest prices.

All quotations for staple products are under the direct control of the Editors, who call daily upon all the leading houses in the principal centres.

| BUTTER, CHEESE AND EGGS | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| Dairy, choice, large rolls, lb. | $..... | $0 18 | $ 14 | $0 15 | $..... | $0 17 |
| " " pound blocks | 17 | 18 | 15 | 16 | 17 | 18 |
| " tubs, best | 16 | 17 | ..... | 15 | 16 | 17 |
| " tubs, inferior | 14 | 16 | 12 | 13 | 12 | 13 |
| Creamery, boxes | 19 | 19½ | 19 | 20 | 20 | 23 |
| " prints | .. .. | 20¼ | 19 | 21 | 22 | 24 |
| Cheese, new, per lb | 9¼ | 9⅝ | 9¾ | 10 | 10 | 10½ |
| Eggs, new laid, per doz | 12½ | 13¾ | 15 | 15½ | 13 | 14 |
| **CANNED GOODS** | | | | | | |
| Apples, 3's | ..... | 1 10 | 90 | 1 00 | 1 00 | 1 10 |
| " gallons | 2 95 | 3 00 | 2 65 | 2 75 | 2 70 | 2 80 |
| Asparagus | 2 20 | 2 25 | 2 00 | 2 40 | ..... | ..... |
| Beets | 1 00 | 1 00 | 90 | 1 00 | ..... | 1 10 |
| Blackberries, 2's | ..... | 1 30 | 1 40 | 1 70 | 1 50 | 1 80 |
| Blueberries, 2's | 92½ | 85 | 80 | 85 | 95 | 1 00 |
| Beans, 2's | 80 | 90 | 70 | 5 | 90 | 95 |
| Corn, 2's | 82½ | 85 | 65 | 90 | 85 | 90 |
| Cherries, red, pitted, 2's | 2 25 | 2 30 | 2 10 | 2 25 | 2 30 | 2 40 |
| " white | 2 25 | 2 30 | 2 00 | 2 25 | ..... | ..... |
| Peas, 2's | 82½ | 85 | 82½ | 87 | 85 | 90 |
| " sifted | 95 | 1 05 | 90 | 1 00 | 1 10 | 1 15 |
| " extra sifted | 1 05 | 1 15 | 1 20 | 1 25 | 1 20 | 1 25 |
| Pears, Bartlett, 2's | 1 50 | 1 60 | ..... | 1 50 | 1 75 | 1 80 |
| " " 3's | 1 90 | 2 00 | 2 00 | 2 40 | 2 00 | 2 25 |
| Pineapple, 2's | 2 00 | 2 40 | 2 25 | 2 50 | 2 15 | 2 25 |
| " 3's | 2 25 | 2 40 | 2 50 | 2 60 | 2 50 | 2 60 |
| Peaches, 2's | 1 75 | 1 85 | 1 75 | 1 90 | ..... | 1 75 |
| " 3's | 2 60 | 2 70 | 2 50 | 2 75 | 2 70 | 2 80 |
| Plums, green gages, 2's | 1 30 | 1 35 | 1 10 | 1 25 | 1 30 | 1 60 |
| " Lombard | 1 20 | 1 25 | 1 00 | 1 10 | 1 30 | 1 50 |
| " Damson, blue | 1 00 | 1 25 | ..... | 1 00 | 1 10 | 1 30 |
| Pumpkins, 3's | ..... | 85 | ..... | 90 | 90 | 1 00 |
| " gallon | ..... | ..... | 2 10 | 2 25 | 2 10 | 2 25 |
| Raspberries, 2's | 1 40 | 1 50 | 1 60 | 1 80 | 1 70 | 1 75 |
| Strawberries, 2's | 1 50 | 1 75 | 1 60 | 1 75 | 1 50 | 1 75 |
| Succotash, 2's | 1 00 | 1 25 | ..... | 1 15 | 1 10 | 1 15 |
| Tomatoes, 2's | 97½ | 1 00 | 1 10 | 1 20 | ..... | 1 00 |
| Lobster, talls | 2 75 | 3 20 | ..... | 3 25 | 2 50 | 3 25 |
| " 1-lb. flats | 3 00 | 3 75 | 3 50 | 3 70 | ..... | 1 25 |
| " ½-lb. flats | 1 75 | 1 85 | 1 75 | 1 80 | ..... | 1 75 |
| Mackerel | 1 00 | 1 10 | 1 15 | 1 25 | 1 35 | 1 45 |
| Salmon, sockeye, Fraser | 1 35 | 1 40 | 1 35 | 1 45 | 1 50 | 1 75 |
| " " Northern | ..... | ..... | 1 25 | 1 30 | 1 15 | 1 25 |
| " " Horseshoe | ..... | ..... | 1 42½ | 1 45 | ..... | .. .. |
| " Cohoes | 1 00 | 1 15 | 1 05 | 1 15 | 1 00 | 1 10 |
| Sardines, Albert, ¼'s | 12 | 12½ | 12½ | 13 | 14 | 15 |
| " " ½'s | 20 | 21 | 20 | 21 | 20 | 21 |
| " Sportsman, ¼'s | 11¼ | 12 | ..... | 12½ | ..... | 13 |
| " " ½'s | 19 | 20 | ..... | 21 | 20 | 21 |
| " key opener, ¼'s | 9 | 11 | 10½ | 11 | 16 | 18 |
| " " ½'s | ..... | 18 | 18½ | 23 | 10 | 11 |
| " P. & C., ¼'s | 20 | 22½ | 23 | 25 | 23 | 25 |
| " " ½'s | 27½ | 30 | 33 | 36 | 33 | 36 |
| " Domestic, ¼'s | 4 | 4¼ | 4 | 4½ | 4 | 4¼ |
| " " ½'s | 7 | 8 | 9 | 11 | ..... | ..... |
| " Mustard, ¼ size, cases 50 tins, per 100 | 7 50 | 11 00 | 8 50 | 9 00 | 8 00 | 9 00 |
| Haddies | ..... | 1 00 | 1 00 | 1 10 | 1 00 | 1 10 |
| Kippered Herrings | 1 00 | 1 85 | 1 00 | 1 55 | 1 00 | 1 10 |
| Herring in Tomato Sauce | 1 00 | 1 55 | 1 00 | 1 70 | ..... | 2 00 |
| **CANDIED PEELS** | | | | | | |
| Lemon, per lb | ..... | 10½ | 10 | 12½ | 12 | 13 |
| Orange, " | ..... | 11 | 11 | 13 | 12 | 13 |
| Citron, " | ..... | 15 | 15 | 18 | 15 | 17 |
| **GREEN FRUITS** | | | | | | |
| Oranges, Valencias, per case | ..... | ..... | ..... | 5 50 | 6 00 | 6 50 |
| " Sorrentos | ..... | ..... | ..... | 4 00 | ..... | ..... |
| Pineapples, case | ..... | ..... | 3 00 | 3 50 | 3 50 | 4 00 |
| Cucumbers, per doz | 0 35 | 0 60 | 0 75 | 1 50 | 75 | 1 00 |
| Lemons, Messina, per box | 2 00 | 3 00 | ..... | 3 50 | 3 50 | 4 50 |
| Bananas, First, per bunch | 1 25 | 2 00 | 1 25 | 2 25 | 1 50 | 2 25 |
| Apples, per bbl | 5 00 | 6 50 | ..... | ..... | ..... | ... |
| Cocoanuts, per 100 | ..... | 3 25 | ..... | 3 50 | 3 25 | 3 50 |
| Tomatoes, per case | 3 25 | 3 75 | ..... | 1 25 | 3 00 | 3 50 |
| Sweet Potatoes, per bbl | ..... | 4 00 | ..... | ..... | ..... | ..... |
| Strawberries, per quart | 0 05 | 0 07 | 0 02 | 0 05 | 10 | 12 |
| Can. Cherries, per basket | ..... | ..... | ..... | 0 75 | ..... | ..... |
| Watermelons, each | 35 | 40 | 0 35 | 0 40 | ..... | ..... |
| Canteloupes, or muskmelons, per crate | ..... | 3 50 | ..... | 5 00 | ..... | ..... |
| **SUGAR** | | | | | | |
| Granulated St. Law'ce and Red | ..... | 3 65 | ..... | 3 73 | ..... | |
| Granulated, Acadia | ..... | 3 60 | ..... | 3 68 | ..... | 3 75 |
| Paris lump, bbls. and 100-lb. bxs | ..... | 4 20 | ..... | 4 23 | ..... | 4 55 |
| " in 50-lb. boxes | ..... | 4 30 | ..... | 4 33 | 4 65 | 4 75 |
| Extra Ground Icing, bbls. | ..... | 4 20 | ..... | 4 55 | ..... | ..... |
| Powdered, bbls | ..... | 3 85 | ..... | 4 30 | 5 50 | 5 80 |
| Phœnix | ..... | 3 45 | ..... | 3 53 | ..... | ..... |
| Cream | ..... | 3 40 | ..... | 3 48 | ..... | ..... |
| Extra bright coffee | ..... | 3 55 | ..... | 3 68 | ..... | ..... |
| Bright coffee | ..... | 3 40 | ..... | 3 48 | ..... | ..... |
| Bright yellow | ..... | 3 35 | ..... | 3 43 | ..... | 3 45 |
| No. 3 yellow | ..... | 3 30 | ..... | 3 38 | ..... | ..... |
| No. 2 yellow | ..... | 3 10 | ..... | 3 18 | ..... | |
| No 1 yellow | ..... | 3 00 | ..... | 3 08 | ..... | 3 15 |

| HARDWARE PAINTS AND OILS | Montreal. | | Toronto. | | St. John Halifax. | |
|---|---|---|---|---|---|---|
| Wire nails, base | ..... | $2 55 | ... .. | $2 55 | ..... | $3 20 |
| Cut nails, base | ..... | 2 35 | ..... | 2 35 | ..... | 2 85 |
| Barbed wire, per 100-lb. | ..... | 3 00 | ..... | 3 00 | 3 50 | 3 75 |
| Smooth Steel Wire, base | ..... | 2 60 | ..... | 2 60 | ..... | ..... |
| White lead, Pure | ..... | 5 87½ | ..... | 5 87½ | ..... | 6 50 |
| Linseed oil, 1 to 2 bbls., raw | ..... | 82 | ..... | 81 | ..... | 85 |
| " " boiled | ..... | 85 | ..... | 84 | ..... | 88 |
| Turpentine, single bbls. | ..... | 67 | ..... | 70 | ..... | 75 |
| Benzine, in bbls., per gal | ..... | ..... | ..... | 17 | ..... | 19½ |
| **SYRUPS AND MOLASSES** | | | | | | |
| Syrups— | | | | | | |
| Dark | ..... | 1⅞ | ..... | ..... | | |
| Medium | ..... | 2½ | 30 | 32 | ..... | ..... |
| Bright | ..... | 2⅝ | 35 | 37 | ..... | ..... |
| Corn Syrup, barrel, per lb. | .... | 3½ | ..... | 3½ | ..... | ..... |
| " " ½ bbls. " | ..... | 3⅝ | ..... | 3⅝ | ..... | ..... |
| " " kegs " | ..... | 3¾ | ..... | 3¾ | ..... | ..... |
| " " 3 gal. palls, each | ..... | 1 60 | ..... | 1 60 | ..... | ..... |
| " " 2 gal. " " | ..... | 1 20 | ..... | 1 20 | ..... | ..... |
| Honey | ..... | ..... | ..... | 40 | ... | ..... |
| " 25-lb. palls | ..... | 1 05 | ..... | 1 00 | ..... | ..... |
| " 38-lb. palls | ..... | 1 0 | ..... | 1 40 | ..... | ..... |
| Molasses— | | | | | | |
| New Orleans, medium | 22 | 30 | 25 | 30 | 28 | 30 |
| " " Open kettle | ..... | ..... | 40 | 50 | ..... | ..... |
| Barbadoes | 22 | 24 | ..... | 32 | 24 | 25 |
| Porto Rico | ..... | 38 | 38 | 42 | 30 | 32 |
| **CANNED MEATS** | | | | | | |
| Comp, corn beef, 1-lb. cans | 1 55 | $1 65 | $1 55 | $1 65 | $1 55 | $1 60 |
| " " 2-lb. cans | 2 75 | 3 00 | 2 85 | 3 00 | 2 80 | 2 90 |
| " " 6-lb. cans | 7 90 | 9 60 | ..... | 8 25 | 8 75 | 9 25 |
| " " 14-lb. cans | 16 50 | 23 00 | ..... | 19 50 | 20 00 | 21 00 |
| Minced collops, 2-lb. can | ..... | 2 75 | ... .. | 2 60 | 2 50 | 2 80 |
| Lunch tongue, 1-lb. can | 3 00 | 3 90 | ..... | 3 00 | 3 00 | 3 25 |
| " " 2-lb. can | 6 00 | 7 90 | ..... | 7 00 | 6 80 | 7 00 |
| English brawn, 2-lb. can | 2 40 | 2 75 | ..... | 2 45 | 2 75 | 2 80 |
| Camp sausage, 1-lb. can | ..... | ..... | ..... | 2 50 | 2 50 | ..... |
| " " 2-lb. can | ..... | ..... | ..... | 4 00 | 4 00 | ..... |
| Soups, assorted, 1-lb. can | 1 15 | 1 50 | ..... | 1 50 | 1 40 | |
| " " 2-lb. can | 2 40 | 2 45 | ..... | 2 20 | 2 25 | |
| Soups and Boull, 2-lb. can | 1 75 | 2 50 | ..... | 1 80 | 1 75 | |
| " " 6-lb. can | 3 50 | 5 85 | ..... | 4 50 | 4 25 | 4 50 |
| Sliced smoked beef, ½'s | 1 65 | 1 70 | 1 65 | 1 70 | ..... | 2 00 |
| " " 1's | 2 75 | 3 10 | 2 80 | 2 95 | ..... | 3 25 |
| **FRUITS** | | | | | | |
| Dried— | | | | | | |
| Currants, Provincials, bbl | ..... | ..... | ..... | ..... | ..... | ..... |
| " Filiatras, cases | ..... | 5¾ | 5¾ | 6 | ..... | ..... |
| " " ½-cases | 5⅛ | 5⅜ | 5¾ | 6 | ..... | ..... |
| " Patras, cases | ..... | 6 | 6½ | 7 | ..... | ..... |
| " " ½-cases | ..... | 6 | 6¼ | 7 | ..... | ..... |
| Amalias | 6⅜ | 7 | 7 | 7⅞ | ..... | 6½ |
| Vostizzas, cases | . .. | 7⅝ | 8 | 8½ | ..... | ..... |
| Dates, Hallowees | ..... | 4¼ | ..... | 4½ | ..... | 4⅝ |
| " Sairs | ..... | 3⅜ | ..... | 4¼ | ..... | 4 |
| Figs, Elemes | ..... | 1 00 | 8 | 18 | 8 | 10 |
| " Mats, per lb | 3 | 3¼ | ..... | 3¼ | ..... | ..... |
| " Tapnets | ..... | 3 30 | ..... | 3½ | ..... | ..... |
| " Naturals | ..... | ..... | 3¼ | 4 | ..... | ..... |
| Prunes, California, 30's | ..... | ... | ..... | ..... | 10 | 12 |
| " " 40's | ..... | 8½ | 8¾ | 10 | 9 | 9½ |
| " " 50's | ..... | 8¼ | 8 | 8½ | 8½ | 9 |
| " " 60's | ..... | 8 | 7½ | 8 | 8 | 8½ |
| " " 70's | ..... | 7½ | 6¾ | 7½ | 7½ | 8 |
| " " 80's | ..... | 7 | 6½ | 7 | 7 | 7½ |
| " " 90's | ..... | 6½ | 5¼ | 5½ | 6½ | 7 |
| " " 100's | ..... | 6 | ..... | 5 | 6 | 6½ |
| " Bosnia, A's | ..... | ..... | ..... | 5 | ..... | ..... |
| " " B's | ..... | ..... | 7½ | 8 | ..... | ..... |
| " " U's | ..... | 5 | 6¼ | 6½ | ..... | ..... |
| " French, 50's | ..... | ..... | ..... | ..... | ..... | ..... |
| " " 110's | ..... | 5 | ..... | ..... | ..... | ..... |
| Raisins, Fine off stalk | .... | 6¼ | 6½ | 7 | ..... | 5 |
| " Selected | ..... | 6⅝ | 8 | 8½ | 5½ | 6 |
| " Selected layers | 6½ | 7 | .... | 8½ | 6½ | 7 |
| " Sultanas | ..... | 8 | 8½ | 12 | 10 | 12 |
| " California, 2-crown | 5 | 5½ | ..... | ..... | 6⅜ | 6⅝ |
| " " 3-crown | 7¼ | 7¾ | ..... | ..... | 8 | 8⅛ |
| " " 4-crown | 7¾ | 8 | ... | ..... | 8½ | 8 |
| " " 1's seeded, 3-cr. | 9½ | 10 | 8½ | 10 | 9½ | 10½ |
| " Empire clusters | 1 50 | 1 60 | ..... | 2 60 | | 2 00 |
| " Black baskets | ..... | ..... | ..... | 2 25 | 2 00 | 2 25 |
| " Extra clusters | ..... | ..... | ..... | 3 35 | ..... | 2 50 |
| " Dehesa clusters | ..... | ..... | ..... | 3 10 | 3 00 | 3 50 |
| " Royal B. clusters | 3 25 | 3 30 | ..... | 5 00 | | |
| " Connoisseurs cl'str's | ..... | ..... | ..... | 2 10 | ..... | ..... |
| " Excelsior clusters | ..... | ..... | .. | 4 60 | ..... | ..... |
| Evaporated apples | ..... | ..... | 10½ | 11 | ..... | ..... |
| Dried " | ..... | ..... | ▮ | 6½ | ..... | ..... |
| **PROVISIONS** | | | | | | |
| Dry Salted Meats— | | | | | | |
| Long clear bacon | . .... | 12 | 11 | 11½ | ..... | ..... |
| Smoked meats— | | | | | | |
| Breakfast bacon | ..... | 15½ | 14½ | 15 | | ..... |
| Rolls | ..... | 12½ | 12 | 12½ | 11 | 12 |
| Medium Hams | ..... | 14 | 13½ | 14 | 14 | 15 |
| Large Hams | ..... | 13 | 12½ | 13 | ..... | ... .. |
| Shoulder hams | ..... | 13 | ..... | 11 | ..... | .... |
| Backs | ..... | 15 | 14½ | 15 | ..... | ..... |
| Meats out of pickle 1c. less. | | | | | | |
| Barrel Pork— | | | | | | |
| Canadian heavy mess | ..... | 23 00 | ..... | 21 50 | 21 50 | 22 50 |
| " short cut | 21 50 | 22 00 | 23 00 | 23 50 | 23 00 | 24 00 |
| Plate beef | 12 50 | 13 50 | ... | 13 00 | 14 00 | 16 00 |
| Lard, tierces, per lb | ..... | 11 | 11 | 11¼ | 11¾ | 12¼ |
| Tubs | ..... | 11¾ | 11¼ | 11⅜ | 12¼ | 12¾ |
| Palls | 11 | 12 | 11⅜ | 11¾ | 12⅜ | 13 |

# English Malt Vinegar

SIR ROBERT BURNETT & CO., LONDON, ENGLAND.

**Shippers of the Finest English Malt Vinegar.**

## JOHN HOPE & CO., MONTREAL.

Sole Agents for Canada.

**By Special Appointment to His Majesty King Edward VII.**

## *CANTRELL & COCHRANE,*

*DUBLIN and BELFAST.*

**C. & C. "Ginger Ale"** **C. & C. "Club Soda"** **C. & C. "Royal Seltzer"**

C. & C. have been awarded 33 Gold and Prize Medals for special excellence and superiority of manufacture.

JOHN HOPE & CO., MONTREAL, - - SOLE AGENTS FOR CANADA.


| COFFEE | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| Green— | | | | | | |
| Mocha | ..... | 24 | 23 | 28 | 25 | 30 |
| Old Government Java | ..... | 27 | 22 | 30 | 25 | 30 |
| Rio | ..... | 10 | 7 | 12 | 12 | 13 |
| Santos | ..... | ... | 9½ | 10¾ | ..... | ..... |
| Plantation Ceylon | ..... | 29 | 26 | 30 | 28 | 31 |
| Porto Rico | ..... | ..... | 22 | 25 | 24 | 25 |
| Gautemala | ..... | ..... | 22 | 25 | 24 | 26 |
| Jamaica | ..... | 18 | 15 | 20 | 18 | 22 |
| Maracaibo | ..... | 18 | 18 | 18 | 17 | 18 |
| **NUTS** | | | | | | |
| Brazil | 11¾ | 12½ | 15 | 16 | ..... | 15 |
| Valencia shelled almonds | 26 | 27 | 30 | 35 | 30 | 35 |
| Tarragona almonds | 12 | 13 | ..... | 11½ | 12 | 13 |
| Formegetta almonds | ..... | ..... | ..... | 10½ | ..... | ..... |
| Jordan shelled almonds | ..... | 42 | 40 | 43 | ..... | ..... |
| Peanuts (roasted) | 7½ | 8 | 8 | 10 | 9 | 10 |
| " (green) | 6¾ | 7¾ | 7 | 9 | ..... | ..... |
| Cocoanuts, per sack | ..... | 3 00 | ..... | 3 75 | 3 50 | 4 00 |
| " per doz | ..... | ..... | ..... | 60 | 60 | 70 |
| Grenoble walnuts | 10 | 10½ | ..... | 10¾ | 11 | 12 |
| Marbot walnuts | ..... | 10 | 9½ | 10½ | ..... | ..... |
| Bordeaux walnuts | ..... | 9 | ... | 8 | 8½ | 9 |
| Sicily filberts | 8¾ | 9¾ | 9½ | 10½ | 8½ | 9 |
| Naples filberts | ..... | ..... | ..... | ..... | 10 | 11 |
| Pecans | 15 | 16 | 13 | 15 | 13 | 14 |
| Shelled Walnuts | 16½ | 17½ | 18 | 23 | ..... | 25 |
| **SODA** | | | | | | |
| Bi-carb, standard, 112-lb. keg | 1 65 | 1 80 | 2 00 | 2 25 | 1 70 | 1 75 |
| Sal soda, per bbl | 70 | 75 | 80 | 90 | 85 | 90 |
| Sal Soda, per keg | 95 | 1 00 | ..... | 1 00 | 95 | 1 00 |
| **SPICES** | | | | | | |
| Pepper, black, ground, in kegs | | | | | | |
| pails, boxes | 16 | 18 | ..... | 18 | 14 | 15 |
| " in 5-lb. cans | 14 | 17 | ..... | 19 | 15 | 16 |
| " whole | 15 | 17 | ..... | 19 | 12 | 13 |
| Pepper, white, ground, in kegs | | | | | | |
| pails, boxes | 26 | 27 | 26 | 27 | 24 | 28 |
| " 5-lb. cans | 25 | 26 | 25 | 26 | 20 | 32 |
| " whole | 23 | 25 | 23 | 25 | 20 | 32 |
| Ginger, Jamaica | 19 | 25 | 22 | 25 | 20 | 25 |
| Cloves, whole | 12 | 30 | 14 | 35 | 18 | 20 |
| Pure mixed spice | 25 | 30 | 25 | 30 | 25 | 30 |
| Cassia | 18 | 18 | 20 | 40 | 16 | 20 |
| Cream tartar, French | ..... | 25 | 24 | 25 | 20 | 22 |
| " " best | ..... | 28 | 25 | 30 | 25 | 30 |
| Allspice | 10 | 15 | 13 | 16 | 16 | 18 |
| **WOODENWARE** | | | | | | |
| Pails No. 1, 2-hoop | ..... | 1 65 | ..... | 1 55 | ..... | 1 90 |
| " " 3-hoop | ..... | 1 80 | ..... | 1 70 | ..... | 2 05 |
| " half, and covers | ..... | 1 65 | ..... | 1 60 | ..... | 1 75 |
| " quarter, jam and covers | ... | 1 15 | ..... | 1 10 | ... | 1 45 |
| " candy, and covers | 2 50 | 2 90 | ..... | 2 40 | ..... | 3 20 |
| Tubs No. 0 | 10 00 | 10 15 | ..... | 8 50 | ..... | 11 00 |
| " " 1 | 8 00 | 8 15 | ..... | 7 00 | ..... | 9 00 |
| " " 2 | 7 00 | 7 15 | ..... | 6 00 | ..... | 8 00 |
| " " 3 | | 6 15 | ..... | 5 25 | ..... | 7 00 |

| PETROLEUM | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| Photogene | ..... | ..... | 17 | 17½ | ..... | ..... |
| Canadian water white | 14½ | 15½ | ..... | 16 | 16½ | 17 |
| Sarnia water white | 16 | 17 | 16½ | 17 | 16½ | 17 |
| Sarnia prime white | ..... | 16 | 15 | 15½ | 16½ | 17 |
| American water white | ..... | 19 | 17½ | 18 | 17½ | 18 |
| Pratt's Astral (barrels extra) | 18½ | 19 | 17 | 17½ | 18½ | 19 |
| **TEAS** | | | | | | |
| Black— | | | | | | |
| Congou—Half-chests Kaisow. | | | | | | |
| Moning, Paking | 13 | 60 | 12 | 60 | 11 | 40 |
| Caddies Paking, Kaisow | 17 | 40 | 18 | 50 | 15 | 4 |
| Indian—Darjeelings | 35 | 55 | 35 | 55 | 30 | 50 |
| Assam Pekoes | 30 | 40 | 20 | 40 | 15 | 30 |
| Pekoe Souchong | 18 | 25 | 18 | 25 | 17 | 24 |
| Ceylon—Broken Pekoes | 35 | 42 | 35 | 42 | 34 | 40 |
| Pekoes | 20 | 30 | 20 | 30 | 20 | 30 |
| Pekoe Souchong | 17½ | 40 | 17 | 35 | 17 | 35 |
| China Greens— | | | | | | |
| Gunpowder—Cases, extra first | 42 | 50 | 42 | 50 | ..... | ..... |
| Half-chests, ordinary firsts | 22 | 28 | 22 | 28 | ..... | ..... |
| Young Hyson—Cases, sifted extra firsts | 42 | 50 | 42 | 50 | ..... | ..... |
| Cases, small leaf, firsts | 35 | 40 | 35 | 40 | ..... | ..... |
| Half-chests, ordinary firsts | 22 | 38 | 28 | 38 | ..... | ..... |
| Half-chests, seconds | 17 | 19 | ..... | 23 | ..... | ..... |
| " thirds | 15 | 17 | 16 | 18 | ..... | ..... |
| " common | 13 | 14 | 14 | 15 | ..... | ..... |
| Pingsueys— | | | | | | |
| Young Hyson, ½-chests, firsts | 28 | 33 | 38 | 32 | 30 | 40 |
| " " " seconds | 16 | 19 | 16 | 19 | ..... | ..... |
| " Half-boxes, firsts | 28 | 32 | 28 | 32 | ..... | ..... |
| " " seconds | 16 | 19 | 16 | 19 | ..... | ..... |
| Japans— | | | | | | |
| ½-chests, finest May pickings | 38 | 40 | 38 | 40 | ..... | ..... |
| Choice | 32 | 36 | 33 | 37 | ..... | ..... |
| Finest | 28 | 30 | 30 | 32 | ..... | ..... |
| Fine | 25 | 27 | 27 | 30 | ..... | ..... |
| Good medium | 22 | 24 | 25 | 28 | ..... | ..... |
| Medium | 19 | 20 | 21 | 23 | ..... | ..... |
| Good common | 16 | 18 | 19 | 20 | ..... | ..... |
| Common | 13 | 15 | 17 | 19 | ..... | ..... |
| Nagasaki, ½-chests, Pekoe | 18 | 22 | ..... | ..... | ..... | ..... |
| " " Oolong | 14 | 15 | ..... | ..... | ..... | ..... |
| " " Gunpowder | 18 | 19 | ..... | ..... | ..... | ..... |
| " " Siftings | 7½ | 11 | ..... | ..... | ..... | ..... |
| **RICE, MACARONI, SAGO, TAPIOCA.** | | | | | | |
| Rice—Standard B | 3 00 | 3 10 | ..... | 3½ | 3 25 | 3 40 |
| Patna, per lb | 4 25 | 4 50 | 4¾ | 5 | 5 | 6 |
| Japan | 4 40 | 4 90 | 5½ | 6 | 5 | 6 |
| Imperial Seeta | 4 60 | 4 90 | 4⅞ | 5½ | 5 | 6 |
| Extra Burmah | ..... | ..... | 4¼ | 4¾ | 4 | 5 |
| Java, extra | ..... | 5¾ | 6 | 6½ | 6 | 7 |
| Macaroni, dom'ic, per lb., bulk | 3¾ | 4¼ | ..... | 7½ | ..... | ..... |
| " imp'd, 1-lb. pkg., French | 8 | 12 | 9 | 10 | ..... | ..... |
| " " " Italian | 8 | 10 | 11 | 12½ | ..... | ..... |
| Sago | 3¼ | 3½ | 3¾ | 4¼ | 4¼ | 5 |
| Tapioca | 3½ | 3½ | 3½ | 3¾ | 4¼ | 5 |

THE TIME TO INSURE IS

**NOW**

While you are WELL, STRONG and INSURABLE.

THE

# Confederation Life

ASSOCIATION issues policies on all approved plans of Insurance, and is a prosperous and progressive Canadian Company.

PROTECTION FOR YOUR FAMILY.
PROFITABLE INVESTMENT FOR YOURSELF.

Pamphlets and full information sent on application.

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W. C. MACDONALD, ACTUARY.

J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO.






Hock Style
(Imperial Pint)

# 14 Years' Experience

in refining and bottling Lime Juice with up-to-date methods and latest improved apparatus, using nothing but the best Crude Juice as our raw material, enables us to put on the market **THE BEST VALUE** in bottled and bulk Lime Juice. Our prices are reasonable, consistent with high quality, and at the same time little more than half the cost of imported brands of equal quality.

**NOW,** as the hot weather will soon be with us, do not hesitate to stock our

# "Sovereign" Lime Juice

You stand to win a good profit, without chance of loss, as we guarantee every bottle. . . . .

**SIMSON BROS. CO., Limited,**
Wholesale Druggists,
HALIFAX, N. S.






## TO ERR IS HUMAN, BUT NOT MECHANICAL.

The best of us will often make mistakes, it is but human! And how often we have regretted some silly blunder which has cost us dear!

THE WILSON COMPUTING SCALE CANNOT MAKE A MISTAKE

This is where the mechanical has the advantage over the human. It must calculate accurately, and it does; and not only does it do this, but it weighs accurately, too. Saves you its price in a few months.

FULL PARTICULARS, WITH OUR SPECIAL EASY-TERM OFFER, FOR THE ASKING.

**C. WILSON & SON,** 69 Esplanade St. E., TORONTO



# Gillard's Sauce

Is still the best and cheapest.

# Gillard's Pickle

The most delicious English pickle made.

We beg to notify that we have appointed Messrs. Hilton, Gibson & Co., of Winnipeg, as our agents for Manitoba and the Northwest Territories.

**GILLARD & CO., Limited, LONDON, ENG.**

# How to Succeed.

**A Business Man's View.**

AN address was recently delivered in London, Eng., before a gathering of young men. The speaker was a well-known business man, and his remarks were so interesting and valuable that "The Grocer" takes pleasure in reproducing a few of the most pointed of them :

YOUTH IS YOUR PRESENT GLORIOUS POSSESSION

Value it. It is a time of vision—when we build our castles, and weave our romances, and dream our dreams ; but it is also a time of possibility, of special opportunity, of enthusiasm, of quickened and unbounded life, when our characters are formed, and our destinies are determined. For, although I believe "there is a divinity that shapes our ends," I also believe that we ourselves have much to do in shaping our ends and determining our destiny.

And with this consciousness, I want for a few minutes to stand with you upon life's threshold, and to ask the question, "What are you going to make of life? How can you succeed?" For, I take it, we shall be in general agreement when I submit that it should be the resolute determination of every young man to succeed in life. He should early form a lofty and noble purpose, and then pursue it with persevering and courageous tenacity. A drifting, aimless life is a sorry spectacle. A youth without a definite aim is like a ship upon the ocean without rudder or compass, at the mercy of the wild tempestuous sea. It is impossible to overestimate the importance of having

A WELL-DEFINED, NOBLY CONCEIVED AIM

Let our aspirations soar high. We may probably fall short of them, but it is gloriously possible that we may rise above them, and it is absolutely certain that the higher our ideal the higher will be our life.

But supposing we have formed a life purpose, and that it is worthy of our best powers of mind and heart, the question naturally arises : How is success to be attained ?

Well, first of all, it is not to be attained by merely desiring it. We do well to fix this in our mind as an unalterable fact. Visions never evolve into fulfillment except as they are translated into the practical details of daily duty. No man ever yet became successful by dreamingly contemplating his ideal.

Nor is success secured by spasmodic effort. Dash and brilliance may captivate and dazzle, and suggest in the minds of some great promise, but observation and experience show that permanent success is not achieved by fitful and capricious endeavor. There is no royal road to success. The road we have to travel is the highway of life, which is the common heritage of all mankind.

So then for our encouragement let us remember that

SUCCESS IS POSSIBLE TO ALL.

There is an open competition for the world's prizes. It is not, however, absolutely certain that we shall attain success. Many worthy and good men fail - we may ; but it is nevertheless our duty as well as our right to strive for it, and to do all within our power to secure it.

'Tis not in mortals to command success,
But we'll do more . . . . deserve it.

Let us see that if we do not succeed the fault shall not be ours.

I have closely observed young men for nearly 30 years, and have mixed intimately with them during that period spent in the heart of city life. I have seen men succeed, and I have seen men fail. And in most, if not in all cases, success has been achieved or failure experienced through circumstances largely within the control of the individuals themselves.

First, I would suggest that no man is likely to succeed who does not throw his heart and soul into his work.

HALF-HEARTEDNESS IS FATAL TO SUCCESS.

Said one to me who had attained great proficiency in the art of elocution, "The secret is to lose yourself in the piece that you are rendering." And so it is.

The reason why many young men do not make headway is because they lack spirit and grit. They appear to manifest no interest in what they are doing, and perform their duties in a listless, apathetic way. It is with them, so much work for so much wage. Not how much, but how little they can do. Their thought is rather for the hour of leaving the office or warehouse than to excel in the duties entrusted to them. How can such reasonably expect promotion or advancement ? or be surprised when they are passed over and others selected ? No, depend upon it, life's prizes are not thus won. We must put our heart and soul into our work if we are to succeed in it.

Self-improvement is another condition of success. We do wisely to acquire all the knowledge we can of the particular work in which we are engaged. There is always room for the man of ideas. So let us cultivate

AN INQUIRING MIND.

Be on the alert for information. Not be above being told. Let us take pains, do our best, and be ever seeking to fit ourselves for some higher niche. As a rule, such men are not overlooked. Let us perform our duties faithfully and well, not so much for the purpose of securing success, as for inward satisfaction, and the commendation of our own conscience. The conscientious performance of present duty is a never-failing preparation for some higher sphere.

Further, in the pursuit of success, punctuality must be cultivated and exercised. An unreliable man cannot expect to succeed ; he does not deserve to do so. So I would that we should say to one another, "Be punctual. Keep your engagements." It has been well said that "Punctuality is the jewel on which the whole machinery of successful industry may be said to turn." Lord Nelson once remarked that he owed all his success in life to his being ready for every appointment a quarter of an hour beforehand.

But there is a further point I would strongly emphasize, and that is perseverance, without which lasting success is absolutely impossible. Many men of ordinary abilities, by their

PERSEVERING APPLICATION TO DUTY

have risen to honorable and distinguished positions, while others, possessed of exceptional capabilities, through lack of this essential quality have failed to make their mark in life. It is the man who, to use Abraham Lincoln's wise maxim, keeps on "pegging away," that is most likely to achieve success. Do not let us, therefore, be easily discouraged, but rather regard every difficulty as an obstacle to be overcome, and as a stepping-stone to further achievement. Never give up. What appears insurmountable to-day may be comparatively easy to-morrow. Do not make the fatal and disappointing mistake that success is to be attained without effort and difficulty. You cannot pluck the fruit of success without climbing the tree, and the fruit cannot be reached without difficulty oft repeated.

No man can be really successful unless he strives after and cultivates true nobility of character. He may win the world's prizes, and attain brilliant success, according to the world's verdict, but is is the "conscience void of offence toward God and man" that will yield real happiness, and it is the life dominated by Christian principles that is the successful life indeed. My closing word, therefore, is, "Keep your record clean."

"'Tis not in mortals to command success, but we'll deserve it."

# JAPAN TEAS

We have still some full lines to offer at small advance on last season's cost, and they look like a purchase. . . . . .

P.S.—In store to-day, Pure CASTILE Soap from Boiffels & J.-B. Ribe, Marseilles.

**F. J. CASTLE, - OTTAWA.**

Established 1845. MODERN MACHINERY. UP-TO-DATE METHODS. Established 1845.




1 and 2-lb Tins.

# WHY EXPERIMENT

when you can command the perfected products of 57 years' study and experience? **IT IS NO EXPERIMENT** to try **S.H. & A.S. EWING'S** high-grade COFFEE and SPICES, but it will prove well worth the progressive grocer's time to personally test and be convinced of the superior aromatic flavor which characterizes our high-grade Coffee. Compare the quality and uniform excellence of our Spices with others on the market. Handle **S. H. & A.S. EWING'S** goods and feel secure that you have got the best that long experience and improved methods can produce.

**S. H. & A. S. EWING,** Montreal Coffee and Spice Steam Mills, 55 Cote St., MONTREAL, P.Q.

Subscribers wanting goods or special quotations on anything anywhere in Canada, at any time, can get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto or Montreal.

**COX'S GELATINE** Always Trustworthy
ESTABLISHED 1725.

Agents for Canada:
C. E COLSON & SON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO., Toronto, St. John, N.B., and Montreal

SEASON 1902.

# Butter Tubs

Order now—ship when required. Best goods—fair price.

**WALTER WOODS & CO.**
HAMILTON.

Established 1862.

# E. THOMPSON & CO.

LIVERPOOL,

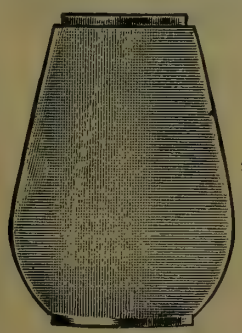
Offices—11 Victoria St. . . . ENG.
Warehouses—48-52 Thomas St.

We solicit correspondence and offers of all kinds of **CANNED GOODS** and **DRIED FRUITS**, etc., suitable for the English and Continental markets. Consignments will receive best attention and advances made when required.

REFERENCE—Canadian Bank of Commerce.

American Agent—
G. H. THOMPSON,
107 Hudson St., NEW YORK.

ARE YOU USING OUR



Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?

Give them a Trial.
THE SYDENHAM GLASS CO.,
of WALLACEBURG, Limited.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Toronto Fruit Merchants.

*McWilliam & Everist*

Commission Merchants. Fruit Importers and Exporters.

Canadian Apples a Specialty.

CORRESPONDENCE SOLICITED.

Quote us if you have anything to offer.
Ask for our prices when requiring fruit.

25 and 27 Church St., TORONTO, Can.

Long Distance 'Phone Main 645.
Warehouse 'Phone Main 3394.

# Strawberries

**Watermelons, Tomatoes**

Fancy Canadian berries now arriving daily at market price.

Don't delay getting your orders for 1st July till it is too late to get good fruit.

**HUSBAND Bros. & Co.**

82 Colborne St., TORONTO.
Phones, Main 54, Main 3428.

## A GOOD WAY TO INVEST CAPITAL.

IN a booklet entitled "Success with Small Capital" is given a large amount of information which will be found useful by all merchants. We make the following extracts :

We are going to tell you how to start a small department store.

But before we begin we want to clear your mind of the doubt that may be there as to the advisability of investing your money in an enterprise of this kind.

We firmly believe that there is no other commercial avenue open for men of small means that compares with this one in its possibilities. Many of our largest and most successful customers started in business only a few years ago with but scant capital and an unlimited supply of energy and ambition. That they have succeeded and that to-day they are selling more goods in an hour than they once sold in a week may not argue that you will succeed as they have done, but it certainly does indicate that monopoly has not yet devoured all the chances of success and that if you are willing to work you are sure to be rewarded for your labor in proportion to the energy—both physical and mental—that you expend.

Success is possible in any business. If you take a man like Andrew Carnegie, John D. Rockefeller or J. Pierpont Morgan sweeping out a country store he would own the store in a short time. Not many men are Carnegies, Rockefellers or Morgans—luckily for the rest of us. But it is certain that the effort that will earn a man a competence in any of the exclusive lines will make him independent in a department store.

The cry of the times is that a man of small capital has no chance—that the big concerns have made small businesses impossible. That may be true in some lines. It certainly is not true in merchandising.

The man with a few hundred or a few thousand dollars can do more with it than he ever could before, providing he chooses the right business and starts right.

The reason why a man with a small stock of variety goods can hold his own against concerns that have dollars where he has dimes, is simple. Every penny of his capital is in quick turning goods.

The big store has its shelves loaded down with merchandise which turns but once or twice a year, while a variety stock turns six to fifteen times in the same period. In other words, you can show as large sales with an investment of, say, $1,000, as you can with an investment of $3,000 in any other class of goods.

The variety store handles nothing but quick sellers. It ties no money up in domestics, nails, sugar, or other goods in which there is little or no profit. It omits the heavy staples of the one line stores, which take a lot of money to handle and require a lot of room.

## THE MANUFACTURERS' CONVENTION.

The Canadian Manufacturers' Association will hold their next annual meeting in Halifax on August 13 and 14. As the membership of the association, which has now reached 1,000, will be representative of the great business interests of Canada, this will probably be the most important convention of business men ever held in Canada. Beside the importance of the questions to be discussed the trip itself offers one of the finest excursions on the continent. The secretary of the association, Mr. R. J. Younge, should be notified by members of any question or resolution which it is desirable to discuss at the convention, or of any change desired in the constitution and by-laws of the association.

## COFFEE AND ITS COLOR.

The appearance of green coffee indicates its origin to the best judges. Ordinary Jamaica coffee, for example, is a large bean, varying in color from dark green to nearly white ; the finest selections are bluish-grey in color and uniform and handsome in shape. Porto Rico coffee, which is mild in flavor, is generally greenish in color and averages larger in size than Rio coffee. Maracaibo coffee when first gathered is greenish, but later has a yellow cast, and the finer Cucuta kinds resemble the best Java beans in size and shape. Good Merida, Tovar, Bocono and Trujillo coffee, which is all grown in Venezuela, should have a light bluish color and aromatic smell and an even, regular size and shape. Java and Sumatra coffee is noticeable for its dark yellowish brown shade and its large size ; it is the largest of all coffees except the Liberian. The true Yemen Mocha is a small, hard, round and symmetrical bean, a translucent olive-green when new, but growing yellowish with age. Brazil coffee varies from the small Rio bean, with a color ranging between light and dark green, or sometimes yellowish, to the large Santos bean which ranges from green and yellow to a full white.—N.Y. Merchants' Review.

## SENDING A REPRESENTATIVE TO THE YUKON.

The secretary of the Canadian Manufacturers' Association has sent a special notice to the members of that organization drawing their attention to the fact that S. M. Wickett, Ph.D., a member of the executive council, will leave on July 15, as a special representative to the Yukon to report upon trade conditions there, and to make arrangements as far as possible for Canadian firms to place their goods upon the market. Dr. Wickett may be seen before that date at the association rooms in Toronto by arrangement with the secretary, and in Montreal at the association office there (Temple Building) on July 10 and 11. Firms and individuals interested should write to the secretary at once regarding any inquiries which they may wish the representative to make, together with a few copies of their catalogues and price lists.

POPULARITY is the proof of merit, and no brand has ever achieved popularity so quickly as

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

BOBS costs you only 36 cents, and pays a good profit.

BOBS is well advertised.

BOBS is selling well in almost every store from the Atlantic to the Pacific.

BOBS is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO., LIMITED

MONTREAL, QUE.

# CEYLON TEA

**CEYLON**
**Black and Green**
**TEA**

is the safest and healthiest tea to drink.

**CEYLON**
**Black and Green**
**TEA**

is rapidly displacing Japans and Chinas.

Black and Green CEYLON TEA

## The Best Evidence

WE HAVE TO SHOW THAT

# CEYLON TEA

is growing more popular every day is the steadily increasing sales reported from every part of Canada.

## The Best Evidence

we have that it will continue to sell well is that people prefer it to all other teas on account of its great

**PURITY**
**CLEANLINESS**
**AND FLAVOR.**

The public themselves are personal boomers of CEYLON TEA, simply because its equal is not procurable. The kind of tea the public want is the best kind for you to sell. Isn't that right?

**CEYLON**
**Black and Green**
**TEA**

is the most satisfactory and profitable tea to sell.

**CEYLON**
**Black and Green**
**TEA**

sells well every month of the year.

Black and Green CEYLON TEA

# CEYLON TEA

WHY ARE

# Southwell's

## *Jams*

superior to all other Imported Lines ?




**Because** each Jam has the individual flavor of its own fruit.

Many imported Jams taste all alike.

## Southwell's Don't.

WRITE FOR PRICE LIST, ETC.

FRANK MAGOR & CO.

16 St. John St., MONTREAL.

DOMINION AGENTS

# Austrian Sugar

ON SPOT—TO ARRIVE or FOR IMPORT.

Samples and quotations on application.

*ALEX. WILLS,*

27 St. Sacrament Street, - - - MONTREAL.

## H. N. Bate & Sons, Ottawa, Can

Agents for

STRICTLY UNCOLORED

## Anglo-Saxon Ceylon Green

Same Drawing Qualities as Japaan

Put up in 1-lb. lead packages. 24 packages in case.

Wholesale, 19 cents per lb. Retail, 25 cents per lb.

Sale Guaranteed or can be returned at our expense.

With four cases of above we give one of our handsome polished oak paper bag holders. Best in the market.


# Current Market Quotations for Proprietary Articles

July 10, 1902.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. If a change is made, either an advance or decline, it is referred to in the market reports, as a matter of news whether manufacturers request it or not.

### BAKING POWDER.

| Cook's Friend— | Per doz. |
|---|---|
| Size 1, in 2 and 4 doz. boxes | $ 2 40 |
| " 10 ,in 4 doz. boxes | 2 10 |
| " 2 in 6 " | 80 |
| " 12, in 6 " | 70 |
| " 3, in 4 " | 45 |
| Pound tins, 3 doz. in case | 3 00 |
| 12 oz. tins, 3 " " | 2 40 |
| 5-lb. tins, ⅓ " " | 14 00 |

| Diamond— | W. H. GILLARD & CO. |
|---|---|
| 1 lb. tins, 2 doz. in case, per doz. | 2 00 |
| ½ lb. tins, 3 " " " | 1 25 |
| ¼ lb. tins, 4 " " " | 0 75 |

IMPERIAL BAKING POWDER.

| Cases Contain. | Sizes of Cans. | Per Doz. |
|---|---|---|
| 4 doz. | 5c. | $0 40 |
| 3 " | 6-oz. | 1 75 |
| 1 " | 12-oz. | 3 50 |
| 2 and 3 doz. | 12-oz. | 3 40 |
| 2 and 3 doz. | 16-oz. | 4 35 |
| ½ doz. | 2½-lb. | 10 50 |
| 1 doz. | 2½-lb. | 10 40 |
| ½ and 1 doz. | 5-lb | 19 50 |

MAGIC BAKING POWDER.

| Cases Contain. | Sizes of Cans. | Per Doz. |
|---|---|---|
| 4 doz. | 5c. | $ 40 |
| 4 " | 4-oz. | 0 65 |
| 4 " | 6-oz. | 0 80 |
| 4 " | 8-oz. | 1 00 |
| 4 " | 12-oz. | 1 50 |
| 2 " | 12 oz. | 1 55 |
| 4 " | 16-oz. | 1 80 |
| 2 " | 16-oz. | 1 85 |
| 1 " | 2½-lb. | 4 50 |
| 1 " | 5-lb. | 7 75 |
| 2 " } Assrtd | 6-oz. } | Per case. |
| 1 " } Assrtd | 12-oz. } | $1 90 |
| 1 " } Assrtd | 16-oz. } | |

JERSEY CREAM BAKING POWDER

| | |
|---|---|
| ⅛ size, 5 doz. in case | 40 |
| ¼ size, 4 doz. in case | 75 |
| ½ " 3 " " | 1 25 |
| 1 " 2 " " | 2 25 |

VIENNA BAKING POWDER.

| | Per doz. |
|---|---|
| 1 lb. tins, 4 doz. in box | $2 25 |
| ½ lb. tins, 4 " " | 1 25 |
| ¼ lb. tins, 4 " " | 75 |
| 3 oz. in paper, 4 doz. in box | 70 |
| 5 " " 4 " " | 35 |

### BLACKING.

SHOE POLISH.

HENRI JONAS & CO.

| | Per gross |
|---|---|
| Jonas' | $9 00 |
| Froments | 7 50 |
| Military dressing | 24 00 |

### BLUE.

| | |
|---|---|
| Keen's Oxford per lb. | $0 17 |
| In 10 box lots or case | 0 16 |
| Reckitt's Square Blue 12-lb. box | 0 17 |
| Reckitt's Square Blue, 5 box lots | 0 16 |

### BLACK LEAD.

| | |
|---|---|
| Reckitt's per box | 1 15 |

Box contains either 1 gro., 1 oz. size; ½ gro., 2 oz. or ¼ gro. 4 oz

### CORN BROOMS

BOECKH BROS & COMPANY doz. net.

| | |
|---|---|
| Bamboo Handles, A, 4 strings | 4 35 |
| " " B, 4 strings | 4 10 |
| " " C, 3 strings | 3 85 |
| " " D, 3 strings | 3 60 |
| " " F, 3 strings | 3 35 |
| " " G, 3 strings | 3 10 |
| " " I, 3 strings | 2 85 |

### BISCUITS.

CARR & CO. LIMITED.

Frank Magor & Co., Agents

| | |
|---|---|
| Cafe Noir | 0 15 |
| Ensign | 0 12¾ |
| Metropolitan mixed | 0 09 |

Special price list of Fancy Tins for Xmas trade and other lines on application.

### CANNED GOODS.

MUSHROOMS.

HENRI JONAS & CO.

| | |
|---|---|
| Mushrooms, Rionel | $15 50 |
| " 1st choice Duthell | 18 50 |
| " 1st choice Lenoir | 19 50 |
| " extra Lenoir | 22 00 |

Per case, 100 tins.

FRENCH PEAS—DELORY'S

HENRI JONAS & CO.

| | |
|---|---|
| Moyen's No 2 | $9 00 |
| " No. 1 | 10 50 |
| ½ Fins | 12 50 |
| Fins | 14 00 |
| Tres fins | 15 00 |
| Extra fins | 16 50 |
| Sur extra fins | 18 00 |

FRENCH SARDINES.

HENRI JONAS & CO.

| | |
|---|---|
| ¼ Trefavennes | $9 50 |
| ¼ Rolland | 9 50 10 00 |
| ¼ Delory | 10 50 |
| ¼ Club Alpins | 2 50 |

### CHOCOLATES & COCOAS.

THE COWAN CO. LIMITED.

| Cocoa— | |
|---|---|
| Hygienic, 1-lb. tins, per doz. | $7 25 |
| " ½-lb. tins " | 3 75 |
| " ¼-lb. tins " | 2 25 |
| " fancy tins " | 0 90 |
| Hygienic, 5-lb tins, for soda water fountains, restaurants, etc. per lb. | 0 55 |
| Perfection, ½-lb. tins, per doz. | 3 00 |
| Cocoa Essence, sweet, ½-lb. tins, per doz. | 2 25 |
| Chocolate— | per lb. |
| Queen's Dessert, ¼'s and ½'s | $0 40 |
| " 6's | 0 42 |
| Mexican Vanilla, ¼'s and ½'s | 0 35 |
| Royal Navy Rock " " | 0 30 |
| Diamond " " | 0 25 |
| " 8's | 0 28 |

JOHN P. MOTT & CO.'s

R. S. McIndoe, Agent, Toronto.

| | |
|---|---|
| Mott's Broma per lb | 0 30 |
| Mott's Prepared Cocoa | 0 28 |
| Mott's Homeopathic Cocoa (¼'s) | 0 8 |
| Mott's Breakfast Cocoa (in tins) | 0 40 |
| Mott's No. 1 Chocolate | 0 30 |
| Mott's Breakfast Chocolate | 0 28 |
| Mott's Caraccas Chocolate | 0 40 |
| Mott's Diamond Chocolate | 0 25 |
| Mott's French-Can. Chocolate | 0 18 |
| Mott's Navy or Cooking Chocolate | 0 18 |
| Mott's Cocoa Nibbs | 0 35 |
| Mott's Cocoa Shells | 0 05 |
| Vanilla Sticks, per gross | 0 90 |
| Mott's Confectionery Chocolate | 0 21 0 43 |
| Mott's Sweet Chocolate Liquors | 0 19 0 30 |

| Chocolate— FRY'S. | per lb. |
|---|---|
| Caraccas, ¼'s, 6-lb. boxes | 0 42 |
| Vanilla, ¼'s | 0 42 |
| "Gold Medal" Sweet, ¼'s, 6 lb. bxs | 0 29 |
| Pure, unsweetened, ¼'s, 6 lb. bxs | 0 42 |
| Fry's "Diamond," ¼'s, 14 lb. bxs | 0 24 |
| Fry's "Monogram," ⅛'s 14 lb. bxs | 0 24 |
| Cocoa— | per doz |
| Concentrated, ¼'s 1 doz. in box | 2 40 |
| " ½'s, " " | 4 50 |
| " 1 lbs. " " | 8 25 |
| Homoeopathic, ¼'s 14 lb. boxes | |
| " ½ lbs. 12 lb. boxes | |

| | |
|---|---|
| Eppe's cocoa, case of 14 lbs., per lb. | 0 35 |
| Smaller quantities | 0 37½ |

CADBURY'S.

| Frank Magor & Co., Agents. | per doz |
|---|---|
| Cocoa essence, 3 oz. packages | $1 65 |
| Mexican chocolate, ⅛ and ½ lb. pkgs. | 0 40 |
| Rock Chocolate, loose | 0 40 |
| " 1-lb. tins | 0 42 |
| Nibs, 11-lb. tins | 0 35½ |

CHOCOLAT-MENIER.




| | |
|---|---|
| Chocolate-Menier ¼ and ½ a 36c. per lb. | |
| " " ½ a 4c. per cake. | |
| Croquettes and Pastilles 20c. or per case of 108 $20. | |
| Menier Breakfast Cocoa ¼-lb. tins 13c. | |
| " " ½-lb " 25c. | |
| " " 1-lb. " 50c. | |

WALTER BAKER & CO., LIMITED.

| | per lb. |
|---|---|
| Premium No. 1 chocolate, 2-lb boxes | $ 38 |
| Vanilla chocolate 6-lb boxes | 47 |
| German sweet, 6-lb. boxes | 27 |
| B'kfast cocoa, ½-lb. tins, plain ; 6-lb. boxes | 51 |
| Cracked cocoa, ¼-lb. pkgs. 12-lb. bxs. | 35 |
| Caracas sweet chocolate, 6-lb. boxes | 37 |
| Soluble chocolate (hot or cold soda) 1-lb. cans | 45 |
| Vanilla chocolate wafers, 48 to box, per box | 1 56 |

### CHEESE.

| | |
|---|---|
| Imperial—Large size jars, per doz. | $ 8 25 |
| Medium size jars | 4 50 |
| Small size jars | 2 40 |
| Individual size jars | 1 00 |
| mperial Holder—Large size | 18 00 |
| Medium size | 15 00 |
| Small size | 12 00 |
| Roquefort—Large size, per doz. | 2 40 |
| Small size | 1 40 |

# "THE EDWARDSBURG BRANDS"

# Starch

## . . and Syrup

Are well known all over the Dominion as a **STANDARD OF QUALITY.** **ASSORTED STOCKS** of all styles of packages now on hand, and **PROMPT SHIPMENT** guaranteed.

## EDWARDSBURG STARCH CO'Y, Limited

**Established 1858.**

164 St. James St., MONTREAL. | Works: CARDINAL, ONT. | 53 Front St. East, TORONTO.


### COFFEE.

JAMES TURNER & CO. per lb.

| | |
|---|---|
| Mecca | 0 32 |
| Damascus | 0 28 |
| Cairo | 0 20 |
| Sirdar | 0 17 |
| Old Dutch Rio | 0 12½ |

E. D. MARCEAU, Montreal. per lb.

| | |
|---|---|
| "Old Crow" Java | 0 25 |
| " Mocha | 0 25 |
| "Condor" Java | 0 30 |
| " Mocha | 0 30 |
| 15-year-old Mandheling Java and hand-picked Mocha | 0 50 |
| 1-lb. Fancy tins choice pure coffee, 48 tins per case | 0 20 |
| Madam Huot's Coffee, 1-lb. tins | 0 31 |
| " " " 2-lb. tins | 0 30 |

100 lb. delivered in Ontario and Quebec.

### CLOTHES PINS.

UNITED FACTORIES, LIMITED.

| | |
|---|---|
| Clothes Pins (full count), 5 gross in case, per case | 0 57 |
| 4 doz. packages 12 to a case) | 0 72 |
| 6 doz. packages (12 to a case) | 0 92 |

### COUPON BOOKS—ALLISON'S.

For sale in Canada by—The Eby, Blain Co., Limited, Toronto C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

| | Unnumbered | Covers and Coupons numbered. |
|---|---|---|
| In lots of less than 100 books, 1 kind assorted | 4c. | 4½c. |
| 100 to 500 books | 3½c. | 4c. |
| 500 to 1,000 books | 3c. | 3¼c. |

Allison's Coupon Pass Book

| | |
|---|---|
| 1 00 books | 3 cents each |
| 2 00 books | 3 cents each |
| 3 00 books | 3 cents each |
| 5 00 books | 4 cents each |
| 10 00 books | 5½ cents each |
| 15 00 books | 6½ cents each |
| 20 00 books | 7½ cents each |
| 25 00 books | 8 cents each |
| 50 00 books | 12 cent each |

### EXTRACTS.

HENRI JONAS & Co. Per gross.

| | |
|---|---|
| 8 oz. London Extracts | $6 00 |
| 2 oz. " " (no corkscrews) | 5 50 |
| 2 oz. " " | 9 00 |
| 2 oz. Spruce essence | 6 00 |
| 2 oz. " | 9 00 |
| 2 oz. Ancho extracts | 12 00 |
| 4 oz. " " | 21 00 |
| 1 oz. " " | 36 00 |
| 1 lb. " " | 70 00 |
| 1 oz. Flat " | 9 00 |
| 2 oz. Flat bottle extracts | 18 00 |
| 2 oz. Square " | 21 00 |
| 4 oz. " " corked) | 36 00 |
| 8 oz. " " | 72 00 |
| | Per doz. |
| 8 oz. " glass stop extracts | 3 50 |
| 8 oz. " " " | 7 00 |
| | Per doz. |
| 2½ oz. Round quintessence extracts | 2 00 |
| 4 oz. Jockey decanters " | 3 50 |

### FOOD.

| | Per doz. |
|---|---|
| Robinson's Patent Barley ½ lb. tins | 1 25 |
| " " " 1 lb. tins | 2 25 |
| " " Groats, ½ lb. tins | 1 25 |
| " " " 1 lb. tins | 2 25 |

### LYE (CONCENTRATED).

GILLETT'S PERFUMED.

| | Per case. |
|---|---|
| 1 case of 4 doz | $ 3 60 |
| 3 cases " | 3 50 |
| 5 " " | 3 40 |

### GINGER ALE & SODA WATER

| | per doz. |
|---|---|
| Cantrell & Cochrane's Imported Ginger Ale and Club Soda Water | $1 40 |

### JAMS AND JELLIES.

SOUTHWELL'S GOODS. per doz
Frank Magor & Co., Agents.

| | |
|---|---|
| Orange Marmalade | 1 0 |
| Clear Jelly Marmalade | 1 80 |
| Strawberry W. F. Jam | 2 00 |
| Raspberry " " | 2 00 |
| Apricot " " | 1 75 |
| Black Curran " | 1 85 |
| Other Jams, W. F. | 1 55 1 90 |
| Red Currant Jelly | 2 75 |

Jams— T. UPTON & CO.

| | |
|---|---|
| 1-lb. glass jars 2 doz., in case, per doz | $1 00 |
| 2½-lb. tin pail, 2 doz. in crate, per lb. | 0 07 |
| 5-lb. tin pails, 8 pails in crate, per lb | 0 06½ |
| 7-lb. wood pails, 6 " " " | 0 06½ |
| 14-lb. wood pails, per lb | 0 06½ |
| 30-lb " " " | 0 06¼ |

Jellies—

| | |
|---|---|
| 1-lb. glass jars, per doz | $1 00 |
| 7-lb. wood pails, per lb | 0 06¼ |
| 14-lb. " " " | 0 06½ |
| 30-lb. " " " | 0 06¼ |

### LICORICE.

YOUNG & SMYLIE'S LIST

| | |
|---|---|
| 5-lb. boxes, wood or paper, per lb | $0 40 |
| Fancy boxes (36 or 50 sticks) per box | 1 25 |
| "Ringed" 5 lb. boxes, per lb | 0 40 |
| "Acme" Pellets, 5 lb. cans, per can | 2 00 |
| "Acme" Pellets, fancy boxes 40) per box | 1 50 |
| Tar, Licorice and Tolu Wafers, 5 lb. cans, per can | 2 00 |
| Licorice Lozenges, 5 lb. glass jars | 1 75 |
| " " 20 5 lb. cans | 1 50 |
| "Purity" Licorice 10 sticks | 1 45 |
| " " 100 sticks | 0 73 |
| Dulce large cent sticks, 100 in box. | |

### LIQUORS.

COGNAC IN CASES.
Ph. Richard.

| | |
|---|---|
| S.O. Quarts, 12's | $22 50 |
| F.C. " | 15 00 |
| F.C. 1-15 bottles, 180's | 2 00 |
| V.S.O.P. " | 12 00 |
| V.S.O.P. pints, 24's | 13 00 |
| V.S.O.P. ½-pints, 48's | 14 00 |
| V.S.O.P. 1-15 bottles, 180's | 20 00 |
| V.S.O. quarts, 12's | 10 00 |
| V.S.O. 1-15 bottles, 180's | 18 00 |
| V.O. quarts, 12's | 8 50 |
| V.O. pints, 24's | 9 50 |
| V.O. ½-pints, 48's | 10 50 |
| V.O. 1-15 bottles, 180's | 14 00 |
| V.O. decanters, 12's | 0 5 |
| V.O. " pints, 20's | 13 00 |
| V.O. flasks, Imp. pints, with thumblers | 9 75 |
| V.O. " Reputed " " 24's | 10 50 |
| V.O. " " no " 4's | 9 50 |

Chas. Couturier.

| | |
|---|---|
| Quarts, 12's | 7 00 |
| ½ bottles, 24's | 8 00 |
| ¼ " 48's | 9 00 |
| 1-15 bottles, 180's | 13 50 |
| Flasks, 24's | 8 00 |
| ½ Flasks, 48's | 9 00 |
| Flasks, Imperial pints, Copsule, 16's | 8 00 |

F. Marion & Cie.

| | |
|---|---|
| Quarts, 12's | 6 00 |
| ½ bottles, 24's | 7 00 |
| ¼ " 48's | 8 00 |
| Flasks, reput d 24's | 7 00 |
| Flasks, ½-pints, 48's | 8 00 |
| 1-15 bottles, 180's | 12 50 |
| Flasks, Imp. pints with thumblers, 16's | 8 00 |

C gnac In Wood.
Ph. Richard.

| | Gals. | ½ Oct's. | Oct's. | Bbls. | Hhds. |
|---|---|---|---|---|---|
| Couturier | $4 00 | $3 95 | $3 85 | $3 80 | .... |
| Marion | 3 75 | 3 60 | 3 50 | 3 40 | .... |
| Ph Richard V.S.O.P | 5 50 | 5 35 | 5 25 | 5 00 | .... |
| Richard V.O. proof. | 4 25 | 4 10 | 4 00 | 3 90 | 3 80 |
| Richard 5 up. proof V. O. | 4 00 | 3 80 | 3 70 | 3 50 | 3 40 |
| Richard Fine champagne | 6 00 | 5 90 | .... | .... | .... |

Gin—Pollen & Zoon, in Cases.

| | |
|---|---|
| Red, 15's | $10 00 |
| Green, 12's | 5 00 |
| Poney, 12's | 2 50 |

Gin Pollen & Zcon, in Wood.

| | Gals. | ½ Oct's. | Oct's. | Bbls. | Hhds. |
|---|---|---|---|---|---|
| Gin, P. & Z. | $3 15 | $3 05 | $3 05 | $3 00 | $2 95 |

Mitchell Bros. Limited Scotch.

| | 1 case. | 5 cases. |
|---|---|---|
| Heather Dew, ordinary qts. 12's | $ 7 00 | $ 6 75 |
| Heather Dew, stone jars, Imperial, 12's | 12 50 | 12 25 |
| Heather Dew, oval flasks, quart, 12's | 11 25 | 11 00 |
| Special Reserve, oval, pts. 24s. | 11 75 | 11 50 |
| " " ordinary qts., 12's | 9 00 | 8 75 |
| Special Reserve, ½ bottles, pints, 24s | 10 00 | 9 75 |
| Extra Special Liqueur, flagon, 12's | 9 50 | 9 25 |
| Extra Special Liqueur, ordinary bottles, 12's | 9 50 | 9 25 |
| Heather Dew, flasks, 48's | 12 00 | 11 75 |
| " " ½ flasks, 60's | 9 00 | 8 75 |
| Mullmore, Imperial oval quart flasks, 12's | 10 00 | 9 75 |
| Mullmore, flasks, Imperial pints, 24's | 10 50 | 10 25 |
| Mullmore, flasks, ordinary pints, 24's | 7 75 | 7 50 |
| Mullmore, ½ flasks, ordinary, 48's | 9 00 | 8 75 |
| Mullmore, ordinary quarts, 12's | 6 50 | 6 25 |
| Mullmore, ordinary pints, 24's | 7 50 | 7 25 |

### Scotch Whiskey in Wood.

| | Gals. | ½ Oct's. 9 gals. | Oct's. 17 gals. | Bbls 40 gals. |
|---|---|---|---|---|
| Special Reserve | $4 50 | $4 25 | $4 15 | $3 90 |
| Heather Dew "A" | 4 00 | 3 85 | 3 75 | 3 65 |
| Extra Special Liqueur | 5 00 | 4 90 | 4 80 | 4 75 |
| Oil scotch | 3 75 | 3 70 | 3 65 | 3 50 |

### Whiskey in Cases.

Mitchell Bros., Limited—Irish.

| | |
|---|---|
| Cruiskeen Lawn, stone jar, 12's | $12 50 |
| Old Irish, flasks, Imp. quarts, 12's | 11 25 |
| " Special, quarts, 12's | 9 00 |
| " " Imp. pints, 24's | 11 75 |
| " round bottles, quarts, 12's | 6 50 |
| " round ½-bottles, pints, 24's | 8 00 |
| " 10-oz. flasks, 48's | 12 00 |
| " 5-oz. flasks, 60's | 9 00 |

### Irish Whiskey in Wood.

| | Gal. | ½-Oct. | Oct. | Bbl. |
|---|---|---|---|---|
| Mitchell, "Special Old" | $4 50 | $4 40 | $4 25 | $4 10 |
| Mitchell, "Old" | 4 00 | 3 90 | 3 75 | 3 65 |
| " "B" | 3 50 | 3 40 | 3 30 | 3 25 |
| " "C" | 3 00 | 2 | 2 80 | 2 75 |

### Champagne Wine in Cases.

| | |
|---|---|
| Duc de Pierland, quarts, 12's | $11 00 |
| " " pints, 24's | 15 00 |
| Cardinal, quarts, 12's | 12 50 |
| " pints, 24's | 13 50 |
| Vve. Amiot Carte d'Or, quarts, 12's | 16 00 |
| " " " pints, 24's | 17 00 |
| " " d'Argent, quarts, 12's | 10 50 |
| " " " pints, 24's | 11 50 |

### Blandy Bros. Wine.

Blandy's Madeira Wine, in cases.

| | |
|---|---|
| Very Superior, quarts, 12's | 8 50 |
| Special Selected, quarts, 12's | 10 00 |
| London Particular, quarts, 12's | 13 00 |

Blandy's Malaga, in cases.

| | |
|---|---|
| Pale Sweet Blue Label, quarts, 12's | 7 50 |
| " White Label, quarts, 12's | 10 00 |

Blandy's Sherry, in cases.

| | |
|---|---|
| Manzanilla, quarts, 12's | 8 50 |
| Morosa, quarts, 12's | 11 00 |

Blandy's Port Wine, in cases.

| | |
|---|---|
| Good Fruity, quarts, 12's | 7 50 |
| Invalid Special, quarts, 12's | 12 00 |

Blandy Bros'. Wine in Wood.

| | Gal. | Octave. |
|---|---|---|
| Madere, No. ½ | $3 50 | $3 00 |
| " No. ¾ | 4 50 | 4 00 |
| Malaga Pale Sweet | 3 00 | 2 75 |

### Canadian Whiskies.

| | In barrels. per gal. |
|---|---|
| Gooderham & Worts, 65 O.P. | $4 50 |
| Hiram Walker & Sons " | 4 50 |
| J. P. Wiser & Son " | 4 49 |
| J. E. Seagram " | 4 49 |
| H. Corby " | 4 49 |
| Gooderham & Worts, 50 O.P. | 4 10 |
| Hiram Walker & Sons " | 4 10 |
| J. P. Wiser & Son " | 4 09 |
| J. E. Seagram " | 4 09 |
| H. Corby " | 4 09 |
| Rye, Gooderham & Worts | 2 20 |
| " Hiram Walker & Sons | 2 20 |
| " J. P. Wiser & Son | 2 19 |
| " J. E. Seagram " | 2 19 |
| " H. Corby | 2 19 |
| Imperial, Walker & Sons | 2 90 |
| Canadian Club, Walker & Sons | 3 60 |

| | Less than one bbl. per gallon. |
|---|---|
| 65 O. P. | $4 55 |
| 50 O. P. | 4 15 |
| Rye | 2 25 |

## MINCE MEAT.

| | |
|---|---|
| Wethey's Condensed, per gross net | $12 00 |
| " per case of doz. net | 3 00 |

## MUSTARD.

COLMAN'S OR KEEN'S.

| | |
|---|---|
| D. S. F., ¼ lb. tins, per doz. | $1 40 |
| " ½ lb. tins, " | 2 50 |
| " 1 lb. tins, " | 5 00 |
| Durham 4 lb. jar, per jar | 0 75 |
| " 1 lb. " " | 0 25 |
| F. D., ¼ lb. tins, per doz. | 0 85 |
| " ½ lb. tins | 1 45 |

HENRI JONAS & Co.

| | Per gross |
|---|---|
| Pony size | $7 50 |
| Imperial, medium | 9 00 |
| Imperial, large | 12 00 |
| Tumblers | 12 00 |

| | Per gross |
|---|---|
| Mugs | 15 20 |
| Pint jars | 18 00 |
| Quart jars | 4 00 |

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—

| | | |
|---|---|---|
| ¼-lb. tins | per lb. | 0 35 |
| ½-lb. tins | " | 0 33 |
| 1-lb. tins | " | 0 32½ |
| 4-lb. jars | per jar | 1 20 |
| 1-lb. jars | " | 0 35 |

"Old Crow," 12-lb. boxes—

| | | |
|---|---|---|
| ¼-lb. tins | per lb. | 0 25 |
| ½-lb. tins | " | 0 23 |
| 1-lb. tins | " | 0 22½ |
| 4-lb. jars | per jar | 0 70 |
| 1-lb. jars | " | 0 25 |

## OLIVE OIL

| | per case |
|---|---|
| Barton & Guestier's quarts | $8 00 |
| " " pints | 9 00 |

## ORANGE MARMALADE.

T. UPTON & CO.

| | |
|---|---|
| 1-lb. glass. 2 doz. case, per doz. | $1 00 |
| 7-lb. pails and 5 and 7 lb. tins | 0 06½ |

## PICKLES.

STEPHENS'.

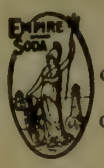
A. P. Tippet & Co., Agents.

| | |
|---|---|
| Patent stoppers (pints), per doz. | 2 30 |
| Corked (pints), " | 1 90 |

## SODA.—COW BRAND.




Case of 1 lbs. containing 60 pkgs. per box, $3.00.
Case of ½ lbs. (containing 120 pkgs. per box, $3.00.
Case of lbs. and ½ lbs. (containing 30 1 lbs. and 60 ½ lb. packages) per box, $3.00.
Case of 5c. pkgs (containing 96 pkgs) per box, $3.00.




EMPIRE BRAND.

Brunner, Mond & Co.

Case 120 ½-lb. pkts. (60 lb.) per case $2 70.

Case 96 10-oz. pkts. (60 lb.) per case $2.80.

## SOAP




A. P. TIPPET & CO., AGENTS
Maypole Soap, colors, per gro. $10.20.
Maypole Soap, black, per gro. $15.30.
Oriole Soap, per gross, $10.20

| | |
|---|---|
| Gloriola Soap, per gross | $2 00 |
| Straw Hat Polish, per gross | 10 20 |

## STARCH.

EDWARDSBURG STARCH CO., LTD.

| Laundry Starches— | per lb. |
|---|---|
| No. 1 White or Blue, 4-lb. carton | 0 06½ |
| No. 1 " " 3-lb. " | 0 06½ |
| Canada Laundry | 0 05½ |
| Silver Gloss, 6-lb. draw-lid boxes | 0 08 |
| Silver Gloss, 6-lb. tin canisters | 0 08 |
| Edwards'g Silver Gloss, 1-lb. pkg. | 0 08 |
| Kegs Silver Gloss, large crystal | 0 07 |
| Benson's Satin, 1-lb. cartons | 0 08½ |
| No. 1 White, bbls. and kegs | 0 05¾ |
| Benson's Enamel, per box, $1 50 to | 3 00 |

| Culinary Starch— | |
|---|---|
| Benson & Co.'s Prep. Corn | 0 07¼ |
| Canada Pure Corn | 0 05¾ |

| Rice Starch— | |
|---|---|
| Edwardsburg No. 1 white, 1-lb. car | 0 10 |
| Edwardsburg No. 1 White or Blue, 4-lb. lumps | 0 08½ |

BEE STARCH.

| | |
|---|---|
| Cases, 64 pkgs. 48's | $5.00 |
| ½ Cases, 32 pkgs. 24's | 2.50 |

Packages 10c. each.

BRANTFORD STARCH WORKS, LIMITED.

Ontario and Quebec.

| Laundry Starches— | |
|---|---|
| Canada Laundry, boxes of 40 lbs. | $0 05½ |
| Acme Gloss Starch— 1-lb. cartons, boxes of 40 lbs. | 0 06 |
| Finest Quality White Laundry— 3-lb. Canisters, cases of 48 lbs. | 0 06½ |
| 4-lb. " " " | 0 06½ |
| Barrels, 200 lbs. | 0 05¾ |
| Kegs, 100 lbs. | 0 05¾ |
| Lily White Gloss— 1-lb. fancy cartons cases 30 lbs. | 0 08 |
| 6-lb. toy trunks, 8 in case | 0 08 |
| 6-lb. enameled tin. canisters, 8 in case | 0 08 |
| Kegs, ex crystals, 100 lbs | 0 07 |
| Brantford Gloss— 1-lb. fancy boxes, cases 36 lbs. | 0 08½ |
| Canadian Electric Starch— Boxes of 40 fancy pkgs, per case | 3 00 |
| Celluloid Starch— Boxes of 45 cartons, per case | 3 60 |

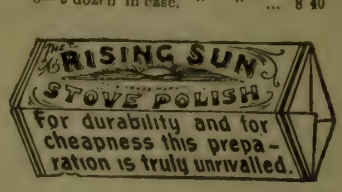
Culinary Starches—

| | |
|---|---|
| Challenge Prepared Corn— 1-lb. packages, boxes 40 lbs. | 0 05¾ |
| No. 1 Brantford Prepared Corn— 1-lb. packages, boxes 40 lbs. | 0 07¼ |
| Crystal Maize Corn Starch— 1-lb. packages, boxes 40 lbs. | 0 07¼ |

## STOVE POLISH




| | |
|---|---|
| No. 4—3 dozen in case, per gross | 4 80 |
| " 6—3 dozen in case, " " | 8 40 |

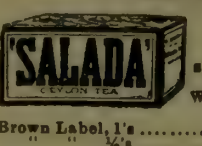



Per gross

| | |
|---|---|
| Rising Sun 6-oz. cakes, ½-gross bxs | 50 |
| Rising Sun, 3-oz. cakes, gross boxes | 4 50 |
| Sun Paste 10c. size, ½ gross boxes | 10 00 |
| Sun Paste, 5c. size, ¼ gross boxes | 5 00 |




## TEAS.




SALADA CEYLON.

| | Wholesale | Retail |
|---|---|---|
| Brown Label, 1's | 0 20 | 0 25 |
| " " ½'s | 0 21 | 0 26 |
| Green Label, 1 and ½s | 0 22 | 0 30 |
| Blue Label, 1s, ½s, ¼s and ⅛s | 0 30 | 0 40 |
| Red Label, 1s and ½s | 0 36 | 0 50 |
| Gold Labe ½s | 0 44 | 0 60 |




Ceylon Tea, in 1 and ½ lb. lead packages black or mixed.

| | |
|---|---|
| Black Label, 1-lb., retail at 25c | 0 19 |
| " " ½-lb., " " " | 0 20 |
| Blue Label, retail at 30c | 0 22 |
| Green Label " 40c | 0 28 |
| Red Label " 50c | 0 35 |
| Orange Label, retail at 50c | 0 42 |
| Gold Lab " 80c | 0 55 |




| | |
|---|---|
| Cases each 80 1-lbs. | 0 35 |
| " " 60 ½-lbs. | 0 35 |
| " 30 1-lbs. | 0 35 |
| 120 ½-lbs | 0 36 |




LUDELLA CEYLON, 1's AND ½'s PKGS.

| | | |
|---|---|---|
| Blue Label, 1's | 0 18½ | 0 25 |
| Blue Label, ½'s | 0 19 | 0 25 |
| Orange Label, 1's and ½'s | 0 21 | 0 30 |
| Brown Label, 1's and ½'s | 0 28 | 0 40 |
| Brown Label, ¼'s | 0 30 | 0 40 |
| Green Label, 1's and ½'s | 0 35 | 0 50 |
| Red Label, ½'s | 0 40 | 0 60 |

CROWN BRAND

| | Wholesale | Retail |
|---|---|---|
| Red Label, 1-lb. and ½'s | 0 35 | 0 50 |
| Blue Label, 1-lb. and ½'s | 0 28 | 0 40 |
| Green Label, 1-lb. | 0 19 | 0 25 |
| Green Label, ½'s | 0 20 | 0 25 |
| Japan, 1s | 0 19 | 0 25 |

E. D. MARCEAU, Montreal.

| Japan Teas— | | |
|---|---|---|
| "Condor" I 40 lb. boxes | | 0 40 |
| " II 40-lb. " | | 0 37½ |
| " II 80-lb. " | | 0 36 |
| " III 80-lb. " | | 0 32½ |
| " IV 80-lb. " | | 0 30 |
| " V 80-lb. " | | 0 25 |
| " XXXX 80-lb. boxes | | 0 23½ |
| " XXXX 0-lb. " | | 0 25 |
| " XXX 80-lb. " | | 0 20 |
| " XXX 30- b. " | | 0 21½ |
| " LX lead packets | | 0 60 |
| " Assorted cases (1 and ½ lb.) to retail at 40c. | | 0 28½ |
| " L lead packets | | 0 60 |
| " Assorted cases (1 and ½ lb.) to retail at 25c. | | 0 20 |
| Black Teas—"Nectar," in lead packets— | | |
| Green label retails 0 26 at | | 0 20 |
| Chocolate label " 0 35 " | | 0 25 |
| Blue label " 0 50 " | | 0 36 |
| Maroon label " 0 60 " | | 0 45 |
| Fancy tins—Chocolate, 1-lb. | | 0 32½ |
| " " —Blue, 1-lb. | | 0 42½ |
| " " —Maroon, 1 lb. | | 0 50 |
| " " —Maroon, 5-lb. | | 1 50 |
| Black Teas—"Old Crow" Blend— Bronzed tins of 10, 25, 50 and 80 lb. | | |
| No. 1 per lb. | | 0 35 |
| No. 2 " | | 0 30 |
| No. 3 " | | 0 28 |
| No. 4 " | | 0 20 |
| No. 5 " | | 0 17½ |

LIPTON'S TEA (in packages).

| | Price per lb. |
|---|---|
| No. 1, cases 50 lb. (50 ½-lb. pkgs. (25 1-lb pkgs | $0 35 34 |
| No. 1, cases 50 lb., in 5-lb. tins | 35 |
| No. 2, cases 50 lb. (50 ½-lb. pkgs. (25 1-lb pkgs | 29 28 |
| No. 2, cases 50 lb., in 5-lb. tins | 29 |
| No. 3, cases 50 lb., (50 ½-lb. pkgs (25 1-lb. pkgs | 23 22 |
| No. 3, cases 50 lb., in 5-lb. tins | 23 |
| Green Ceylon, No. 1 (50 ½-lb. pkgs (25 1-lb. pkgs | 35 34 |
| Green Ceylon, No. 2, (50 ½-lb. pkgs (25 1-lb pkgs | 29 28 |

## TOBACCO

THE EMPIRE TOBACCO CO., LIMITED.

| | |
|---|---|
| Smoking—Empire, 3½s, 5s and 10s | 0 30 |
| Royal Oak, 2 x 3, 80 acre, 8s | 0 52 |
| Something Good, 7s | 0 48 |
| Chewing—Bobs, 5s and 10s | 0 36 |
| Currency, 13¾ oz. bars, spaced 9s | 0 39 |
| Currency, 6s and 10s | 0 39 |
| Old Fox, narrow 10s | 0 39 |
| Snowshoe, 1-lb. bars, spaced 6s | 0 43 |
| Fair Rail, 6s | 0 44 |

## VINEGARS.

E. D. MARCEAU, Montreal.

| | Per gal. |
|---|---|
| Old Crow | 0 20 |
| Condor | 0 25 |
| E. M. D. proof | 0 30 |

MICHEL LEFEBVRE.

| | |
|---|---|
| Bull Dog, quadruple strength, regist'd | 0 55 |
| Lion "L" brand, registered | 0 38 |
| Imperial, triple strength, registered | 0 33 |
| Cote D'Or, extra super, registered | 0 30 |
| " household vinegar, registered | 0 28 |
| Crystal Pickling, extra | 0 28 |
| " ordinary | 0 23 |
| White Wine, XXX | 0 25 |
| " " XX | 0 20 |
| " " X | 0 17 |
| Cider, XXX | 0 27 |
| " XX | 0 27 |
| " X | 0 12 |
| Pure English Malt, trip'e strength | 0 45 |
| " " " double strength | 0 35 |
| " " " single strength | 0 25 |
| Distilled white malt vinegar | 0 50 |

JOHN HOPE & CO., MONTREAL.

| | |
|---|---|
| Sir Robert Burnett & Co.'s English Malt Vinegar | 0 60 |

## WOODENWARE

UNITED FACTORIES, LIMITED.

| | |
|---|---|
| Washboards, Leader Globe | 1 50 |
| " Improved Globe | 1 60 |
| " Standard Globe | 1 80 |
| " Solid Back Globe | 1 95 |
| " Jubilee (perforated) | 1 95 |
| " Crown | 1 35 |

| | Per doz. |
|---|---|
| No. 1 2-hoop pails | 1 55 |
| " 1 3 " " | 1 70 |
| " 0 Tubs | 8 50 |
| " 1 " | 7 00 |
| " 2 " | 6 00 |
| " 3 " | 5 25 |

## YEAST.

| | |
|---|---|
| Royal yeast, 3 doz. 5c. pkgs. in case | 1 00 |
| Jersey Cream yeast cake, 3 doz. 5c. | 1 00 |
| Victoria " " 3 doz. 5c. | 1 00 |
| " " " 3 doz. 10c. | 1 80 |

NIXEY'S REFINED BLACK LEAD
BY APPOINTMENT TO H. M. the KING OF THE BRITISH EMPIRE

## The Auer Gas Lamp

**Money-Back Style.**



No. 1

THIS style is particularly suited for a reading light—the shades prevent the light from tiring the eyes and the burner can be raised just the same as any other students lamp.

IT can be carried around the house with perfect safety and as the base is heavily weighted there is no danger of its up-setting.

THE light is soft enough for the most sensitive eyes and yet strong enough for the finest print.

OUR CATALOG SHOWS ALL OF OUR DIFFERENT STYLES.—WRITE FOR IT AND OUR DISCOUNTS.

**Your Money Refunded if you are not Satisfied.**

AUER LIGHT CO., 1682 Notre Dame Street, NONTREAL.

## Bigger Profits

—ON—

## "EMPIRE" SODA

BEST FOR BAKING.

Instead of giving you useless premiums we have decided to make a change in "Empire" Soda prices that will mean bigger profits for you. Here are the new prices :

Case 120 ½-lb. pkts. (60-lb.) per case, $2.70
Case 96 10-oz. pkts. (60-lb.) per case, 2.80

Manufactured by

**BRUNNER, MOND & CO.,** NORTHWICH, ENG.

SOLE AGENTS FOR CANADA,

**WINN & HOLLAND,** MONTREAL.

**ADVERTISING in WESTERN CANADA**

will be Carefully, Efficiently, and Promptly attended to by

**The Roberts Advertising Agency,**
WINNIPEG, CANADA

## THE "GLEANER"

KINGSTON, JAMAICA, B.W.I.

The Newspaper with the Largest Circulation in Jamaica and the West Indies.

Canadian manufacturers, merchants, etc., desiring to do business with this country and introduce their goods in this market, should put an advertisement in "THE GLEANER."

Write for scale of charges, etc., to

**THE GLEANER CO.,**
Limited

"Gleaner" Office, . . .KINGSTON, JA.

CANADIAN ADVERTISING is best done by THE E. DESBARATS ADVERTISING AGENCY
MONTREAL

## TANGLEFOOT SEALED STICKY FLY PAPER



Stops the fly in his mad career. Also catches the filthy load he is carrying, thus preventing the danger of contagion.

Long Lasting. A Cash Asset.
Order from Jobber.

**The O. & W. Thum Co., Mfrs.**
Grand Rapids, Mich, U.S.A.

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of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

Write us, giving us particulars of what you want and where you want it from, and we will quote you prices by return.

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**CANADIAN PRESS CLIPPING BUREAU,**

232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.

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**Is Honest Goods and just the Thing on Which to Make or Extend a Business.**

McLAREN'S
**COOK'S FRIEND**
BAKING POWDER.

**The Best Grocers make a point of Keeping it always in Stock.**

# Crockery and Glassware

Do you need anything in this line?

**We have it**

And if you will write your wants to our MAIL ORDER DEPARTMENT your requirements will be satisfactorily filled.

We are always glad to answer enquiries concerning any of our goods and will be pleased to give you price on any lines you mention.

## GOWANS, KENT & CO.

Wholesale

**Crockery and Glassware**
**China and Lamp Goods**

Manufacturers of Lamps and Rich Cut Glass.

Decorators of Earthenware, China and Glass.

TORONTO and WINNIPEG.

# IT PAYS IT PAYS IT PAYS

What pays? Why, to sell the trade-creator

## WETHEY'S CONDENSED MINCE MEAT

of course. Well! Why does it pay? Because it gives better satisfaction to the consumer than any other kind produced in this country. This is a broad statement to make, but nevertheless a true one—increased demand from the trade substantiates our claim. Sold by leading wholesalers.

Manufactured by . . .

## J. H. WETHEY, LIMITED,

ST. CATHARINES, ONT.

# Crosse & Blackwell, Limited

## *Pickles, Sauces, Jams and Preserved Provisions.*

## C. E. COLSON & SON, MONTREAL.

CHAS. F. CLARK, President. JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

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**Capital and Surplus, $1,500,000.** **Offices Throughout the Civilized World.**

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THOS. C. IRVING, Gen. Man. Western Canada, Toronto. JOHN A. FULTON, Gen. Man. Eastern Canada, Montreal.

## OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters.

**JOHN OAKEY & SONS, LIMITED**

MANUFACTURERS OF

**Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.**

**Wellington Mills, London, England.**

Agent:

**JOHN FORMAN, 644 Craig Street**
MONTREAL

VOL. XVI. MONTREAL AND TORONTO, JULY 18, 1902 NO. 29

PUBLISHED EVERY FRIDAY

THE CANADIAN GROCER AND GENERAL STOREKEEPER

CIRCULATES IN EVERY PROVINCE

QUALITY..

When a salesman talks price to you
**Ask him about QUALITY**

When he talks quantity . . .
**Ask him about QUALITY**

When he talks merit to you . .
**Ask him about QUALITY**

That's the
**STRONG POINT**
in
**Colman's Mustard**

*VINEGAR*—*That is clear and sparkling.*

*VINEGAR*—*That leaves a delightful, lasting sensation on the palate.*

*VINEGAR*—*Of guaranteed strength, mellowness and flavor*

*VINEGAR*—*Specially adapted for pickling purposes, with keeping qualities unexcelled.*

*VINEGAR*—*Produced from the highest known ingredients, by a strictly scientific process.*



**IMPERIAL WHITE WINE**

**HAVE YOU TRIED IT?**

If your customers desire a really fine, pure Table Salt, give them

# Rice's Pure SALT.

It gives Universal Satisfaction.

R. & J. RANSFORD,

Established 1886

Clinton, Ont




## LICORICE . . .

We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, plain and corrugated Acme Licorice Pellets; Y. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks, Purity & Dulce Brand one cent sticks; Bundled Licorice Root Small Cigars, 300 to box, etc. In PLIABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and Golf-Sticks, 100 to box; Blow Pipes, 200 and 300 to box; Manhattan Wafers, 2½-lb. boxes; Curved Stem Pipes, 200 to box. Write for illustrated catalogue.

YOUNG & SMYLIE

Established 1845. BROOKLYN, N.Y.

# The Williams Bros. Co's




Sweet Mixed
Sweet Gherkins
Sour Mixed
Sour Gherkins
Chow Chow
Pearl Onions

First Quality Goods in Attractive Packages




TOMATO CATSUP

French Mustard
Waldorf Relish
Chili Sauce
Pure Preserves




A. E. RICHARDS & CO., Selling Agents, Hamilton.

# Stower's Lime Juice

Distinguished from all others because it has no musty flavor. Many times stronger than any other Lime Juice made because concentrated and absolutely pure. An honest production from natural fruit. Palatable, healthy. Keeps perfectly in any climate even after the cork is drawn. "The Lime Juice that draws trade and holds it."

# Stephens' Pickles

Pickles that always please. Sound, piquant Pickles preserved in absolutely pure Malt Vinegar. Packed in bottles with showy labels, which are a great shelf attraction for the store. ALWAYS THE SAME!

*Sold by leading wholesalers.*

A. P. TIPPET & CO., Agents,
Montreal. Toronto.

# Fry's Cocoa.

Absolutely pure Cocoa, with no false flavorings added nor any injurious drugs or chemicals. Made by one of the largest manufacturers of Cocoa in the world. Concentrated and hence of great strength. A quarter-pound tin, which retails at 25 cents, will make fifty cups of rich, delicate Cocoa—one-half a cent a cup.

*Sold by leading wholesalers.*

# FLOUR

MAGOR'S DELICIOUS PATENT FLOUR.

The Purest Flour Made—makes Delicious Bread, Cakes and Pastry.

Prices For Cash Unequalled.

JOHN MAGOR & CO., MONTREAL

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"ACME"

TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50 lb. box.

TORONTO SALT WORKS, Toronto, Ont.

Agents for the Canadian Salt Co., Windsor, Ont.

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WRAPPING PAPERS

—Our Kind
—The Good
—Kind.

Every grocer wants to please his customers. You will do this if you do up your parcels in good wrapping papers — the kind that will wear— from these mills.

—None better.
—See that you
—have them.

CANADA PAPER CO., Limited

TORONTO and MONTREAL.

---

I-WANT-2

help you increase your profits by attracting customers to your store, enabling you to serve them quicker, and in preserving your stock from dirt, dust, mice and insects. You can do this by using

Bennett's Spice and Grocery Cabinet

which also saves 20 per cent. of your room.

Full particulars from

J. S. BENNETT,
Patentee and Mnfr.,
15 Marion St., Toronto.



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REFRIGERATORS.



Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches.

Write for our catalogue, guarantee test and testimonials which are free.

Eureka Refrigerator Co.

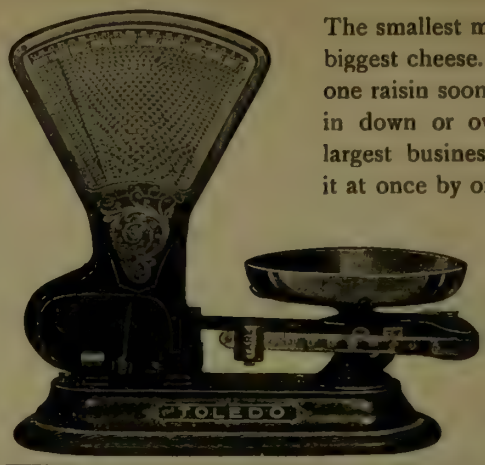
Wilbert Hooey, Manager.

54 Noble St., TORONTO

Phone Park 513.

This cut represents No 13.

---




The smallest mouse continually nibbling consumes the biggest cheese. Each customer helping themselves to one raisin soon empties the box and the loss of pennies in down or over weight, if it does not bankrupt the largest business, materially reduces the profits. Stop it at once by ordering a

Toledo Automatic Springless Scale.

It saves the price of itself in goods, therefore costs nothing.

DEAN & McLEOD,

Canadian Agents, HAMILTON, ONT.

It does not require even a hair to turn it.

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The warm weather quickly tires.

Don't it make you think of HIRES'!




Beware of cheap imitations which are offered every season to the trade.

HIRES' ROOT BEER

was the first on the market; holds first place today and has never yet been equalled for quality.

Price, in lots of one gross and over - - - - per gross $20.40
Price, in 5-gross lots and over - - - - - " $19.40
Freight Prepaid on Two Gross and Upwards.

SEND YOUR ORDER TO.... W. P. DOWNEY, Sole Canadian Agent,

20 and 22 St. Peter Street, - MONTREAL.

Handbills, Showcards, etc., on receipt of Business Card.

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Wheatine

An ideal Summer Breakfast Food recommended by the medical profession.

A quick seller and profitable.

Wholesale by

WARREN BROS. & CO.

TORONTO.

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BASKETS

We make them in all shapes and sizes. We have

*Grain and Root Baskets,*
*Satchel Lunch Baskets*
*Clothes Baskets,*
*Butcher Baskets,*

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.

Oakville, Ont.

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Soap

"IMPERIAL" and "SNOW"

Twin Cakes.

NOW IN STORE.

Perkins, Ince & Co., - Toronto.

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For Sale Everywhere.

—:o:—

ASK FOR

MOTT'S.

# Cigars of Quality.

Be sure you satisfy a customer on quality as well as price. Give him Cigars that won't drive the family out on to the front porch.

If you hand him my Cigars you may be absolutely sure that the peace of the family circle will remain undisturbed. The Cigars I make are "Cigars of Quality"—highest quality always for the price.

**J. Bruce Payne, Mfr.,**
**Granby, Que.**

The "Pharaoh" for a 10c. line.

The "Pebble" for a 5c. line.

# Summer Relishes

**Lime Fruit Juice,**
**Lime Juice Cordial,**
**Raspberry Vinegar.**

Something cool and refreshing for summer—easy to make. But be sure you have the right kind. You are sure to please the most fastidious customers if you recommend to them **"Sterling" brand goods**—made with best skill.

—The word "Sterling"
—is a guarantee of
—goodness.

**T. A. LYTLE & CO.**
**124-128 Richmond St., West, TORONTO.**

# A Steady Rise

# MOLINA BREAKFAST FOOD

has grown in popular favor steadily. It is not a sky-rocket—a brilliant flash and then ashes. Every year has shown a marked but material increase as its general merits become more widely known. When it makes friends it keeps them. It is a natural and wholesome food of Wheat sterilized and kiln-dried, but not predigested.

Grocers, your customers will appreciate

# MOLINA BREAKFAST FOOD.

The Breakfast Food that "has a flavor like popcorn."

**THE TILLSON CO., Limited, Tillsonburg, Ont.**

If popularity is the best proof of merit, then

# JAPAN TEA

wins every time. The best tea judges in Canada attest to its absolute purity, wholesomeness, cleanliness and healthfulness.


IMPERIAL



CREAM TARTAR

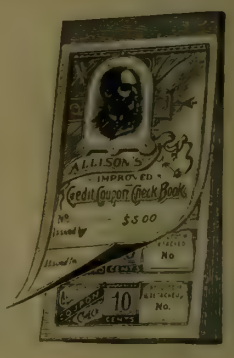
BAKING POWDER

PUREST, STRONGEST, BEST.

Contains no Alum, Ammonia, Lime, Phosphates, or any Injuriant.

E. W. GILLETT COMPANY LIMITED
TORONTO, ONT.

## 20th Century Account Keeping




Don't think because your grandfather made money 50 years ago with old style keeping of accounts, YOU can do so. Times have changed, and if you would be successful you must watch your credits. Why use the old style pass book with your credit customers? Be modern. See here—

### If a Man Wants Credit

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by — The Eby, Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

***ALLISON COUPON CO.,*** *Manufacturers, Indianapolis, Indiana.*




# IMPERIAL MAPLE SYRUP

The Standard from Ocean to Ocean.

**Merit Acknowledged**
**Superiority Admitted.**

## YOUR MONEY BACK

IF NOT SATISFACTORY.

ROSE & LAFLAMME, Agents
**Montreal.**

# AT ANY TIME

of the year a poor starch is very undesirable but particularly during

# HOT WEATHER

is its uselessness felt. The busy housewife is anxious to lighten her work as much as possible these warm days, and you can assist her by recommending

# IVORY GLOSS STARCH

the kind that never fails to please. It is backed up by many years of experience in starch making. Let your next order be for

# IVORY GLOSS.

Manufactured by

**THE ST. LAWRENCE STARCH CO.,**
LIMITED
**PORT CREDIT, ONT.**

# WHITTEMORE'S POLISHES.

THE WORLD'S STANDARD.

THE OLDEST AND LARGEST MANUFACTURERS OF SHOE POLISHES IN THE WORLD.




## "GILT EDGE"

The only Ladies' Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful finish. Once tried always used.

LARGEST QUANTITY, FINEST QUALITY.
**For Sale by all Wholesale Grocers.**

# MOLASSES

When ready to buy don't forget to ask us for our quotations on a carload delivered at your station; you will be glad you did so.

**The Dominion Molasses Co.,**
Limited
**Halifax - Nova Scotia.**



# Washington Lye.

**TESTS 100 PER CENT. ABSOLUTELY PURE LYE OR POTASH.**

The most universally used and perfectly reliable LYE on the market to-day. Perfect results obtained as a disinfectant; as a saver of labor in washing, not injuring even the most delicate fabrics; in the making of hard and soft soaps; in fact, it can be put to a great number of uses, and as a cleanser from all dirt is unequalled.

We have a large shipment just at hand: Price, $2.75 per case of 4-dozen ten-cent tins. Figure out the excellent profit you make.

Washington Lye has been the standard on the American market for many years.

**W. H. Gillard & Co.,** WHOLESALE GROCERS, TEA AND COFFEE IMPORTERS, **Hamilton.**




## THE DOMINION BREWERY CO., LIMITED

**Brewers and Maltsters**

TORONTO

**Manufacturers of the Celebrated**

# WHITE LABEL ALE

**ASK FOR IT AND SEE THAT OUR BRAND IS ON EVERY CORK.**

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

**WM. ROSS, Manager.**






## The Australasian Grocer

The Organ of the Grocery, Provision and kindred Trades of the Antipodes.

**Subscription $2.50 per Ann.**

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## TO LIVE GROCERS ONLY

We are putting up and are having a LARGE SALE on our famous . . . .



# "VICTORIA CROSS" CEYLON TEA

**BLACK and MIXED.**

Every package guaranteed finest grade grown. 25-40-50 cents per lb., in Handsome Lead Packages.

**Write us for Samples and Prices.**

**J. F. SMYTH & CO.**

**Tea Packers.** **WINDSOR, ONT.**

# THE PREFERENTIAL TARIFF QUESTION.

By ROBERT MUNRO, President of the Canadian Manufacturers' Association.

THERE is much more general agreement on this subject than we are apt to infer from the varied opinions expressed in its discussion. It is no question of party politics. There can be no doubt that the people of Canada, as a whole, are favorable to giving British possessions every tariff advantage that is possible, consistent with our general financial system and the maintenance of our industries.

There is a remnant of our people who would refuse to consider our industries in the question at all. These do not consider that the investment of Canadian capital in manufacturing industries amounts to probably $500,000,000, and that at least one-third of our population is dependent on these. There is also a further consideration. These industries were largely induced by the measure of protection the tariff incidentally afforded, and, as a community, we cannot afford to so alter our fiscal conditions as to prevent this enormous investment yielding some return, nor can we afford to materially reduce the number for which these industries find employment.

The Pro-British view of the tariff looks to increased trade between Canada and other British possessions. Of this view Canada is the author. Its development will probably be intercolonial before it becomes Imperial. We may expect a return of preferences from the other colonies before reciprocal preferential trade is adopted by Great Britain. Our fellow-Britons in Australia, New Zealand, South Africa, West Indies, etc., are thinking hard on the question. We may surely arrange to help out the discussion with them in detail, and it cannot prove fruitless. A general agreement among the colonies is the great lever which will move Great Britain. This intercolonial agreement is just what many of our British people would delight to see in operation. The discussion of the principle will help to bring the financial systems of the colonies into similar lines, and as one colony gradually increases its consumption of the products of the other, the preferential tariff will be a matter of less and less difficulty.

But the Pro-British view has another very important feature. It seeks to retain British trade for Britons. In carrying out this view it has no favors to confer on foreign nations. Nor has it any prejudice against dealing with them on a fair "tariff for tariff" basis. While one part of our creed is to give a preference to British possessions, another is to give to every other country as fair terms as they give us, but we object to give more than this. If they tax our farm products and our manufactures we also tax theirs. We want to trade with the wide world on a business basis. We want to trade with our fellow Britons on a preferential basis, and we expect them to recognize us as Britons also.

This view is worthy of Canada. There is nothing in it that is not businesslike, straightforward, fair and just.

Now, what would be the outcome of this Pro-British policy if carried out from these two viewpoints?

Based on the existing tariffs of Germany, United States and other countries, the principle of tariff for tariff would so restrict our trade with these countries that a large additional volume of trade would be available between us and Great Britain and her colonies. One effect would be a higher Canadian tariff on a large number of items, which is not, in itself, desirable, but it would be necessary to equalize with foreign tariffs. The other effects would be that not only would a larger amount of trade be available between us and Britain, but that a greater percentage of preference could be given to Britain.

I am not forgetful that some few industries have suffered severely from the preference now given. These industries were established on a tariff which appeared to offer a return on their investment, but the abatement of one-third upset their calculations, and in some cases changed profit into loss. These are the exception, however, and call to be dealt with exceptionally, but generally the increased aggregate business that would result from fair trade with foreign nations and the special increases incident thereto would adjust matters. I have tried to deal with principles. Let me give only one illustration in detail.

Our agriculturists are very heavy sufferers in this regard. There is approximately $20,000,000 lost to Canada every year to pay United States farmers for produce for which they will not take produce in return, but are paid in gold. Every dollar of this is lost to our Canadian farmers.

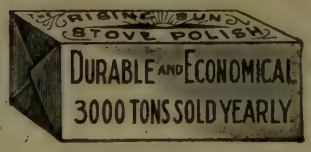
The pro-British principle of "tariff for tariff" to foreigners and reciprocal preferential between British possessions is the principle that will do justice to Canada and her people.

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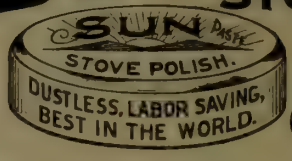
## THE BRITON AND HIS TEA.

If they are looked at in a proper light, statistics are by no means dull reading, and may supply some most interesting facts and subjects for speculation. The returns of the imports into Great Britain of tea and coffee open up some very curious questions. The average Englishman drinks in the course of the year six times as much tea as the average American or Dutchman, and very nearly 100 times as much as the average Frenchman. On the other hand, the Englishman does not drink coffee, and only gets through, in a year, about a twentieth part of that which the average Dutchman consumes. This liking for tea as compared with coffee, in contradistinction to the taste of all the rest of the world, cannot be put down to Great Britain's much abused climate, for the same law holds good in the colonies. Wherever the Englishman goes he drinks tea if he can get it, and he usually sees that his supply does not run short. It is not a matter of taste, but of temperament. The Englishman is always more or less at work and in a hurry, and has no time to waste making coffee as it should be made, if it is to be drunk without nausea. A handful of tea thrown into a pannikin of boiling water will brew a very excellent drink, but a handful of coffee treated in the same way would prove detestable. To make tea is easy; to make coffee takes trouble, and the Briton adopts that drink which is easiest to make.

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE




SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE




Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

**MORSE BROS., Proprietors, Canton, Mass.**

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

## TORONTO RETAIL GROCERS' ASSOCIATION

An Agreement with the Bakers—The Excursion Discussed—Trouble over an Agreement.

THE Toronto Retail Grocers' Association held their regular monthly meeting in St. George's Hall, Elm street, on Monday evening, July 14. A resolution was passed calling the attention of The Natural Food Co. to the way their price restrictive agreement was being observed in Toronto. A deputation was heard from the Master Bakers' Association of Toronto, and final arrangements were made for their annual excursion which this year will be held at Niagara Falls and Buffalo on July 23. President Sykes was in the chair.

Those present were : President Sykes, Secretary Nettelfield, Edw. Hawes, F. W. Johnston, D. Bell, T. Clark, C. Callander, Fred. Thorne, T. Dowswell, J. G. Gibson, J. Butcher, H. Kelley, R. H. Davis, Jerry Burns, M. McArthur and R. Bailey Snow.

A letter was read from W. E. Burritt, barrister, solicitor, etc., Sudbury, Ont. It stated that the merchants there and in Copper Cliff and Glen Huron desired to form a merchants' association, and information was asked from the Toronto Retail Grocers' Association regarding their constitution and the best methods to adopt to form such an organization. The secretary was instructed to forward to Sudbury a copy of their constitution and furnish other information desired.

The shredded wheat biscuit question next came up for discussion. Although many merchants had bound themselves only to sell these biscuits at 15c. per package on the consideration that only those who signed the agreement would be able to obtain these biscuits, yet it was claimed many merchants in this city were able to obtain all they wanted of this article to sell at 12½c. per package. This drew forth indignant protests from those members of the Association who had signed their fixed price agreement that had been so fully discussed in the Association some time ago. A strongly worded resolution was unanimously passed censuring the Natural Food Co. for the laxity they displayed in enforcing this agreement and calling their attention to the way in which it was being disregarded in Toronto. This resolution will be forwarded to the company at Buffalo.

The deputation from the Master Bakers' Association then was heard. It consisted of J. T. Spink and A. W. Carrick. Mr. Spink explained the objects of their visit. He had observed that in nearly every large city in the United States the tendency of the bakers was to sell exclusively to the retailer, and not to the consumer. He had drafted an agreement to be submitted to the Association for consideration, which provided that all the master bakers in Toronto, some 40, baking 98 per cent of the bakers' bread used in this city, should sell only to the retail grocer, who should have the exclusive privilege of retailing it out to the consumer. A fixed wholesale and retail price could then be agreed on between the baker and the grocer. This scale could be changed at any time at a joint meeting of the grocers and bakers. If the price of flour advances, the size of the loaves could be made smaller or their prices put up, as agreed by the makers and retailers.

Mr. Carrick followed with about the same arguments as Mr. Spink. He believed the scheme was feasible, and was much in favor of it. He thought that no difficulty would be experienced with stale bread, which the retailer was to agree not to sell any cheaper than the freshly-made. Any grocer could count on about the quantity of bread he would sell every day, and would therefore sustain little loss therefrom.

A committee, consisting of T. Clark and H. Kelly, with the executive, was appointed to cooperate with a similar committee from the Grocers' Section of the Retail Merchants' Association of Canada and confer with a deputation from the Master Bakers' Association in the matter.

The excursion to Buffalo formed the next topic for consideration.

The programme committee reported that arrangements had been made for the holding of several guessing contests on board the steamer going across in the morning. There will be a pedro match between the representatives of the wholesale houses and the retailers. The dancing of two Highland lassies will amuse the excursionists. An orchestra will be engaged to play on the boat going and coming, and a band will meet the party at the Gorge. Altogether, everyone ought to have a happy time.

The following committee will look after he games on boa rd the boat, viz.: R. B. Snow, J. Burns, and T. W. Clark.

New members were admitted as follows : J. C. Pearson, Queen street east ; J. Fielding, McLeod street ; J. Coutes, Wellesley street ; A. Hall, Lippincott street, and T. Shaw, Davenport Road.

### NEW ADVERTISING NOVELTIES.

Some attractive advertising is now circulated in Canada by the "Globe" metal polish people, Raimes & Co., of No. 164 Duane street, New York. Their goods have a large sale throughout the world. It is put up in attractive tins, and the popular sizes for retailers are the 5 and 10c. tins. It will keep good in any climate, is always clean to handle, and is a remarkably good seller when once introduced. This polish has met with a large sale here during the short time it has been on the Canadian market, and the company are glad to forward a supply of advertising matter to all retailers on application.

C. B. Hoey, general merchant, Ninga, N.W.T., intends removing to Saskatoon.

# A BARGAIN IN VALENCIA RAISINS

LUCAS, STEELE & BRISTOL, WHOLESALE GROCERS HAMILTON.

There is only

# ONE FLY PAD

WILSON'S

# A TRADE BUILDER.

For many years

## Bensdorp's Royal Dutch Cocoa

has enjoyed the enviable distinction as a leader of this choice condiment. And why? Because it is the highest grade of Cocoa produced.

It is absolutely pure. It is the most economical, inasmuch as it requires only one-h lf the quantity to produce the same results claimed by other high-grade brands.

At present these goods are sold in pound, half-pound and quarter-pound tins, but the numerous inquiries for a **10-cent Package** of

## Bensdorp's Royal Dutch Cocoa

have necessitated the placing of an order with the manufacturers, of Amsterdam, Holland. This consignment will arrive in a few days, and our usual despatch in shipping will guarantee these goods on the counters of thousands of the leading grocery firms in Canada immediately after arrival.

## JAMES TURNER & CO.

Wholesale Agents, HAMILTON, ONT.

# 1902 Pack 2-lb.
# STRAWBERRIES now in store.

## THOS. KINNEAR & CO.,

**Wholesale Grocers,** **49 Front St. East, TORONTO**


## BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

THE creditors of Gorman & McDonnell, general merchants, Douglas, Ont., held a meeting on July 15.

J. E. Drolet, grocer, Quebec, has assigned.

J. C. De L'Eglise, grocer, St. Tite, Que., has suspended.

A. Foucher is curator of J. E. Drolet. grocer, Quebec.

Omer Beaulieu, general merchant, New Carlisle, Que., has assigned.

A. H. Pare, general merchant, Point De Maskinonge, Que., has assigned.

V. E. Paradis has been appointed curator of A. Cloutier, general merchant, St.Fabien, Que.

R. T. Stone & Co., general merchants, Melancthon, Ont., have assigned to Wm. Gray.

Riordan Bros., traders, Montreal, have filed an assignment, and their creditors met on July 17.

P. Boucher, general merchant, St. Damase, Que., has compromised at 55c. on the dollar, cash.

A consent of the assignment of Jos. N. Cabana, grocer, Montreal, has been filed, and he has assigned.

A consent of the assignment of Organ, Elliott & Co., wholesale grocers' sundries, Montreal, has been filed.

Mrs. L. Frost, grocer, Necum Teuch, N.S., has assigned to G. B. Faulkner, and her creditors meet July 22.

Robert A. Mowat, grocer, St. John, N.B., has assigned to J. M. Elmore, and his creditors had a meeting on July 17.

Crabbe & Co., wholesale jobbers in confectionery, Ottawa, have assigned to W. Cole, and a meeting of creditors was held on July 14.

PARTNERSHIPS FORMED AND DISSOLVED.

The Standard Flour and and Grain Company, Montreal, has dissolved.

Johnston & Stewart, manufacturers' agents, Winnipeg, have dissolved ; W. Johnston continues with L. J. Ostrander under the style of W. Johnston & Co.

SALES MADE AND PENDING.

The assets of David Lee, baker, Ottawa, have been sold.

The stock of Ferd Decarie, grocer, Montreal, is to be sold.

The stock of Gariepy & Co., grocers and liquor merchants, Montreal, has been sold.

The stock of Bedard & Co., grocers, Quebec, has been sold at 48c. on the dollar.

J. C. Boyd, baker and flour dealer, North Augusta, Ont., is offering his business for sale.

The stock of Duchesneau & Co., grocers and liquor merchants, Montreal, has been sold.

A. Suprenant & Co., grocers and liquor dealers, Montreal, are to have their stock sold.

J. A. Constantine, grocer, Quebec, is advertised to be sold out by bailiff, on July 21.

The assets of A. Prevost & Co., general merchant, St. Agathe Des Monts, Que., have been sold.

There will be a sheriff's sale of the property of G. F. Fenton, grocer, etc., Halifax, N.S., on July 29.

The stock of (the estate of) Wm. Coxall, hardware merchant, grocer and dry goods dealer, Colborne, Ont., is advertised for sale by tender.

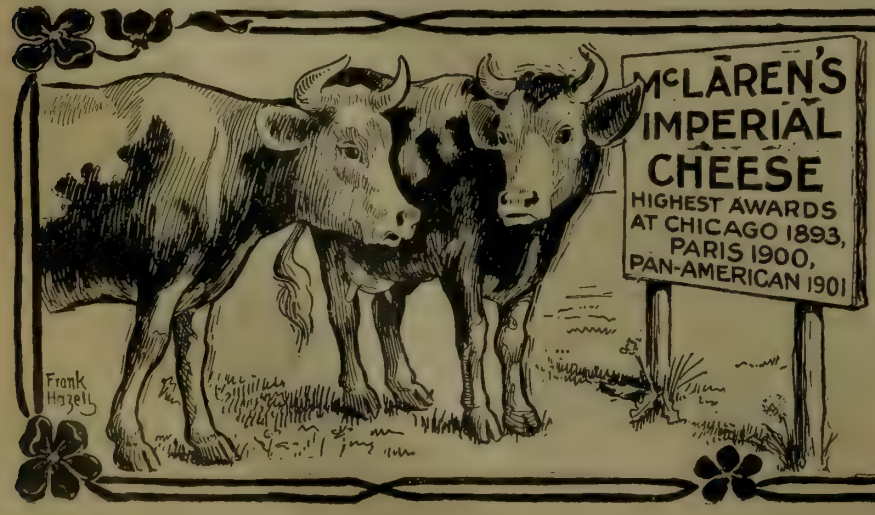
CHANGES.

L. P. Lebel & Cie, traders, Montreal, have registered.

D. Langlois & Cie, grocers, Montreal, have registered.

Wm. M. Hall & Co., general agents, Montreal, have registered.

Martha M. Kirkpatrick, hotelkeeper and general merchant, Leduc, N.W.T., has sold her general store to A. M. Anderson.


IF A COW COULD REASON

the cows that produce the milk which, after many processes, becomes

**MacLaren's Imperial Cheese**

would be the very proudest cows in Canada.

# CURRANTS

**Our travellers can interest you in this fruit.**

## THE DAVIDSON & HAY, LIMITED

**Wholesale Grocers.** **36 Yonge St., Toronto.**


Abraham Bros., grocers, Winnipeg, are succeeded by David King.

S. Thibault & Cie, hay and grain merchants, Montreal, have registered.

Abraham Kouri & Co., general merchants, Montreal, have registered.

W. M. J. Currie, grocer, Brandon, Man., will remove to Lander on August 1.

Avila Martel, grocer and liquor merchant, Montreal, is successor to J. Oscar Landry.

J. A. H. Bonnett, general merchant, St. Claude, Man., has removed to St. Laurent.

Hugh A. McMillan, grocer, Nanaimo, B.C., is opening a branch at Mount Sticker.

Lilly & Co., general merchants, Swan River, Man., have sold out to W. H. Bunting.

Robert Kerr, general merchant, St. Laurent, Man., has sold out to J. A. H. Bonnett.

B. D. Rogers & Co., Limited, grocers, etc., Stellarton, N.S., are succeeded by B. D. Rogers.

Mrs. M. J. Killam, general merchant, Liscomb mills, N.S., is out of business; she is succeeded by J. J. Soy.

C. B. Whidden & Son, wholesale and retail grocers, Antigonish, N.S., are succeeded by a firm of the same name, composed of C. Edgar Widden only.

FIRES.

G. H. McFatridge, general merchant, Milford, N.S., was burned out.

The premises of P. Langlois, general merchant, Matane, Que., were damaged by fire.

Hatt, Morrison & Co., Limited, grocers, etc., Fredericton, N.B., have sustained damage by fire.

Griffin & Tobias, general merchants, Lake Temiscamingue, Que., were burned out; partially insured.

DEATHS.

Silas A. Hill, general merchant, L'Amaroux, Ont., is dead.

Peter Dodds, grocer, and boot and shoe merchant, etc., Watford, Ont., is dead.

D. C. Corbitt, of D. C. Corbitt & Son, general merchant, Didsbury, N.W.T., is dead.

Robert McLeod, grocer, etc., Hopewell, N.S., is dead, and his widow continues the business.

James P. Mitchell, of J. P. Mitchell & Co., general and lumber merchants, Mill Village, N.S., is dead.

### TRINIDAD FLOUR MARKET.

Gordon, Grant & Co., Trinidad, report, under date of July 2, as follows regarding the flour market there: "All grades of American flour are in light supply, while the stock of Canadian is quite exhausted, and next receipts—of the latter especially—should do exceptionally well.

### IMITATING A LABEL.

Imitation may be flattery, and the compliment it pays to the original is undoubted, but certainly it is with no intention of assisting the proprietor of a well-known article or label imitated, either by increasing his sales or multiplying his profits, that a manufacturer of a similar article appropriates the results of perhaps much thought and expended money, with the view of trading on the reputation of the original.

Now, granting that no one would imitate something that was worthless or had no particular merit or popularity, the very act of imitating proves the imitation to be devoid in some respect of the merit of the original; otherwise, it would not require to pose as a substitute or "as good as" or be palmed off as the original on an unsuspecting merchant, but could "sail on its own bottom," so to speak.

Reference is specially made to Schepp's "Edelweiss" cocoanut, the label for which has been closely imitated by competitors.




# UPTON'S
## Home Made Marmalade

New Style Jar, packed in 2 doz. cases,

**Price $1.50 per doz.**

Bitter Oranges and Granulated Sugar, that is all.

**A. F. MacLaren Imperial Cheese Co., Limited,**
51 Colborne Street, TORONTO, Agents.

# THE PROVISION TRADE.

Beef in England—The Markets—Miscellaneous Notes.

### BEEF IN ENGLAND.

A RECENT despatch from London, England, stated that United States meat-houses had obtained absolute control of the Smithfield market, and that these same United States companies had succeeded in raising the price of beef in England, refrigerator beef going up 3c. per lb. The English could not even import live cattle, it was said, for all the available freight space for six and twelve months' time had been taken by the United States dealers. It was further expected that beef in the Old Country would reach a record price before winter, the despatch added.

When interviewed in reference to this despatch, Mr. Robert Bickerdike, M.P. of Montreal, pronounced the whole thing to be without foundation. The United States houses do not control the English market, but most of these firms have representatives in Great Britain. Thev were enabled to gain a footing on the British market through the exhorbitant charges made by English and Scotch commission men.

Beef still can be imported from this country into England, he said, at the rate, if they choose, of from 2,000 to 4,000 head per week. They always could get all the space they wanted.

Mr. Bickerdike thought the English Government were simply protecting the English farmer and agriculturist when they excluded Canadian cattle from the interior parts of England and Scotland under the mistaken accusation that our cattle were affected with pleuro pneumonia.

He also thought it very unjust for the British Government to prevent Canadian dressed beef from competing for the army contracts.

### TOP NOTCH PRICES.

National Provisioner, New York, under a recent date says: "Top notch prices were made this week for the hog products. It was an easy drift upward as the packers allowed the movement full headway, and it was accompanied by much more general outside speculation. Thc hog products, however, have been most confidently held on the late options, as in distinction to the corn tendency which has had very effective manipulation on the July deal. But the wild drift of prices for corn and with which the hog products markets have in part sympathized, has been in part occasioned by the much higher range of wheat prices on the alarming reports, particularly early in the week of rain-damaged winter wheat ready for harvesting, and perhaps some injury to the spring wheat crop. The corn crop may have been injured slightly in sections by the heavy storms. It is the conclusion, however, of most of the traders that a spell of warm weather will bring the corn crop around all right, and that there is no reason, as yet, to expect other than an exceptionally large crop of the grain. The soaring prices of July corn as against the 'short' interest, has naturally alarmed any interest that way over the hog products, while it has tempted some of the outsiders to investigating on the 'long' side of the latter in the feeling that perhaps hog products may ultimately be taken hold of for bulges. However, the near future of market conditions is very uncertain. It is conceded that the packers have a good grip on the markets for their products and that there is more uniformity of action on their part; at least the rule with them is more generally to buy and support prices, as against the inclination on their part previously latterly, to occasionally in instances depress the situation and gather in outside stuff."

### FLAVOR OF EGGS.

Dr. J. H. Kellogg, writing in Modern Medicine, says the eggs of a scavenger hen are not fit to be eaten. His attention was called to this a number of years ago. A lady said she could not eat their eggs. She wanted "sunflower eggs." He asked her what she meant by that, and she said that an old German at home fed his chickens on sunflower seeds, and that the eggs were remarkably sweet. Some of the eggs were sent for and this was found to be true. Eggs do partake of the nature of the food which has been eaten.

### THE PROVISION MARKETS.

#### TORONTO.

Dressed hogs are quiet and unchanged. Beef is steady with a fair demand. Veal is slow, and the prices of lambs have widened. The market for live hogs is steady and unchanged. The receipts are light and the demand good. We quote: Dressed hogs, $9 to $9.25; beef carcasses, $8 to $8.50 per 100 lb.; hind quarters, $9 50 to $11 per 100 lb.; front quarters, $5.50 to $6.50 per 100 lb.; veal, 7 to 8c. per lb., and lambs, 9 to 10½c. Select live hogs are worth $7.25, and fat and lights, $7 per 100 lb. Choice export cattle are worth $6 to $7 per 100 lb., and lights, $5 to $5.75.

Business in smoked meats is good, and green meats are in better demand. Barrel porks are having good sales, and lard is quiet. Our quotations are as follows: Long clear bacon, 11 to 11½c.; smoked breakfast bacon, 14½ to 15c.; roll, 12 to 12½c.; medium hams, 13½ to 14c.; large hams, 12½ to 13c.; shoulder hams, 11c., and backs, 14½ to 15c.; Canadian heavy mess pork, $21.50; short cut, $23 to $23.50; lard, in tierces, 11 to 11¼c. per lb.; tubs, 11¼ to 11½c., and pails, 11½ to 11¾c.; plate beef, $15.

#### MONTREAL

The provision market, in general, is somewhat firmer this week, and prices exhibit an upward tendency. Pure lard is quoted ¼c. per lb. higher, and there is a good demand for both it and compound. The demand keeps up well for barrel pork and for smoked meats. Canadian pork is 50c. higher this week per bbl. Wholesale grocers are quoting it at $26 per bbl. in small lots.

The demand for fresh killed abattoir dressed hogs is good; business, however, is mostly of a jobbing nature. The price quoted is 25c. lower this week, being $9 25 to $9 50 per 100 lb. Offerings, at present, are not large, and the market is steadier.

Pure Canadian lard sells at $2.37½ to $2.40 per pail. Fairbank's "Boar's Head" lard compound, 9¾c. tierce basis, with extras as follows: 60-lb. tubs, ¼c. over tierce: 20-lb. tin pails, ¼c.; 20-lb. wood pails, ½c.; 10-lb. tins, ⅝c.; 5-lb. tins, ¾c.; 3-lb. tins, ⅞c. Snow White and Globe compound, $1.95 per pail; Cottolene, 11¼c. for 20 lb. pails, and 11c. for 60 lb. tubs, for Quebec and Ontario; hams, 13 to 14c.; bacon, 14 to 15c.; heavy Canadian short cut mess pork, $24.50 to $25.00; Canadian short cut clear pork, $23.50 to $24.00; Canadian short cut clear pork, $23.50 to $24.

Armour's pork, 50's and 60's, is 50c. higher, thus regaining the decline of last week.

Are you selling

REGISTERED

*Bow Park*

BRAND

# Cream Cheese?

Just the thing this hot weather. It sells fast.

Send us your order or ask your wholesaler.

**The Brantford Packing Co.**
LIMITED

**BRANTFORD, ONT.**

When you have any

# BUTTER OR EGGS

to offer, write or wire us. We are buyers.

**The J. A. McLean Produce Co., Limited**

75-77 Colborne Street

Telephone Main 2491. Toronto.

# COOKED MEATS

During the past year or two there has been a large and increasing demand for Cooked Meats. The housewife does not care to burn coal and heat up her kitchen when she can procure what she wants for tea, dinner or luncheon ready cooked at her grocer's or provision dealer's, not only so, but at a moment's notice, and at less cost than it can be bought and prepared at home. We have a special department for putting up Cooked Meats, and invite your trial orders for

**Cooked Hams,**
**Cooked Shoulders,**
**English Brawn,**
**Beef Bolognas,**
**Ham, Tongue and Chicken,**
**Frankfurters,**
**Potted Tongue.**

**Sent by Express.**

**F. W. FEARMAN CO.**
(Limited)

**HAMILTON, ONT.**

# Sugar Cured Hams and Breakfast Bacon.

We produce something superior in this line---mild and full flavored. Meets the requirements of the most exacting trade.

**TRY SAMPLE SHIPMENT.**

**The Park, Blackwell Co.,**
LIMITED.

TORONTO, ONT.

ST. JOHN, N. B.

In barrelled pork or beef, though some days the market seems easier, the goods do not seem to get any cheaper. Little business is being done. This is, of course, the quiet season. In smoked meats, while our prices are high, American prices are still higher. Owing to this, also, in pork and beef, there has been quite a little come from Ontario. In lard, while prices are still high, and some, to make sales, have shaded figures, standard compound is quoted ¼c. lower. In fresh beef, the high price continues, somewhat helped by rather freer offerings of domestic light beef. Pork is in light demand, but little is offered. Lamb is a stand by, and is bringing full figures. We quote: American mess pork, $23 to $23.50; domestic mess pork, $21.50; plate beef, Canadian, $14 to $14.50; clear pork, American, $25.50; plate beef, American, $17 to $18; veal, 4 to 7c.; lamb, 4 to 5c.; mutton, 10 to 12c.; fresh beef, 8 to 10½c.; round hogs, 7½ to 8c.; pure lard, tubs, 12c.; pure lard, pails, 12¼c.; compound lard, tubs, 9½c.; compound lard, pails, 9¼c.; refined lard compound, Fairbank's, tubs, 10¾ to 11c.; pails 11¼ to 11½c.

PROVISION NOTES.

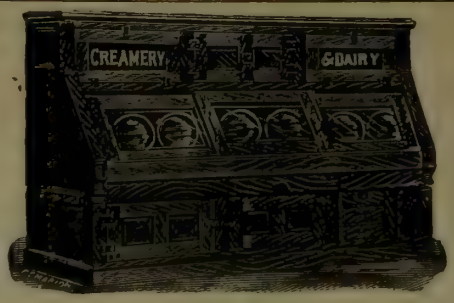
Scott & Gillies, egg and produce merchants, Strathroy, Ont., have dissolved, John C. Scott continues under the same style.

## AN EXPLANATION.

The action taken by James Rutherford & Co., Montreal, against G. H. Macy, Japan, for failure to deliver certain teas contracted for, and which was noticed in last week's issue of this paper, attracted some attention from the Montreal trade. It seems, however, that we were mistaken in saying that Macy's representative offered $250 damages, as his statement in court was to the effect that the money was offered only "as a present." But "the present" was not accepted and Mr. Rutherford was awarded $326.40 damages.

## SHOW-CARD AND TICKET WRITING.

Window-trimmers and clerks who are fitting themselves for a good position, and merchants who are after their share of business and as much more as they can get, are now making preparations to secure it by being able to put up a fine variety of show cards and price tickets. In this issue, W. Edwards, Carleton Place, Ont., offers a book of instruction at $1, post paid, which will teach you this art in a thorough and practical manner. He has hundreds of students in all sections of the country who are to-day reaping the benefits. "To earn more learn more."


**C. P. FABIEN**

Manufacturer of Refrigerators and Ice Chests. Diplomas awarded at Montreal, Toronto and Ottawa Exhibitions. Over 50 patterns to choose from. Proprietor of Aubin's Patent Grocery Refrigerator, New Dominion, Imperial Dominion, special improved Dairy Palace for Hotels—all hardwood.

3169 Notre Dame St., MONTREAL.

**SLEE, SLEE & CO.**

Limited

**Tower Bridge Brewery,**

LONDON, ENG.

FOR **English Malt Vinegars.**

*Ontario Agents—*

**John W. Bickle & Greening,**

HAMILTON and TORONTO

From whom Samples and Prices can be obtained.

TOMAHAWK CANADA

**IRISH PROCESS CANADIAN BACON**

"There is nothing too good for the Irish" has heretofore literally applied to the product of their packing houses, but with the firm conviction that what is good enough for the Irish is not too good for Canadians, we have succeeded in producing a line of

**Hams and Bacon Unexcelled in the World.**

The fine flavor is preserved, and the nutritive qualities enhanced.

**Do you handle it? If not, write**

**The Farmers' Co-Operative Packing Co.**

**of BRANTFORD, Limited.**

All first-class Grocers and Provision dealers should handle the

**"L. & S." and "Imperial"**

**Brands of Smoked Hams, English Breakfast Bacon, Backs, Lard, Etc.**

The best and most favorably known brands on the market. They are delicious and appetizing. Once used, always used.

**Fowler's Canadian Company, Limited,**

**Pork Packers and Exporters, HAMILTON, CANADA.**

Fowler's Packing Houses: Chicago, Ill., Omaha, Neb. Kansas City, Kan., Hamilton Can.

New York Office: Produce Exchange Building, N.Y.

Fowler's English Houses: Fowler Bros., Limited, Liverpool, Eng. Fowler Bros., Limited, London, Eng.

— ALSO —

**The L. & S. Rosemary Company, Limited,**

Manufacturers of Jams Jellies, Cocoanut, Extracts, Baking Powder, Vinegars, Pickles, etc.

32 McNAB STREET SOUTH, HAMILTON, CAN.

"Condor" Japan Tea

Madam Huot's Coffee

"Nectar" Black Tea

"EMD" Proof Vinegar

"Condor" Pure Mustard

"Condor" BAKING POWDER

"Old Crow" Pure Vinegar

# SOME EXTRA VALUES.

100 bags fine Old Green Maracaibo, Crop 1900, at 10c. Net 15 days.

100 half-chests of a well-made, good, bright, strong-liquoring Japan Tea, at 19c. 3% 30 days.

In This Week—172 packages China Green Teas—15 to 22½c. Ask for Samples.

SPECIALTY OF HIGH-GRADE GOODS IN TEAS, COFFEES, SPICES AND VINEGARS—WHOLESALE.

**E. D. Marceau,** 281-285 ST. PAUL ST., **Montreal**

"Old Crow" Black Tea

"Condor" Pure Vinegar

"Old Crow" Baking Powder

"EMD" Baking Powder

LARD




Orders can be filled by any of the leading packing houses or jobbers in Canada or direct.

# HOT WEATHER LARD

Retail dealers often have trouble with hog lard melting, and causing loss by becoming liquid and soaking into the package, to say nothing of the inconvenience of handling such oily lard.

The summer formula of **Fairbank's Boar's Head** brand of **Refined Lard Compound** will keep firm and sweet much better than either hog lard or butter. The fact that **Fairbank's Boar's Head** brand of **Refined Lard Compound** is not subject to getting rancid as quickly as other frying and shortening mediums is evidence that it has less matter in it that is subject to atmospheric action, which is a strong argument in favor of its being purer and more wholesome than any other frying or shortening medium. Throughout the summer months **Fairbank's Boar's Head** brand of **Refined Lard Compound** will be found satisfactory to both merchants and housekeepers on account of its keeping qualities.

| | | | |
|---|---|---|---|
| Tierces - | 400 lbs. | Pails, tin - | 10 lbs. |
| Tubs - - | 60 lbs. | " " - - | 5 lbs. |
| Pails, wood | 20 lbs. | " " - | 3 lbs. |
| " tin - | 20 lbs. | | |

# THE N. K. FAIRBANK COMPANY.

**Wellington and Ann Sts., MONTREAL, QUE.**

Chicago. New York. St. Louis. New Orleans. San Francisco. Baltimore. Boston. Philadelphia. London, Eng. Hamburg, Ger.

# Grocers Six Hundred Years Ago.

ON June 12, 1346, a number of pepperers, as the grocers were then styled, met together at dinner by agreement at the town mansion of the Abbot of Bury in St. Mary Axe. They talked their common affairs over and agreed to form themselves a voluntary association to settle trade disputes, to help poor members and to say prayers for the souls of the departed members. They took St. Anthony for their patron, elected two wardens to preside over them and a chaplain to pray for them. Ever since they have met each year on St. Anthony's Day and dined together, electing new wardens and crowning them with garlands. In 1427 they bought some land in Old Jewry, a street leading out of Cheapside, there built a hall and there remain to this day. After their association had been in existence 84 years, the grocers obtained a charter from the King in the year 1420, and soon after were given the public duty of inspecting and cleansing all the spices sold in London. King Charles II. became their master, and they always dine on the day of his birth, May 20. At the end of his reign, in 1685, they were nearly destroyed by the tyrannical proceedings under which the King tried to seize their charter and abolish their privileges and those of London and other cities. They just managed to survive the horrors of the quo warranto, as this proceeding was called, and joyfully elected William III. master when he came to the throne and made civil liberty once more secure.

It is true, says The Century, that the grocers were originally styled pepperers, but at the time of the organization of the Grocers' Company in 1345, they were more generally known as "grossers," the gradual transition in name having taken place during the latter end of the 13th and early part of the 14th century, when the pepperers began to include other imports than those of spices and extend their operations to such an extent as to render legislation necessary. They formed a combination to control and engross various articles of commerce, and succeeded to such an extent that during the reign of Edward II. the grossers were accused of engrossing merchandise of all kinds, and the name "grosser" was defined by statute 37, Edward II. cap 5, as a term used for those who engross merchandise. Johnson defines "engrosser" as one that produces large quantities of any commodity in order to sell it at a high price and quotes in reproach an extract from a sermon of De Beze (16th century): "Ye engrossers regraters, ye sellers with false weights and with false measures, will ye never leave to content yourselves with honest and lawful gain?"

The "pepperers" seem to have accepted this change in name with indifference to public sentiment akin to that of the "trusts" of the present day, and evidently considered it an honor to belong to the engrossers or grossers.

The ancient grocer was a personage of considerable importance, the trade being in the hands of men not alone of wealth, but of distinguished family. Aldermen boasted of their long pedigree.

An ancient law of England provided that the man who fared thrice across the sea by his own craft became worthy of thane right, that is, the equal of the owner of five hides of land, or the lord of the manor. The polite fiction held by the so-called aristocracy of to-day — many of whom are descendants of these sturdy sires—that it is a disgrace to engage in business, was not even considered. In the reign of Edward I., Henry De Frowke, of Brockham and Old Ford, a pepperer and alderman, was appointed by that monarch custos of the City of London, 1272, and was made sheriff in 1275. This Norman nobleman was a grocer.

In the descriptive account of the Buildhall, by J. E. Price, the wealth, importance and influence of the Grocers' Company during the fourteenth century may be gathered from the fact that the following grocers, members of the guild, were at various intervals elected Lord Mayor of London: Sir William Venour, 1389; Sir William Staundon, 1382; Sir John Headley, 1393; Sir T. Knolles, 1399 and 1410; Sir Robert Chichele, 1411. These gentlemen were also among the aldermen present at the second election of Sir Richard Whytyngtone, who was thrice Lord Mayor of London. What boy has not read of Dick Whytyngtone and his fabled cat, and the sweet bells of the church of Bow, which sang to him the cheering refrain, "Turn again, Whytyngtone, twice Lord Mayor of London"? Of the grocers mentioned above, Sir Richard Chichele was a brother of the celebrated Archbishop Chichele, and Sir Thomas Knowlles, or Knowles, was the ancestor of Lord Knolles, 1603, who was called first Viscount Wallingford and Earl of Banbury, 1626.

## DEATH OF D. M. RENNIE.

There died in Hamilton on Monday, July 14, Daniel Melville Rennie, in his 46th year. Deceased was Canadian Commissioner for the Argentine Republic for a number of years. He was a native of Hamilton, and a son of the late Alexander Rennie.

When a young man he came to Toronto and was employed in the sample-room of The Eby, Blain Co., Limited, wholesale grocers, for a number of years. About 10 years ago deceased went to South America, and the Canadian Government appointed him Commissioner for the Argentine Republic. While there his health, owing to the unfavorable climate, failed him, and he was compelled to return to Canada three years ago. Since then he has never been well, and his death was the result of this illness.

## PERSONAL MENTION.

Mr. George H. Macfarlane, general Western representative of The E. W. Gillett Co., Limited, is in Toronto. Mr. Macfarlane's reports of business in his territory are encouraging, particularly in Manitoba and the Territories. In British Columbia, and particularly the Kootenay District, trade is somewhat disturbed from a number of causes, the labor question, and the unsettled mining question being among the principal drawbacks, though it is only a question of a short time when it is hoped everything will be on a regular basis again. The influx of immigrants into Manitoba and the Territories has been the means of increasing business in those parts of the Dominion. He reports a pleasing increase in his sales.

## A BISCUIT FIRM'S EXCURSION.

The Canada Biscuit Co.'s second annual excursion will be held next Saturday, the employes going by boat to Oshawa.

The first annual meeting of The Grocers' Wholesale Co., Limited, was held at the office of the company in Hamilton on Tuesday, July 15. A report was submitted for the first 11 months, showing most satisfactory progress. The financial statement was discussed in detail and adopted, and a dividend of 7 per cent. declared, with a substantial surplus carried over.

SOME SEASONABLE SUGGESTIONS—FOR THE HOT WEATHER.

WE GIVE YOU SEVERAL LINES THAT WILL PROVE PROFITABLE SELLERS AND "STIMULATE" TRADE DURING THE "DOG DAYS."

"SOVEREIGN" LIME JUICE, CORDIAL and FRUIT SYRUPS.

"COLUMBIA" BAKED BEANS, SALAD DRESSING and POTTED MEATS.

"MEYERS" (2 FOR 5) POTTED MEATS—"HORSE SHOE" PICNIC SIZE SALMON.

THESE LINES ARE "QUICK" SELLERS—AND—THERE IS MONEY IN THEM FOR YOU.

THE EBY, BLAIN CO., LIMITED

WHOLESALE IMPORTING AND MANUFACTURING GROCERS

TORONTO.

## THE CANADIAN MANUFACTURERS' ASSOCIATION.

AT the annual meeting of the Canadian Manufacturers' Association, Toronto branch, July 15, it was shown that the branch had achieved all the ends aimed at except the attempt to get the city council to pay the estimates of the Technical School Board in full. The manufacturers discussed a scheme to educate Canadians to the importance of using goods "made in Canada."

The report of the retiring chairman, Mr. J. O. Thorn, showed that the Toronto branch had increased to 272 members and had during the year dealt with questions which included the Royal arch, Technical School representation, inspection of elevators, Exhibition buildings, beautifying the city, exemptions on plant, electric power from Niagara, Temiscamingue Railway and removal of garbage from factories.

The chairman viewed with regret the dilatory and unbusinesslike action of the authorities having in hand the new Exhibition buildings.

The most important part of the report of the representatives on the Technical School Board, presented by Mr. A. W. Thomas, in the absence of Mr. Harold Van der Linde, was that referring to the lack of knowledge of the most elementary subjects in pupils coming to the Technical School.

The report on education also stated in part:

"At present there is no kind of cooperation between the Public and High Schools, on the one hand, and the Toronto Technical School on the other. It appears to your representatives that a rational scheme for the amalgamation of the educational boards of the city is worthy your best consideration. It appears to be only an ordinary commonsense business proposition that the conduct of these three grades of schools by one board instead of three would not only conduce to continuity, which is a prime necessity in education, but would also greatly increase the efficiency of the schools regarded as working machines, and might also effect great economies both in cash and energy."

The action of the city council in cutting down the grant to the school 25 per cent. met with severe criticism.

The election of officers resulted as follows.

Chairman, W. P. Gundy, W. J. Gage & Co.; vice-chairman, C. N. Candee, Gutta Percha and Rubber Co.

Executive Committee — R. J. Christie, Christie, Brown & Co.; J. H. Paterson, Toronto Hardware Manufacturing Co.; J. T. Sheridan, Pease Furnace Co.; D. T. McIntosh, McIntosh Granite and Marble Co.; Robert Crean, Robert Crean & Co.; F. B. Fetherstonhaugh, F. B. Fetherstonhaugh & Co.; J. P. Murray, Toronto Carpet Manufacturing Co.; Wm. Stone, Toronto Lithographing Co.; J. H. Housser, Massey-Harris Co.; A. W. Thomas, Copp, Clark Co.

Past presidents of the Association and past chairmen of the local branch are also members ex-officio.

Representatives to the Techinal School Board—Harold Van der Linde, A. W. Thomas, Gerhard Heintzman, F. J. Small.

Representatives on Industrial Exhibition Board, to be elected at Halifax—W. K. McNaught, W. K. George, George Booth, J. O. Thorn, H. G. Nicholls, J. R. Shaw, W. B. Rogers, T. C. Moffatt, jr., J. T. Sheridan, T. A. Russell, R. B. Andrew and F. Stanley.

The following were nominated for members of the council of the Canadian Manufacturers' Association to be balloted for at the annual meeting at Halifax — J. P. Murray, Wm. Stone, J. O. Thorn, R. J. Christie, J. H. Housser, T. A. Russell, C. N. Candee, W. P. Gundy, Frederic Nicholls, S. M. Wickett, Thomas Roden, J. H. Paterson, A. W. Thomas, Geo. H. Hees, P. H. Burton, Gerhard Heintzman, R. Millichamp, Frederick A Ritchie.

"Best in the World."

HILL, EVANS & CO'S (WORCESTER, ENG.)

PURE ENGLISH

MALT VINEGAR

Delicate in Flavor and Aroma.
Splendid keeping properties.

ROBERT WATERS' QUININE WINE

Quinine in a palatable form—50 years' reputation.

Export Agents:
Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

# It's a simple business proposition

If the Moneyweight System will save you money in handling your merchandise, you can't afford to let another week go by (if you are a business man) without this System on your counter. We appeal to your better judgment and sound business sense. There are one hundred and five thousand enthusiastic users of this system of making your merchandise net you full and just profit. Is there any good reason why your name is not on this list?

**The Computing Scale Co.,** MANUFACTURERS, **DAYTON, OHIO, U.S.A.**

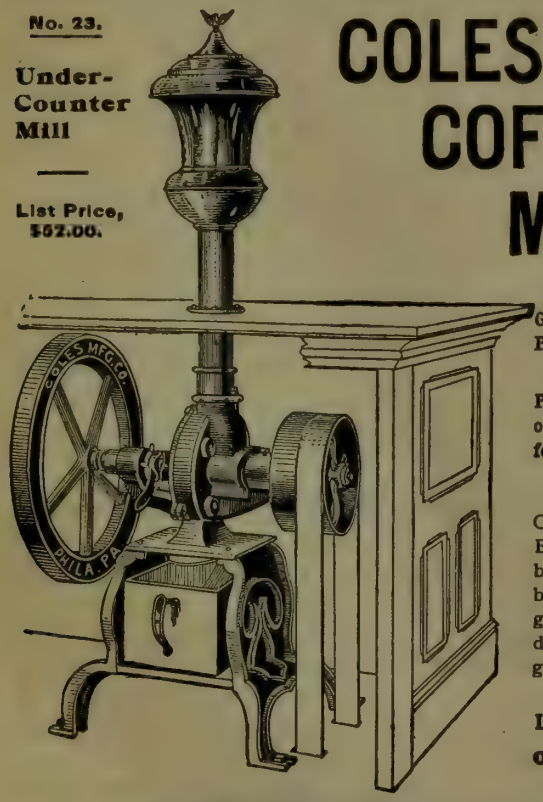
Moneyweight Scale Co., 47 State St., Chicago, Ill., Sole Distributors.

Computing Scale Co. of Canada, Limited, 164 King St. West, Toronto, Ont.
Computing Scale Co. of Canada, Limited, 1662 Notre Dame St., Montreal, Que., Can.
Computing Scale Co. of Canada, Limited, Vancouver, B C.

No. 23.

Under-Counter Mill

List Price, $52.00.




# COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

A GREAT LABOR-SAVER.

Our Grinders wear longest.

Agents { TODHUNTER, MITCHELL & CO., Toronto.
DEARBORN & CO., St. John, N.B.
FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont.

**COLES MANUFACTURING CO.,** PHILADELPHIA, PENN'A.

# Make a Specialty of Specialties

Money is made in handling good specialties, such as

**Paterson's Worcester Sauce.**

It pleases your customer, is easy to sell, because low in price, and there is money in it for you.




**Rose & Laflamme, Montreal**
AGENTS.

THE CANADIAN GROCER

*President:*
*JOHN BAYNE MacLEAN,*
*Montreal.*

**The MacLean Publishing Co.**
**Limited**

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WHEN WRITING ADVERTISERS PLEASE MENTION THAT YOU SAW THEIR ADVERTISEMENT IN THIS PAPER

## OUTLOOK FOR CANNED VEGETABLES.

THE backward character of the summer season has naturally had its effect upon the growth of vegetables, and those used in the canned goods industry have been no exception to the rule. The pea crop, from what we can learn, is somewhat short, and the tomato vines are stunted in growth, and so far show but little indication of a good yield. While it is early to predict anything in regard to the corn crop, the indications so far do not favor a large yield. In Essex County, which is of course the largest corn-growing section of the Dominion, the corn crop is estimated to be about one-half short. The number of acres under crop in this county last year was 80,000.

As far as corn is concerned, a short pack this season would be welcomed rather than otherwise by the trade. In spite of the arrangement made last year for a curtailment of the pack, there was, as our readers are aware, a record quantity put up, and while, owing to the low prices, the consumption has been large, the quantity now on hand is much in excess of requirements, particularly if the pack this year should be even a moderate one. As our readers are aware, the canners have made arrangements whereby some of the factories during 1902 will not put up any corn, so that should the crop this season be light and the pack small, a much better future is in store for the trade in this particular line than was experienced during the past year.

Wholesalers in Toronto have this week advanced their prices on canned corn.

## SHIPPING BUTTER AND CHEESE.

THE inspector of refrigerator cars at Montreal reports that frequently in the same car arriving at that city there is a great variation in the temperature and condition of the different lots of butter, some being as high as 64 degrees and quite soft, and others being only 46 degrees.

Creamery managers are reminded that the refrigerator cars can only keep the butter in good condition when it is put into the car that way, and the greatest care should be exercised in conveying the goods to the cars, to avoid their being exposed to any heat. The butter should not be taken to the station before the train is due to arrive; and if a delay is unavoidable, waterproof covers should be thrown over the goods. When the butter is placed in the refrigerator cars in a soft condition, it arrives that way at Montreal, and will deteriorate in quality very rapidly.

In this connection might be mentioned the practice of loading cheese in refrigerator cars along with butter, which was referred to by Professor Robertson, dairy commissioner, before the members of the Montreal Produce Merchants' Association. He said that the refrigerator car service for butter was provided for butter only, but that in some cases cheese had been put in the same car with butter. One cheese was sufficient to heat butter to such an extent that it would arrive in unsatisfactory condition. The Department of Agriculture had notified the railway companies that none of the sum guaranteed by the Government would be paid for refrigerator service under any such conditions.

For through shipments of cheese, continued Professor Robertson, refrigerator cars with ice were needed to permit the goods to arrive at Montreal at a temperature of 60 deg. If it got above this in the cars, it went into the ships hot and tended to heat the rest of the cheese, which may have been properly kept. And this would give our cheese a bad name in England.

The Government has arranged with railway and steamship companies to provide facilities for shipping cheese. The steamships charged 10s. per ton for the use of their cold storage, but Mr. Robertson thought that having the cheese landed in England in good condition was worth the money. He had been obliged to allow them to charge this to induce them to place in the cold storage plants. The stations which had been opened as object lessons for curing cheese were working quite satisfactorily, and he thought that these reforms in the business would do a great deal in the next few years for Canadian cheese abroad.

The subject of heating cheese and butter at the railway stations while waiting for the trains came up, and much interest was shown in it by those present, who were agreed that this was one of the great dangers the trade had to face. Professor Robertson said that in time it was expected that cold storage plants would be erected at several points on the railway lines, to be followed by others, and that as much reform as possible would be brought about in the matter.

## THE TRAVELLERS' HOLIDAY.

A MONTH hence the travellers in the grocery and allied trades in Ontario will be on their two weeks' holiday. It is to be hoped that the weather will be fine and that they will enjoy their well-earned holiday, for there is no class of business men who are more entitled to a rest from their labors than the commercial travellers.

Last year, it will be remembered, they held an excursion on a certain date at which a large number of the travellers were able to meet. We have not yet heard of any similar arrangement for the coming holiday. It is to be hoped that some steps will be taken whereby, at least for a day, the travellers in Ontario may be able to get together and enjoy themselves.

It is to be regretted that the wholesale houses in the other Provinces have not been able to agree upon a uniform holiday for their travellers. Possibly next year they may be able to do something along these lines.

## BUSINESS MEN AND THE PUBLIC SCHOOLS.

AT the annual meeting of the Toronto branch of the Canadian Manufacturers' Association, on Tuesday last, the subject of writing, arithmetic and spelling in the public schools of Toronto came in for discussion. The subject was introduced by one of the reports, which adversely criticized the public school system in these particulars.

This is not a new question to the business men of Toronto. For a long time it has been recognized that the pupils from the public schools were decidedly inefficient in the three essentials to education.

Wholesale men have time and again informed us that they could very rarely secure a boy from the public schools who was proficient enough, particularly in writing, to be taken into the office. It is evident, therefore, that the Manufacturers' Association has not taken the subject in hand any too soon, and it is to be hoped that good results will soon be apparent. The trouble appears to be not really the inefficiency of the teachers, but the system, which endeavors to crowd too much into the young minds of pupils. If the real purpose of the public school system is anything, it is to ground children in such essentials as writing, reading and arithmetic, but, as conditions exist to-day, these are not obtained. The pupils are given a smattering of many subjects, but are really proficient in none.

A good many, tired of this condition of affairs, are sending their children to voluntary schools, over which they have more direct control and in which the essentials to education are more thoroughly taught. While these voluntary schools are increasing, our public school population is, on the other hand, decreasing. This is shown by the Government returns.

But it is the few and not the many who can afford to send their children to the voluntary schools. And it is obvious that those who cannot are compelled to send their offsprings out into the world lacking in those qualifications which are so essential to success in life.

In Toronto one-fourth of the ordinary tax rate is on public school account. It is obvious, therefore, with this high proportion, that inefficiency is being bought at a pretty high price.

It is time that business men took a more practical and live interest in the public school affairs, and it is to be hoped the action of the Canadian Manufacturers' Association will induce them to do so.

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## CANADA AND ENGLAND'S FRUIT SUPPLY.

A LONDON, Eng., daily paper just to hand contains a rather interesting article in regard to Great Britain's importation of fruit, particularly for the Coronation. This article, which is reproduced in another column, should be read by all Canadians. In it nothing is said of Canada as a supplier of fruit to the Mother Country, and this should cause us to realize our position in this particular.

While Canada is not in the tropics, she is none the less able to supply a great many of the fruits which are consumed by the British people. At present, we send very little to England outside of apples, and our exports of these during the first 11 months of the present fiscal year were valued at $1,500,000, which was more than for the same period last year, although the quantity was less, on account, of course, of the short crop in this country in 1901. In berries, we only sent $3,000 worth. The trade returns do not show that we exported any other green fruits than these.

A few spasmodic attempts have been made to export peaches, grapes, pears, etc., to the British market, but because success was not attained in every instance the attempts appear to have been discontinued altogether.

Canada's export trade in fruits could undoubtedly be very much increased, if our people would only employ proper methods of packing and shipping. Even in sending fruits from Ontario to Manitoba, as we have repeatedly pointed out, proper care has not been taken in these particulars, and the result is that Ontario fruit is in bad odor in the Prairie Province, and in Winnipeg preference is given to similar fruits from the United States.

If our methods of packing and shipping are not equal to the trip to Manitoba, what must they be when the long journey to Great Britain is taken into account? It is evident that we need to bestir ourselves.

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## THE PRICE OF PICKLES.

THERE has been an appreciation in the price of some lines of pickles in Montreal, and a representative of THE GROCER called on a prominent pickle manufacturer in Toronto to see if pickles would also be advanced in that city. He was informed that no advance in Toronto was yet contemplated, but the prices were absurdly low in comparison with the prices of other articles.

Stocks of cucumbers on hand are small, and all the supplies available were some time ago purchased by United States buyers, as the market there is completely bare of this product by reason of a failure of the cucumber crop in the Republic last year.

Besides this, the prices of jars and pails are higher than they were last year, and very little margin is left the manufacturer.

The only reason why the price of pickles has not been put up is that the manufacturers have not been able to agree amongst themselves to make the change. The prices will remain firm until October at least, when the new crop comes in.

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## VALENCIA RAISINS FIRMER.

AS will be noticed by our market reports the position of Valencia raisins continues to increase in strength.

One cannot yet tell what the outcome of the new crop will be, but recent private advices say that it is turning out very much shorter than was anticipated.

Prices in this country are higher this week, and stocks are almost exhausted. The few Valencia raisins that are in England are held at very high prices, while in New York there are practically none to be had.

On the Toronto market this week there have been inquiries for Valencia raisins from wholesalers in different parts of the country, but, as far as we can learn, their wants in no instance have been supplied.

## TRADE IN COUNTRIES OTHER THAN OUR OWN.

THE British market is now practically cleared of both low-grade and fine Valencia raisins, the only thing obtainable being good ordinary fruit, for which high prices are being paid. Despite these drawbacks, the demand for Valencias is very good, according to exchanges to hand this week.

### CURRANTS IN LONDON.

The spot market for currants has been almost entirely inactive during the past few days, in consequence of the approaching holidays. The complications which have arisen respecting the Coronation will hardly tend to hasten the resumption of business. In the meantime, prices show, if anything, some tendency towards a further decline, and the few buyers who come into the market are not slow to take advantage of the anxiety of sellers to realize. The Genoa, with about 500 tons, is now in port, but up to the moment of writing no samples are to hand. Transactions in new season's fruit have also become infrequent. The news respecting the growing crop is of an interrupedly favorable character, and points to a very large and satisfactory yield.—Produce Markets' Review, June 28.

### CANNED SALMON IN LIVERPOOL.

The quantities of salmon that changed hands during the last week in anticipation of a move in prices on the part of the Fraser River Combine were larger than was generally known, so large, in fact, that scarcely a parcel of strictly choice quality remains in first hands. The advance in prices, though established, was more nominal than real, in that the demand was so brisk that buyers readily paid from 1 to 2s. per case over the official minimum. A feature of the trade is the growing popularity of the so-called "Squats" for high-class business; owing to the shape of the tins and the period of the season when packed the fish in these tins is more evenly cut and carefully packed than in any other size and shape. The quantity packed last season was somewhat more than the market could use. Consequently, prices have been fixed at a popular level, and, taking quality into account, these goods are the best value in the market. — Produce Markets' Review, June 28.

### TRINIDAD COCOA.

Gordon, Grant & Co., Port-of-Spain, Trinidad, under date of July 2, report as follows regarding the Trinidad cocoa market: "Supplies are steadily diminishing and will be on a restricted scale until the new crop pickings commence in September or October. The prospects are favorable and with a continuance of seasonable weather a good crop may be anticipated. Prices have been firm throughout the fortnight at $13.35 to $13.60 for ordinary to good red and fine fermented estates at $13 75 to $14. Exports during the fortnight amount to 9,609 bags, of which 835 bags went to the United States and 50 bags to Canada, and from October 1 to date shipments amount to 143,262 bags as compared with 112,822 bags for the corresponding period last year."

### TEAS IN NEW YORK.

The tone of the market held firm and there was a fair amount of activity to the trading. It was learned that within the past few days sales have been made of 2,000 packages new crop Formosa at 14 to 15½c., 3,000 packages new crop Pingsuey to arrive, 2,000 packages new crop Congou to arrive and 500 packages fancy Congou to arrive. The advices received from the East continued to report firm primal markets. The line business in the local market was fairly brisk, there being a good steady demand for both prompt and forward deliveries and at full values.—New York Journal of Commerce.

### CANNED GOODS IN THE UNITED STATES.

In tomatoes the reports from growers in a general way may be stated as poor from a greatly increased acreage. In some sections it is stated the increase amounts to 150 per cent., whilst they anticipate a very small aggregate yield in a comparatively late season.

It is now admitted that peas are more than half a failure in quantity in New York State, and Wisconsin will hardly do so well as that. Holders of peas, therefore, have good property, and we expect an advance in the prices of the lower grades of peas.

The packing season of pineapples is also past, and once more the season has not been more then sufficient to get a fair supply for the year to come. This means another year of steady prices on canned pineapple.

Blackberries are now probably at their best in this section, but they are in no sense plentiful, and, as a consequence, the pack will be light. The season for small fruits of all kinds has turned out as we anticipated, a disappointment to those who anticipated a heavy crop. Blackberries are selling in this market at 5 and 7c. per quart for box fruit, and 35 to 40c. per bucket for wild berries. Huckleberries are quoted at 6 and 8c. per quart box, and 50 to 55c. per bucket. Packers are paying 6 to 9c. per quart for red raspberries, and 8 to 9c. for black for local fruit.—The Trade, Baltimore, July 11.

### NEW PACK TOMATOES IN NEW YORK.

The market on spot tomatoes 1901 pack is in a decidedly unsettled state as a result of the influence of offerings of the new packing. Goods of the 1902 pack are offered freely for immediate delivery at from $1.15 to $1.30 f.o.b. Baltimore on 3-lb. standards, as to pack, holder and availability. Sales covering at least two carloads are heard of at $1.25 f.o.b. Baltimore, these goods being now in transit, it is stated. There is an unconfirmed report on the street that a sale of goods for delivery the latter part of next week has been effected with a local jobber at $1.10 f.o.b. The rather free offerings of new packing at declining values has worked against the spot holdings of 1901 pack. To-day spot 3-lb. standards are available at from $1.30 to $1.40 on Maryland 3s. and $1.35 to $1.45 on Jersey 3s. It is believed possible to buy at a little shading from the inside values, as to quality and holder. Under these conditions the market is irregular, unsettled and extremely difficult to quote. —N. Y. Journal of Commerce.

## HINTS TO BUYERS.

Contributors are requested to send news only not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

E. D. Marceau is advertising this week 100 bags of choice Maracaibo coffee, of the crop of 1900.

"Meyers" imported potted meats to retail at two for 5c. are in stock with The Eby, Blain Co., Limited.

W. H. Gillard & Co. are offering to the trade "Washington" lye. They expect a large sale of this article.

The Eby, Blain Co., Limited, report an active demand for "Columbia" pork and beans and potted meats.

The incoming of hot weather is making a large call on T. A. Lytle & Co. for their lime fruit juice, lime juice cordial and raspberry vinegar—all "Sterling" brand.

The Eby, Blain Co., Limited, have an attractive line of olives, both Spanish Queen and Manzanillas, including pitted and stuffed olives.

# CANADIAN GOVERNMENT FIGURES.

They do not lie. Anyone can get them by writing the Department Statistics, Ottawa. They tell the story of **the decline and fall of Japan Tea.**

| | | | |
|---|---|---|---|
| In 1899 | Canada | imported | 11,667,757 lbs. |
| In 1900 | " | " | 9,762,032 lbs. |
| In 1901 | " | " | 7,528,309 lbs. |

These show **a falling off** in the imports of Japan Tea of between four and five million pounds in three years.

This year we venture to say **not more than 5,000,000 lbs. will be brought into this country,** and all the time **"SALADA" Ceylon GREEN Tea** is making gigantic strides.

If you want to be with the new trade winner, **"SALADA" Ceylon GREEN Tea,** drop us a postal, samples and information will follow.

**"Salada"** TORONTO and MONTREAL.

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Don't let your stock get low in hot weather.

THE BRANTFORD STARCH WORKS, Limited, BRANTFORD.

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## King and Bathurst Sts., Toronto.

**Manufacturers of High-Grade**

# BISCUITS, CONFECTIONERY, JAMS and JELLIES.

# MARKETS AND MARKET NOTES

## ONTARIO MARKETS.

Toronto, July 17, 1902.

### GROCERIES.

THE tone of the grocery market this week is quiet and new features are few to report. As foreshadowed last week the firmer feeling in canned corn has been followed by an advance of 7½c. in the cheaper grades, and the prospects are for a firmer market therefor from this out. Pears continue firm and tomatoes are scarce. Coffees are quiet, and rice and tapioca are steady and unchanged. The price of paris lump sugar has gone up 5c. per 100 lb. The market is almost completely bare of Valencia raisins, which are now quoted at 8½c. for selects. Teas are unchanged and quiet. In Japans and Chinas, the former remain high, and the trade in Indians and Ceylons is fair. The local currant market is steadier, reflecting the somewhat firmer tone of the markets of Greece.

#### CANNED GOODS.

The canned goods market can not be said to be quiet, nor yet is it very active. The bulk of the business doing is in peas, corn, and salmon for future delivery. The price of corn has advanced 7½c. as foreshadowed in our report of last week, the appreciation being due to the persistent reports of a shortage in the corn crop this season. Jobbers here are confident that from this out the prices of this product will be firm. The market for peas is also strong, but this firmness has not resulted since last week in an advance. The stocks of tomatoes are becoming lighter every day; reports from other quarters indicate that a situation similiar to that here, and no supplies from any quarter are obtainable at present. So the market here will remain bare of supplies until the new crop comes in. Quotations here are now firm at $1.10 and upwards for tomatoes, 80c. and upwards for peas, and 77½c. up for corn. Trade in canned fruits continues to show little activity, and potted meats remain about the same as they were last week. The first of this season's raspberries are expected to be on the market next week, when their price will be $1.50 and upwards. Salmon are still selling freely for future delivery, and other lines of fish are in fair demand. We quote: Fraser River sockeye, $1.42½ for five-case lots and over, and $1.45 for less quantities; Northern sockeye, $1.25 to $1.30; cohoes, $1.05 to $1.15, according to quality, and canned haddies, $1 to $1.10.

#### COFFEES.

Green Rio coffees continue in fair demand, and roasted coffees are steady. Mild greens have shown no improvement since last week. Advices from outside markets report a fairly active business for contracts, but the tone is unsettled. European coffee markets are also reported steadier. No quotable change has occurred in prices. We quote: Green Rio, No. 7, 7¾c.; No. 6, 8c.; No. 5, 8¼c.; No 4, 9c.; No. 3, 10 to 12c. per lb.

#### NUTS.

Very little demand is reported for nuts on the local market. The outside markets show a firmer feeling in shelled almonds. Brazil nuts are about steady. Trade, generally, is quiet.

#### RICE AND TAPIOCA.

The amount of business doing in these locally is fair, and prices continue steady. Tapioca outside is reported as flat, but the prices of rice are being well maintained, with holdings of dealers moderately large. Not much stock was forced on the market. In the South the offerings are light and the prices extreme. The local quotations are: B rice, 3½c.; Japan, 5½ to 6c.; sago, 3¾ to 4c.; tapioca, 3½ to 3¾c.

**See pages 35 and 36 for Toronto, Montreal, St. John and Halifax prices current.**

#### SYRUPS AND MOLASSES.

There has been little change in the condition of the local market for syrups and molasses, which continues quiet. The grocery grades of New Orleans molasses in the South are steady and the volume of business transacted was moderate with a fair call for shipment on outstanding contracts. New business was at a standstill. Blackstrap was quiet and steady. The stocks of syrups on the hands of the refiners are not large. We quote as follows: Corn syrup, 3½ to 3¾c. in barrels and kegs; sugar syrups, 30 to 32c. for medium, and 35 to 40c. for bright. Molasses, 24 to 26c. for open-kettle.

#### SPICES.

The local spice trade continues quiet and the market is unchanged. There has been developed a better undertone since last week in the outside pepper market. It is reported that sellers of Singapore black for forward shipment from the East have, in a number of instances, practically withdrawn from the market.

#### SUGAR.

The local sugar market continues quiet and featureless save for the advance of 5c. in paris lumps. The London, Eng., beet sugar market, according to the latest advices, is unchanged and steady. The United States markets are steady and the demand is not urgent. But little business was transacted owing to the holders of raw being unwilling to take the prices offered by the refiners. No new orders have recently been placed for refined, but there continues a moderate call for shipment on contracts. Jobbers, generally, seem to be working on light stocks and daily come to the market for their requirements. In raws, the extremely low level of Cuban sugars would be enticing to buyers under any other conditions than those that now exist. Shipments from the island last week were 25,300 tons, leaving a stock of 388,000 tons in the principal ports, and two centrals grinding. The visible production to date is estimated at 768,000 tons, and a total output of over 800,000 tons is expected for the year. After this time last year the receipts at seaports amounted to more than 40,000 tons. There is in Cuba at present a stock of 388,000 tons, which, with the balance of 40,000 tons from last year will leave, after deducting 20,000 tons for local consumption, a total quantity of 408,000 tons, sold and unsold. The total stocks of sugars in the United States and Cuba together amount to 527,187 tons, as against 540,113 tons last week, and 425,280 tons last year, an increase of 101,907 tons over last year.

#### TEAS.

In Japan, hyson and gunpowder teas the local trade is dull, but the market continues firm. Some business is being done in Ceylons and Indians. On the London, Eng., market there has been no improvement on the unsatisfactory prices noted last week in Indian teas, and undesirable kinds continued to show a dropping tendency. All kinds of Ceylon teas sold at easier prices, common and medium grades being especially depressed, and the prices for medium grades are now perhaps lower than they have ever previously been. Reports from Colombo, Ceylon, under date of June 7, say the quality of teas offered there was poor; common sorts were irregular, but that

any teas of tip and quality sold at lower rates. The market there, from late advices, continues to be over-supplied with common tea; prices were weaker, except for the few good teas; dusts were dearer.

### FOREIGN DRIED FRUITS.

CURRANTS.—The amount of trade doing locally is fair, and latest reports from Greece tell of a firmer market there. We quote: Filiatras, 5¾ to 6c. and Patras, 6¼ to 7c.

VALENCIA RAISINS.—The scarcity of stock on the local market and the inability of jobbers to get in fresh supplies at present has forced up the prices of selects ½c. The quotations are now 8½c. for selects.

DATES.—There is a quiet business doing in these, and the market is steady. We quote: Dates, in bulk, 1½c., and in packages, 6¼ to 6½c.

PRUNES.—There continues to be some little demand for these, and stocks, locally, are becoming light. In futures a stronger feeling from the Coast is reported. Our quotations are: Californian prunes, 100-110's, 5c.; 90-100's, 5½ to 6¼c.; 80-90's, 6½ to 7c.; 70-80's, 6¾ to 7¼c.; 60-70's, 7½ to 8c.; 50-60's, 8 to 8½c.; 40-50's, 8¾ to 10c.

CALIFORNIAN EVAPORATED FRUITS.—A fair demand is reported for these, and the market continues steady. We quote as follows: 11 to 14c. per lb. for peaches and 13 to 17c. for apricots. New Santa Clara apricots are quoted f.o.b. the Coast at 7c. in 50-lb. boxes, and 7½c. in 25-lb. boxes in carload lots.

### GREEN FRUITS.

The receipts of strawberries this week have not been so large as last week, and there has been a falling off in the demand therefor. Raspberries are now coming in liberally, and the prices are easier. There has not been an extra large amount of cherries offered, and the prices keep firm. The canneries are taking for their use most of the crop of cherries as they ripen. Red and black currants are also quite plentiful. Watermelons are easier, and canteloupes are considerably cheaper. Canadian tomatoes are now on the market, but the season is not yet far enough advanced for the receipts to be large. Green apples are now on the market and some peppers are just commencing to come in. Californian fruits are arriving by the carload and sell as soon as they are received. The demand for them is improving but the Canadian fruits are hindering their sales. We quote: Strawberries, 3 to 6c. per quart; red raspberries, 8 to 11c. per quart; red currants, 35 to 50c. per basket; black currants, 85c. to $1 per basket; gooseberries, 35 to 50c. for second grade, and 75c. for the best grades per basket; cherries, 75c. to $1; black cherries, 90c. to $1; apples, 50c. per basket; beans, 30 to 40c. per basket; new potatoes, 20 to 25c. per basket; black raspberries, 7 to 8c. per quart; tomatoes, $1 to $1.10 per crate, and $1.50 per basket; watermelons, 25 to 35c. each; canteloupes, $2.50 to $3; cucumbers, 40c. per doz.; pineapples, $3 to $3.50; lemons, $2.50 to $3.50 per crate; Californian late Valencia oranges, $5.25 to $5.75; Californian fruits: Apricots, $1 to $1.50 per case; plums, $1.25 to $2; pears, $3.75 to $4; peaches, $1.50 to $1.75.

### VEGETABLES.

Trade in vegetables continues fair with quite a demand from the lake steamers for table use. There has been some Canadian cabbage offered on the market this week at $1.25 per bbl. Old potatoes are a little easier this week owing to the receipt of several large shipments. New potatoes have declined 50 to 75c., and our quotations are now as follows: Green onions, 8 to 15c. per dozen; rhubarb, 20 to 30c. per dozen; lettuce, 15 to 25c. per dozen; radishes, 20 to 30c.; mint and parsley, 20 to 25c.; turnips, 40c. per dozen; cauliflower, 50c. to $1.25 per doz.; cabbage, 40c. per doz. and $1.25 per bbl.; carrots, 20 to 25c. per dozen; beets, 20 to 25c. per basket; peas, $1.25 to $1.40 per bag; new potatoes, 60 to 80c. per bushel; old potatoes, 85 to 90c. per bag.

### COUNTRY PRODUCE.

EGGS.—The market continues steady for strictly new laid eggs, and the shipments now arriving show a considerable shrinkage when candled. We quote as follows: Strictly new-laid, 15 to 15½c.; ordinary candled stock, 13½ to 14c.; seconds and checks, 11 to 12c.

BEANS.—There is no trade doing and the quotations are merely nominal at $1.25 per bushel.

HONEY.—There is but little trade doing in this line, and the market is unchanged. We quote: Honey, in 60 lb. tins, 9½ to 10c.; less quantities, 10 to 11c.; and combs, $2 to $3 per dozen.

DRIED APPLES.—There are none offering.

HAY.—The receipts are liberal and prices steady. No. 1 timothy is worth $10.50 per ton.

POULTRY.—There is a good demand for dressed poultry, and the receipts are fair. We quote: Young chickens (dry pickled), 75 to 85c.; old hens, 45 to 55c.; turkeys, young, 11 to 13c., old, 10 to 11c., and ducks, 60 to 85c. per pair.

POTATOES.—There have been large shipments of old potatoes during the past week which has caused quite a slump on the local market. Old stock is quoted in carlots on track at 65 to 70c., and new at 60c. per bushel.

### BUTTER AND CHEESE.

BUTTER.—During the week the arrivals of butter have been large and the market does not show much life. The export demand has not been so great. Quotations are as follows: Choice 1-lb. prints, 15 to 16c.; large rolls, 15c.; tubs, best quality, 15 to 15½c.; large rolls, medium grade, 12 to 14c., and tubs, medium grade, 12 to 14c. per lb. Creamery prints are worth 19 to 20c., and creamery solids, 19c. per lb.

CHEESE.—There is a steady feeling in the cheese market although there has been very little export demand during the week. The finest cheese is quoted at 10 to 10½c., and seconds, 9½ to 10c. At the factories the sales are fairly brisk at about 9½c. per lb.

### FISH.

Trade during the week has been brisk and the prices are unchanged. Our quotations now are: Fresh fish—Lake Erie herring, 4 to 5c.; perch, 4 to 5c.; trout, 7½ to 8c.; pike, 6c.; British Columbian salmon, 20c.; whitefish, 7½ to 8c.; blue fish, 9c. per lb.; mackerel, 12 to 15c.; rock bass, 4c.; eastern salmon, 18c.; speckled trout, 25 to 30c.; halibut, 15c.; Niagara whitefish, 9c. per lb.; blue pike, 4c. per lb.

### GRAIN, FLOUR AND BREAKFAST FOODS.

The prices of Northern and Northwestern wheat continue about the same as they were before. The market is inclined to be weak, owing to the bottom falling out of the corn market in the United States, where a "corner" had forced the prices above their normal value. Quotations are 85c. for Manitoba No. 1 hard; 83c. for No. 1 Northern, and 81c. for No. 2 Northern. On the local markets the receipts have been only a few oats, and the prices of the other grains are nominal. We quote: 50 to 50½c. for oats; 80c. for Ontario white wheat; 75 to 80c. for red wheat, 69½ to 72c. for goose wheat.

FLOUR.—The demand for flour has been fair, due to buyers holding off on the expectation of a drop in wheat. Our quotations are now as follows: Ontario patents, in bags, $3.60 to $3.75; Hungarian patents, $4 to $4.15; Manitoba bakers', $3.70 to $3.85; straight roller, $3.30 to $3.40 per bbl. in Toronto.

BREAKFAST FOODS.—Business in these is quiet owing to the warm weather, and our quotations are as follows: Oatmeal, standard and granulated, in carlots on track here, $5.20; standard rolled oats in carlots on track here, $4.90 per bbl.; in wood, 10c. extra; broken lots are 20c. per bbl. extra; rolled wheat, $2.40 in 100-lb. bbl; cornmeal, $3.60; split peas, $4.75; pot barley, $4.25, in 196-lb. bbls.

### HIDES, SKINS AND WOOL.

HIDES.—In hides little business is being done and the prices are steady. Our quotations are now as follows: No. 1 green, 7½c.; No. 2 green, 6½c.; No. 1 green, steers, 8½c.; No. 2 green, steers, 7½c.; cured, 8 to 8¼c.

SKINS.—The prices of shearlings have advanced 5c. Other lines are unchanged. Our quotations are now as follows: Veal skins, 6 to 14 lb. inclusive, No. 1, 10c.; No. 2, 8c.; do., 15 to 20 lb. inclusive, No. 1, 9c.; No. 2, 7c.; deacons (dairies), 60 to 70c. each; shearlings, 25c.; lambskins, 30c.

WOOL.—The market continues dull and featureless. The prices are weak at 13c. for fleece wool and 7c. per lb. for unwashed.

TALLOW.—The demand is good and prices are firm and unchanged. We quote 6¼ to 6½c. per lb. for tallow.

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### MARKET NOTES.

Old potatoes have declined 30c. per bag.

There has been an advance of from 7½ to 12½c. in canned corn.

Valencia raisins are up 5c. for selected.

Paris lump sugar has gone up 5c. per 100 lb.

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Special attention given Mail and Telephone orders.

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## QUEBEC MARKETS.

Montreal, July 17, 1902.

### GROCERIES.

BUSINESS in groceries is reported better than usual for midsummer. The warm weather came suddenly, and a demand for many seasonable articles, which had been quiet, sprang up and totalled to a large volume of business. Among the goods in demand are mixed pickles, which, however are reported scarce. In fact, it is almost impossible to obtain supplies of Canadian mixed pickles and chow-chow. Holders among the jobbers are very few, and their stocks are light. It appears that only one large manufacturer has the necessary stock of the raw material to supply his customers. Tomatoes have at last been advanced above the dollar mark by Montreal wholesale grocers. The crop of prime white pea beans is reported damaged and old stock is hard to procure; it is quoted at $1.40 to $1.45. There is on the market at present some new Labrador salmon, in ½ barrels, which is being offered at $6.75. Canadian porks are 50c. higher, and are sold at $26 per barrel. Cornmeal flour has also advanced, the price now being $1.90 per bag. Cod liver oil continues firm with a tendency to higher prices. Barrel lots are now quoted at $1.40, and in less quantities the price is $1.55. The stocks of dried prunes are diminishing rapidly.

### SUGAR.

There has been practically no change of any kind on this market. The demand is good and trade is active, although orders are small and for immediate delivery, the retail trade apparently having only light stocks on hand. The New York market has steadied somewhat, the decline which was looked for in some quarters not having occurred. Granulated is still quoted at $3.65, and yellows at $3 to $3.55.

### TEAS.

The demand locally, for teas, is fairly satisfactory. Buyers are getting over the idea that lower prices on Japans are to be expected shortly, and are making many purchases, though there are still many who are holding off. No new developments are reported from the Japan market, which continues as firm as ever. In green teas the feeling is also quite firm. China black teas are in but small demand. Ceylons are also quiet. At the last tea auction reported from Ceylon, common grades were in better demand. Leaf teas attracted the most attention, and prices showed signs of stiffening. In mediums, the bidding was irregular, leaf teas being in the best demand in this class also. Good tippy broken pekoes were in active demand, the finest grades bringing full rates. The quality, all round, was rather poor, and the average price was 15½c., against 16½c. for the previous sale.

### SYRUPS AND MOLASSES.

Corn syrups are quiet on this market and no quotable change, whatever, has occurred. We quote as follows: 3½c. in bbls.; 3⅝c. in ½ bbls.; 3¾c. in ¼ bbls.; $1.60 in 38½ lb. and $1.20 in 25-lb. pails. In Barbados molasses the same quietness prevails. The business doing is mostly in small lots for immediate requirements. It is reported that one round lot of new Barbados was sold, but at what price is not divulged. The price quoted by job-

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**WINNIPEG, MAN.**

bers is 23 to 24c. Antigua sells at 24c., and Porto Rico at 38c.

CANNED GOODS.

The feature of this market has been the advance in tomatoes. Jobbers refrained from putting up the price as long as possible, but the growing scarcity made it necessary, and tomatoes are now quoted at $1.12½ to $1.17½ for 3's. Business in the new pack of salmon for future delivery has been better than last week, and the demand for immediate requirement from stocks on hand is very good. Jobbers are of the opinion that prices will have to be advanced on the new pack of salmon, which is reported to be short. At present we quote: Peas, 82½c. to $1.15; corn, 82½ to 85c.; tomatoes, $1.12½ to $1.17½; gallon apples, $2.95 to $3.00; 3-lb. apples, $1.10. Salmon, pink, 92 to 95c.; spring, $1.25; Rivers Inlet, red sockeye, $1.30; Fraser River red sockeye, $1.40.

SPICES.

Business in spices is fairly satisfactory this week. The market is steady, but the firm feeling in almost all lines still prevails. No quotable changes are reported. We quote: Nutmegs, 30 to 55c. per lb., as to size; penang mace, 45 to 50c. per lb.; as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 22c., according to grade; white, 25 to 27c.; ginger, whole, Cochin, 15 to 17c.; Japan, 13 to 14c.; Jamaica, 16 to 20c.; Afghán, 12 to 13c.; ground, Japan, 15c.; Cochin, 16 to 17c.; Jamaica, 20 to 22c., and Afghan, 13 to 14c.

RICE AND TAPIOCA.

The demand for these lines keeps up and an active market continues. Tapioca has weakened somewhat. The price, in bag lots, is placed at 3c., although some quotations are reported slightly below that figure. Rice remains at former prices. We quote: B rice, in bags, $3.02½; in ½ bags, $3.07½; in ¼ bags, $3.12½; in pockets, $3.17½. In 10-bag lots an allowance of 10c. is made. CC rice,, $2.92½ in bags; $2.97½ in ½ bags; $3.02½ in ¼ bags, and $3.07½ in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4 to 5c. per lb., and tapioca, 3c.

## FOREIGN DRIED FRUITS.

CURRANTS.—The only quotable changes on the local market are in cleaned currants in 1-lb. cartons, which are quoted ½ to ¾c. lower, and in Vostizzas, which are ⅛ to ⅝c. lower. There is a moderate demand. From the primary market cables indicate a somewhat firmer tone. We quote: Fine Filiatras, 5⅛ to 5½c. in ½ cases; cleaned, 5⅝ to 5¾c.; 1-lb. cartons, 6½ to 7c.; finest Vostizzas, 7 to 7½c. per lb.

VALENCIA RAISINS.—The market is practically bare of Valencia raisins of finest quality. Some old recleaned fruit is reported to have sold at 6c., but the quantity is small. We quote: Finest offstalk, 6½c.; selected, 7½ to 8c.; layers, 7¼ to 7½c. per lb.

SULTANA RAISINS.—There is nothing new to report. Trade is fair, and the price is unchanged at 9c. per lb.

CANDIED PEELS.—There is a moderate demand. Citron peel is worth 15c.; orange peel, 11½c., and lemon, 10½c. per lb.

MALAGA RAISINS.—There is an active inquiry for these raisins, but stocks are becoming very small. Quotations are as follows: London layers, $1.50 to $1.60; "Connoisseur Clusters," $2.15 to $2.25; ½'s, 65 to 70c.; "Royal Buckingham Clusters," $3.30 to $3.35; ½'s, $1.05 to $1.10; "Excelsior Windsor Clusters," $4.50 to $4.60; ¼'s, $1.30 to $1.40.

DATES.—The market is quiet, and we quote Hallowees at 4¼c. per lb.

FIGS.—There is no change in the situation in this market. Business, owing to lack of supplies, is at a standstill. The first lots of the new crop are quoted at 7 to 8c., according to size, laid down here.

CALIFORNIAN RAISINS.—An advance has been made in seeded raisins, and at present, in 1-lb. packages, they are offered at 9¾ to 10½c., which is ½ to 1c. higher than former prices. The demand is fair.

PRUNES.—The market is active. No quotable change is reported. We quote: 8½c. for 40-50's; 8c. for 50-60's; 7¾c. for 60-70's; 7½c. for 70-80's; 6¾c. for 80-90's; 6½c. for 90-100's.

CALIFORNIAN EVAPORATED FRUITS.—Trade is fair. We quote: Apricots, 14½c.; peaches, 10½c., and pears, 10c.

NUTS.

There has been considerable improvement in the demand for nuts and jobbers report a fair trade this week. Pecans are scarce and are firm at 15 to 16c. The primary market for Valencia shelled almonds is very strong and prices have been advanced 2c. Grenoble walnuts are also advancing. Shelled walnuts are now quoted at 17 to 17½c., an advance of 1½ to 2c. In regard to French walnuts, private advices state as follows of the new crop: "The outlook in growing sections is less favorable for an abundant yield, and it looks now that the size will run largely to small fruit. Weather conditions have been against the growth of the nuts, and much will depend on later conditions whether the quality will be up to the average." Locally, prices are as follows: Walnuts, 9¾ to 11c.; Tarragona almonds, 12 to 13c.; shelled walnuts, 17 to 17½c.; shelled almonds, 25 to 27c.; filberts, 8¾ to 9¼c.; pecans, 15 to 16c.

## GREEN FRUITS.

Business this week has been quite satisfactory all round. Fruit has been arriving plentifully and the demand is fully up to the standard. A few New Brunswick strawberries are still on the market, the price being 7c. Cucumbers are lower, and Canadian cabbage and potatoes have also been reduced in price. Tomatoes are 10c. higher. Watermelons are considerably lower, being quoted at 25c. each. Californian fruits, all except pears, are selling at lower figures, apples, peaches and plums being 50c. per box lower, and apricots, 25c. per box lower. We quote: Jamaica oranges, in barrels, $4.50 to $4.75; in boxes, $2.75; Valencia oranges, 420's, $5.75; 420's, Jumbo, $6.50; 714's, $6.50; Messina lemons, $2 to $3 per box; pineapples, 13 to 20c.; cocoanuts, $3.50 per bag of 100; bananas, No. 1, $1.25 to $2, and eight hands, $1 to $1.50; sweet potatoes, Vinelands, $4; grape fruit, $4.25 to $5 per box; radishes, 15c. per dozen; strawberries, 7c. per box; asparagus, 40c. per bunch; Boston lettuce, 35c. per dozen; cucumbers, 35 to 45c. per dozen; wax beans, $2.50 per basket; green beans, $3 per basket; Californian cherries, $2 to $2.50 per box; Canadian cabbage, $1.25 per bbl.; potatoes, $2.50 per bbl.; tomatoes, four-basket carriers, $1.10; watermelons, 25c.; muskmelons, $3.50 per crate; raspberries, 12 to 13c. per box; gooseberries, 65c. per basket; blackberries, 8c. per box; Californian apples, $2 per box; peaches, $1.50 per box; plums, $1.50 to $2 per box; pears, $2.50 per ½ box; apricots, $1.25 per box; limes, $1.50 per box; red currants, 6c. per box.

## FISH.

The trade in fish this season has been remarkably heavy, and dealers state that the demand has been greater than for the past 28 years. Montreal dealers are particularly pleased with the condition of the market, as they are doing business with outside towns where previously the trade done was purely local. Dore and trout have begun to be scarce on the market; the former is quoted slightly higher this week. Salmon has also advanced, though supplies continue fairly abundant. Haddock, however, is in much the best demand of any line of fish, it being estimated that fully 60 per cent. of all the fish sold is haddock. The season closed on July 15 and trade will fall off some now. British Columbian salmon is expected in next week to take the place of the Gaspe salmon. We quote: Haddies, 7 to 7½c.; smoked herrings, 9 to 10c. per box; fresh haddock and cod, 3½ to 4c. per lb.; whitefish, 7½c.; dore, 7½ to 8c.; pike, 6c.; halibut, 10 to 12c.; salmon, 14 to 15c.; trout, large and medium, 8c.; No. 1 herring, Nova Scotian, $4.75 to $5.25 per bbl., and $2.50 per ½ bbl.; No. 1 Holland herring, $6.50 per ½ bbl.; No. 1 Scotch herring, $6.50 per ½ bbl., and 95c. per keg; Holland herring, 75c. per keg; No. 1 green codfish, $5 per bbl.; mackerel, $12.50 per bbl.; boneless cod, 1 and 2-lb. blocks, 6c. per lb.; loose, boneless cod, 5c. per lb. in 40-lb. boxes; dried codfish, $4.75 per 112-lb. bundle; No. 1 Labrador salmon, $17.50 in tierces, and in barrels, $12.50; No. 1 British Columbian salmon, $6 per ½ bbl., and $12 per bbl.; standard bulk oysters, $1.50 per gallon; Marshall's kippered herring, $1.45 per doz.; Canadian kippered, $1 per doz.; Canadian ¼ sardines, $3.75 per 100; canned Cove oysters, No. 1 size, $1.30 per doz.; canned Cove oysters, No. 2 size, $2.20 per doz.

## FLOUR AND GRAIN.

FLOUR.—There is a fair demand for flour. Manitoba spring wheat patents and strong bakers' are quoted higher again this week, regaining the drop of last week. Our Quotations are: Manitoba spring wheat patents, $4 to $4.10; winter wheat patents, $3.90 to $4.10; strong bakers', $3.70 to $3.80; straight rollers, $3.60 to $3.70.

GRAIN.—The good demand for oats continues and No. 2 Ontarios are quoted ½c. higher. Manitoba wheat is in good demand for New York account, and some fair sized sales have been made. Rye is quoted at 67c. this week, an advance of 1c. Corn is firm at 73½ to 74c. Peas remain quiet and steady at 86½ to 87½c. afloat. We quote: No. 2 Ontario oats, ex-store, 49c.; rye, 67c.; peas, 86½ to 87c.; corn, 73½ to 74c.; buckwheat, 68½ to 69c.; No. 3 barley, 57 to 58c. in store.

FEED.—Manitoba shorts remain unchanged in price, and the scarcity has not been relieved. In bran, however, the market has been weak, and further declines are reported this week. Prices now are: Ontario bran, in bulk, $16.50 to $17 per ton; Manitoba bran, in bags,




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If you spent a year of your life in growing tulips, you would know more about tulips than most gardeners. If you spent a dozen years you would be a tulip specialist; if you spent a quarter of a century you would be horticulturally famous. Now we have spent all these periods combined in growing and testing Coffee. One year made us know Coffee; twelve years more made us Coffee specialists, a quarter of a century added to that produced

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**Wholesale, 19 cents per lb.**
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Sale Guaranteed or can be returned at our expense.

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All kinds of good printing cheap. **1,000 Good White Business Envelopes** for $1.00. 500 Noteheads, 500 Statements and 500 Envelopes for $2.50. Snaps in Stationery. 1 dozen Business Pencils, 10c., regular, 15c.

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—OF—

## Peaches, Pears, Apples, Corn, Tomatoes, etc.

They are packed from the choicest fruits and vegetables.

Packed by

**The IMPERIAL CANNING CO.**
**KINGSVILLE, ONT.**

$16.50 to $17; Manitoba shorts, $23 per ton.

OATMEAL. There has been no improvement in the demand for rolled oats which remain quiet with prices at $5.65 per barrel and $2.77½ per bag, in small lots.

BALED HAY. A fair local trade keeps up, but business on export account is still quiet. We quote: No. 1 timothy, $9 to $9.50; No. 2, $8 to $8.50; clover, $7 to $7.50 per ton in carlots.

### BUTTER AND CHEESE.

CHEESE. A firmer feeling characterizes the cheese market this week, the demand being somewhat more active than formerly. An advance of about ½c. per lb. has taken place. Finest Ontario is selling for 9⅜ to 9⅝c.; finest Townships, 9⅝ to 9¾c.; finest Quebecs, 9½ to 9⅝c.; undergrades, 8½ to 9¼c. From the port of Montreal 86,527 boxes were shipped. This report shows 15,456 boxes less than the corresponding week last year to have been exported. From May 1 of this year 564,803 boxes have been shipped, an increase of 98,861 boxes over the same period last year. This is a very creditable showing, indeed. On Monday of this week 25,558 boxes were reported on Board of Trade.

An arrangement has now been made between the Department of Agriculture and the two railway companies, the C.P.R. and G.T.R., whereby these two systems are to provide a number of refrigerator cars for the carrying of cheese on through bills of lading and on local shipment to Montreal for export. The Dominion Department of Agriculture has agreed to pay the icing charges for the limited number of cars available in order that this service may be inaugurated. The usual carload rates will be charged shippers using these cars. Parties desirous of using these refrigerator cars should make application to the local railway agent or district freight agent. The Department of Agriculture only undertakes to pay the icing charges up to 100 cars per week for the two months commencing July 15 and ending September 15, but does not agree to furnish cars. It is understood that the G.T.R. and C.P.R. will have some specially improved ventilator cars ready this month, being fitted with special ventilating contrivance devised by Prof. Robertson. No extra charge will be made for these.

BUTTER.—A very satisfactory business has been done in butter this week. The limited refrigerator space on board ocean steamers last week interfered somewhat with shipments, which would have been much larger could better accommodation have been provided. The railway cars lack to a marked extent the facilities for the proper carriage of butter during the hot weather, which fact is attested to by the heated condition in which several shipments arrived in this city recently. The efforts of Prof. Robertson to ameliorate the present undesirable accommodation afforded are appreciated by dealers and exporters in Montreal.

An easier feeling is noticeable as regards western dairy. Fancy Townships are quoted at 19⅜ to 19½c.; finest Quebecs, 19⅜ to 19¾c.; finest Ontario, 19¼ to 19½c.; fine creamery, 18½ to 19⅜c.; dairy butter, 16 to 16½c. Shipments from Montreal last week were 18,422 packages, which shows a falling off of 4,301 packages, compared with the same week last year. Since May 1 133,168 packages have been shipped, an increase of 18,236 packages over the same period last year. Receipts reported on Board of Trade on Monday of this week were 1,057 packages.

### COUNTRY PRODUCE.

EGGS.—The demand for eggs is somewhat interfered with by the excessively warm weather now prevailing. The market, however, is firm. We quote: Round lots, straight receipts, 13¾ to 14c.; No. 2 stock, 12½ to 13c.

POTATOES.—An increase in the price of new stock has taken place this week, sales having been made at $2 per bbl. on farmers' market, an advance of 5c. on the former price. Jobbers are asking $2.25 per bbl. for new stock. The quality is reported to be exceptionally good.

HONEY.—Trade is very dull, no demand of any account being evidenced for this article. Quotations are as before: White clover comb, 13 to 14c.; tinged, 10 to 11c.; strained, 9 to 10c. per lb. Buckwheat honey in comb, 9 to 10c.; extracted, 7 to 8c.

BEANS.—The tone of the market is somewhat unsettled. Jobbing lots are being reported by some dealers at $1.18 to $1.20 per bushel, while others claim that over $1.12 to $1.15 cannot be secured. Advices from Chatham state that the plentitude of rain has damaged the crop slightly.

MAPLE PRODUCTS.—The inquiry is as slow as ever. We quote: Syrup, in large tins, 70 to 80c.; small tins, 50 to 60c.; in wood, 15 to 30-gallon casks, 5 to 5½c. per lb. Sugar, in round lots, 7 to 9c., as to quantity and quality. An inquiry is reported from New York for 15,000 lb. of Quebec sugar.

POTASH.—The tone of the market is somewhat firmer, an advance of 5c. on price of first pots having taken place, the price now being $4.20 to $4.25 instead of $4.15 to $4.20. Seconds have sold as high as $3.80. Pearls have brought $6 to $6.10 per 100 lb. on this market.

HOPS.—Choice Canadian goods are quoted at 18 to 20c. Ordinary lots are not worth over 10 or 12c. Pacific Coast hops, 24 to 25c., duty paid.

TALLOW.—The market is quiet and steady at 6¼ to 6½c. for refined; rough, 2½ to 3c.

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### MONTREAL NOTES.

Tapioca is ¼c. lower per lb.

Canned tomatoes have advanced 15 to 17½c.

Watermelons have declined in price 12 to 15c.

Californian seeded raisins have advanced ½ to 1c. per lb.

Californian apples, peaches aod plums are 50c. per box lower.

Shelled walnuts are 2c. higher and shelled almonds, ½ to 2c. higher.

Cleaned currants, 1-lb. cartons, are ½ to ¾c. lower; finest Vostizzas are ¼ to ½c. lower.

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## NOVA SCOTIA MARKETS.

Halifax, July 14, 1902.

IN THE wholesale line especially, the grocery trade has slackened off considerably during the last week or two, and is now of only nominal volume. Most of the travellers have come in off the road, and both employers and clerks are planning for their midsummer vacation during the slack season. There is, however, still considerable business doing, and a visit to the various places of business does not reveal any great slackness of business. Some firms are utilizing the season in stock-taking, though the majority only take stock once a year.

* * *

All are, however, taking stock of the business done during the last six months, and the general conclusion is that business has been of greater volume than usual, and that the general conditions of business are satisfactory. An examination of accounts shows that bills have been paid very promptly, and that the losses in the city or elsewhere have not been excessive. Payments huring the last month have not been quite as prompt as formerly, but these will, no doubt, all be settled up before the autumn rush of business comes on.

* * *

This is a good season for the retailer. The warm season brings on a greater demand for all kinds of fruits, and large quantities have been handled. The strawberry season is now on and native berries from the Annapolis Valley are coming in very plentifully. This opens also the preserving season, and dollars' worths are being ordered instead of quarters' worths. Work is plentiful and weekly and monthly bills are promptly paid.

* * *

All kinds of breadstuffs remain firm at recent quotations. Cornmeal has advanced, and though the local quotation is only 5 to 10c. up, the real situation is nearer 25c. Rolled oats and oatmeal are firm. Oats remain at about the former quotation. There is not so much demand as earlier in the season, nor is there much of a supply in the local market. Hay remains firm at former quotations, with very little doing. Potatoes are in fairly good supply, and as new potatoes are on the market in some localities, there is not any export demand whatever. The price for old potatoes has dropped 5 cents.

* * *

Eggs are firm and on the advance. Probably in no former season has the price been so well maintained as this. The wholesale quotation is now 14c., whereas it has often been down to 10c. at this season, owing to the lack of surety as to quality. Butter is in good supply and dealers are able to supply their customers more readily and promptly. Cheese is coming in fairly well, and the quality is excellent.

Sugar and molasses remain unchanged from former quotations. The arrivals last week were: Schooner Duchess of Cornwall, from Fajardo, P.R., 274 pun., 19 tcs., 21 bbls. molasses; schooner Preference, Arroyo, P.R., 531 pun., 61 tcs., 41 bbls. molasses; by steamer Bratsberg, from Antigua, 2,262 bags of sugar, 9 hhds., 10 pun. molasses; from Barbados, 700 bags sugar, 110 pun. molasses; from Montserrat, 104 bags, 42 bbls. sugar; from St. Kitts, 3,108 bags, 1,295 bbls. sugar; 30 bbls. molasses; from St. Vincent, 25 bbls. sugar; from Tobago, 40 bbls. sugar; from Trinidad, 50 pun. molasses, 570 bags sugar.

* * *

Prices in new fish have hardly been definitely fixed yet, though considerable is coming in at the low prices quoted last week.

R. C. H.

been light. Cheese have a fair sale at rather easier prices. For local trade only small cheese is sold. Cheese is quite freely offered.

SUGAR.—The price continues very low, which effects candy, jams and all lines where it is largely used. Little change is expected. By keeping the second grade of granulated low the foreign article finds stronger competition, but it still has quite a free sale.

MOLASSES.—There is a good stock of Porto Rico here and rather more Barbados than usual. The latter keeps quite low. Porto Rico seems firmer. The price has been very low and quite free sales have been made.

FISH.—Business, particularly in fresh salmon, is active, and the prices are well maintained. Boston is our large buyer. The fish are very fine. Except cod and haddock, other fresh fish are very scarce. Dry fish have a light sale at this season, and prices are unchanged. Pollock are quite low. Stock is rather more freely offered. There is a fair sale for boneless fish. Pickled fish are dull. There is a good supply of alewives waiting sale. Smoked herring are rather higher. They have shown for some time really no return to the fishermen. Our quotations are now as follows: Haddies, 4½ to 5c.; smoked herring, 5 to 6c.; fresh haddock and cod, 2 to 2½c.; boneless fish, 4 to 5c.; pollock, $1.50 to $1.60 per 100 lb.; pickled herring, $1.50 to $1.75 per ½ bbl.; Canso herring, $5.75 per bbl.; kippered gaspereaux, $1.00 per box; Shelburne, $2.50 per ½ bbl.; dry cod, $3.50 to $3.65; fresh gaspereaux, 50c.; smoked, do., $1; halibut, 6 to 7c.; shad. 10 to 12c.; salmon, 14 to 15c.

FLOUR, FEED AND MEAL.—In flour a fair business only is being done. Oatmeal is firmly held at full figures, while oats are high. Our market is well supplied. The sudden stopping of horse shipping to South Africa left some quite large stocks. Cornmeal is very firm, and there is quite an active sale. Feed is very high and hard to get. Beans continue to advance and seem quite firm. Barley is dull. Split peas are scarce. We quote as follows: Manitoba flour, $4.70 to $4.80; best Ontario, $4.20 to $4.25; medium, $3.75 to $4.00; oatmeal, $5.20 to $5.25; cornmeal, $3.20 to $3.25; middlings, $26 to $28; oats, 52 to 54c.; hand-picked beans, $1.50 to $1.60; prime, $1.40 to $1.50; yellow eye beans, $2.80 to $3.00; split peas, $5.15 to $5.25; barley, $4.40 to $4.50; hay, $10 to $14.

### ST JOHN NOTES.

Northup & Co. have received the first consignment of Nova Scotian cherries.

Mr. Saunders, representing Armour & Co., Chicago, was in the city this week.

The demand from Boston for domestic strawberries has caused rather higher prices here.

There are quite large shipments of rice being received from England, and prices are keeping low.

A. Robitaille, the well-known manufacturer of vinegar and pickles, called on "The Grocer" this week.

Theo. H. Estabrooks, the packer of "Red Rose" teas, is home from a western trip. He expresses satisfaction with the reception the west has given to "Red Rose."


For Camp or Picnic

Nothing more desirable than

Clark's Meats.

Now's the time to carry a FULL STOCK.

EPPS'S GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

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THE MOST NUTRITIOUS. COCOA

ESTABLISHED 1861

HEADQUARTERS FOR FANCY FRUITS.

Send your orders for the very best quality of

ORANGES, LEMONS, BANANAS and PINEAPPLES.

HUGH WALKER & SON

P.S.—Prompt and special attention given to mail orders. GUELPH, ONT.

In the Soup

CAPSTAN BRAND ENGLISH WORCESTER SAUCE will impart a delicious flavor. It is also a splendid relish for fish, roast meats, chops, steaks, curries, salads, oysters, etc.

When wanting anything in sauces be sure to write us or see our travellers.

THE CAPSTAN MFG. CO., - TORONTO

GRIMBLE'S English Malt VINEGAR

Six GOLD Medals

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## BRITAIN'S IMPORTS OF FRUITS.

From an English Paper.

THE Coronation year will be noted for a great increase in the importation of fruit from Victoria and Tasmania, large quantities of fine produce having arrived this season at Covent Garden. The chief of these fruits, says "T.P.", in The Gardners' Chronicle, are apples which have come to hand in greatly improved condition owing to the manner of storage in the cold chambers on board the steamers. These apples consisted of well-known varieties, such as Cox's Orange, Ribston, Sturmer and Blenheim Pippins, Emperor Alexander, and other good varieties. The fruits were wrapped separately in paper, and carefully packed in boxes of a uniform size and shape. There were also some pears and grapes, and there is the probability that in the near future quantities of other fruits, of which the public know little, will be sent over.

From the Cape of Good Hope, in which colony the fruit industry is yet in its infancy, we have received this season since the middle of the month of January, 1902, regular supplies of apricots, peaches, nectarines, plums, pears, and grapes, in variety—some of the plums, Kelsey's, were of immense size; the grapes came to hand in better condition this season than heretofore, and the flavor in some instances was very fine—their season is now over. From Jamaica, where the fruit-growing industry is being fostered by the Government, we are obtaining bananas in large quantities, and it would appear that almost unlimited quantities can be exported from that and other islands. From the West Indies we also get oranges, pineapples, grape-fruits, shaddocks, mangos, etc., and in the near future we may expect many other kinds of fruits of which the public knows but little. The mangos from Jamaica are not considered to be the equal of those from Bombay, neither are the bananas equal to those from Teneriffe, and whether the grape-fruits (Citrus) will ever become popular here time only will show.

From the Canary Islands and Teneriffe, whose productions are good, we receive large quantities of tomatoes of fine quality; bananas, melons, pears (Solanun quatemalense), the fruit of which is but little known; potatoes, Myatt's Kidney being the chief variety; onions for pickling of a mild flavor, all of which invariably come to hand in good condition, owing to the suitable methods in which they are severally packed. From St. Michael, Azores, we get the finest pineapples, chiefly the smooth Cayenne variety, whose fruit often exceeds 6-lb. in weight, which come to us nearly all the year round. This season the prices realized for fruits have not been high, but of all fruits, excepting only oranges, bananas and a few others, there is none that equal in point of flavor and general good quality those old England can produce. Such peaches and grapes as are grown a short distance from London surpass all those of foreign production, and the writer has seen many in his long experience as a market salesman.


COWAN'S FINE SWEET COATINGS

Beaver, Maple Leaf, Ebony, Empress, etc.

UNSWEETENED Gem, Superior, Ruby, Amber, Hero, Golden and Extra Golden.

COWAN'S fine Cocoa for Soda Fountains, in 5-lb. tins. The best and purest.

THE COWAN CO., Limited, TORONTO

John MacKay, Bowmanville, .... Ont.

Manufacturer of Established 1854.

POT AND PEARL BARLEY, SPLIT PEAS, AND CHOP FEED

Send for Prices or sample. Prompt Business. IN CAR LOTS.



BERNARD CAIRNS

Leader in

RUBBER STAMPS

SEALS, PRICE MARKERS, Etc.

10 King Street West, - TORONTO.

Awarded Diploma at Toronto Exposition, 1901.

BRITISH BUSINESS CHANCES.

Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for

FREE INSERTION

in "Commercial Intelligence," to the Editor

'SELL'S COMMERCIAL INTELLIGENCE,'

Temple House, Tallis St., Temple Avenue, London, E.C.

"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.

N.B.—A free specimen copy will be sent on receipt of a post card.


## WORLD-FAMOUS BRANDS.

THERE are few grocers, indeed, who have not handled some brands of Rowat & Co.'s pickles and sauces. This firm, whose headquarters are at Glasgow, have agents all over the world, and export about 50,000 cases annually, in addition to the ever-increasing quantity of tomato catsups, Yum Yum and Worcestershire sauces. The partners, Dewar Rowat and John Fullarton, who are both practical men, established the business about 14 years ago, and, with a steady growth, have now works covering about two acres, and giving constant employment to 300 hands.

The colonies know these brands of sauces and pickles as well as the home markets. In Canada there are several agents, Snowden, Forbes & Co., Montreal, handling the goods for Quebec and Ontario. They have done exceedingly well with Rowat's brands, and claim that there is as much of these pickles and sauces imported into Canada as of all other makes combined. Their own imports are increasing rapidly. So far this year they have brought in as much as during the whole of 1901.

The factory where these pickles and sauces are made is cleanliness in itself, and is one of the best appointed of its kind. Sanitary science has been applied to every section of the building, a feature that must not be overlooked in buildings where perishable goods are used. The display of Rowat's goods at the recent Glasgow Exhibition called forth much favorable comment, and the visitors from all parts of the world were given an opportunity of seeing the home of these brands of pickles and sauces which they had known for so long as the leaders of their kind.

## SOUTHERN TOMATOES.

Tomatoes from the South are increasing in quantity, and there have been receipts from the lower part of Virginia to drop the price of Norfolk tomatoes to 75c. and $1 per crate, which is about the equivalent of $1 per bush. Even at $1.50 per doz. cans packers cannot afford to pay $1 per bush. for tomatoes, hence there is no rush for these Southern goods.—The Trade, Baltimore, July 11.




**SWEETENED**

We are now prepared to furnish and ship promptly

# Silver Cow Brand Preserved Milk

Equal in purity to our famous **ST. CHARLES CREAM.**

We respectfully solicit your orders for and co-operation in marketing this product. Address:

**St. Charles Condensing Co.,**
ST. CHARLES, ILL., U.S.A.

Factories—INGERSOLL, ONT., and ST. CHARLES, ILL.

THE ONLY YEAST WITH CREAM IN IT.

THE ONLY YEAST WITH CREAM IN IT.

*The blooming h'eagle is on top—*
*How long will he stay there?*

THE ONLY YEAST WITH CREAM IN IT.

THE ONLY YEAST WITH CREAM IN IT.



# The THISTLE Brand

ARE

**HIGH-GRADE**

TOMATOES - CORN - PEAS - Etc.

GUARANTEED SECOND TO NONE.

BRIGHTON CANNING CO.

# If You Were Buying

teas you would probably ask for a number of samples and draw them carefully before deciding, but when it comes to buying canned goods how often do you open the cans and examine the contents? And yet **your customers** will have to take your word that these goods are what they want.

Don't you think you ought to **know** what you are selling?

**The Kent Canning Co., LIMITED** **Chatham, Ont.**

## THE APPLE TRANSPORTATION QUESTION.

SOME valuable suggestions are contained in the report to the Annapolis County Farmers' Association meeting at Bridgetown, N.S., made by Mr. Ralph S. Eaton. As a large fruit dealer Mr. Eaton brings to the study of fruit transportation a knowledge of practical affairs and of the conditions of the fruit business. Mr. Eaton has given the subject a most exhaustive study and presents in his reports recommendations of far-sighted prudence and vital import. He has done much to determine the kind of service most satisfactory for both the fruitmen and steamship companies.

Before going to Ottawa to interview the Government on the subject of apple transportation, Mr. Eaton interviewed the principal apple shippers. They agreed that what was needed was careful handling in Halifax,, loading under Government supervision, good boats that would make 10 or 12-knot trips, as often as every 10 days, steamers that would not carry apples in more than four tiers, and well ventilated with exhaust fans.

In presenting his report, Mr. Eaton impressed the truth upon the Association that they were apt to regard the transportation service simply from the standpoint of their six months' apple export. The contracts, however, were for the whole year, and during a considerable part of the year the freights from Halifax and St. John were not profitable. Mr. Eaton furnished the statement of Mr. Hall, of the Furness-Withy Co., that the belief that large shippers got a rebate of 12 and 15c. per bbl. was wrong. Not more than 8c. per bbl. was given, and that to all alike who shipped a certain number of barrels.

Mr. Eaton described the exhaust fans which he had seen at Montreal. The expense of installing them in any of the ventilating tubes of steamers is trifling, a matter of from $300 to $500 each. Had the steamer Evangeline, carrying some 22,000 barrels of Gravensteins at one time last Autumn, being well provided with these exhaust fans, and they had been kept going during her delay by accident off Newfoundland, there would probably have been a very small part of the depreciation, generally estimated at $22,000 in that one cargo, a loss almost equal to the annual $25,000 subsidy.

Mr. Eaton advised the installation of thermographs under Government supervision to see whether or not the fans had kept the atmospheric air constantly circulated among the barrels. He also discussed the reason why fruit dealers have not the same rate of freight from Halifax to London as shippers from Montreal, Boston or New York, in the transport of apples across the ocean. Some of the reasons advanced were the larger size of the steamers from the larger cities, the larger return freight, the greater competition, and the smallness of Halifax and St. John export outside of fruit season. The contract between the Government and The Furness-Withy Co., Mr. Eaton quoted in part :

> The contractors will, on the first day of July next, after the date of these presents, place on the route between the port of St. John, in the Province of New Brunswick, and the port of London, England, the following steamers : The Evangeline, the Loyalist and the Dahome, and with these, or other good steamers sanctioned by the Minister, maintain for a period of one year from that date, at regular intervals of not over 15 days, and calling upon all voyages, both outward and inward, at Halifax, in the Province of Nova Scotia.

Then the contract goes on to state that the sum of $25,000 shall be paid in half-yearly instalments, providing certain other conditions are fulfilled. The Furness-Withy Co. did not keep the part of their contract last year, neither as regards the particular steamers and their substitutes nor as to their dates of sailing.

Mr. Eaton has urged the Government that if the present subsidy was not sufficient to provide a good service, the country would be many thousand dollars better off annually if the subsidy were increased 50 to 100 per cent. in order that the dealers might be spared the depreciation of their front to the extent, as had often been the case, of $10,000 to $15,000 in single cargoes.

## CARRYING TRADE OF THE UNITED KINGDOM.

The Liverpool Steamship Owners' Association have just prepared a very interesting series of tabular comparative statements with respect to the carrying trade of the United Kingdom during the 10 years 1891-1900, showing the part of that trade carried in British and foreign vessels, distinguishing the trade with foreign countries and that with British possessions, and also distinguishing vessels with cargo and those in ballast. The figures have been obtained from the "Annual Statements of the Navigation and Shipping of the United Kingdom." The tonnage of vessels with cargoes trading to foreign countries in 1891 comprised 36,428,937 British and 15,816,415 foreign, while in 1900 the figures were 42,780,184 tons British and 26,566,403 tons foreign. The annual average for the 10 years was 40,860,575 tons British and 18,887,284 tons foreign. The percentage of British decreased from 69¼ to 61¼, while that of foreign increased from 30¼ to 38¼, the annual average percentages for the whole decade being respectively 68 and 32. The vessels trading from the United Kingdom to British possessions with cargo were of 9,105,416 tons in 1891 and 9,551,871 tons in 1900, while foreign ships were of 963,456 tons in the former year and 959,586 tons in the latter. The annual average percentage of British increased in the 10 years from 90½ to 91¼, while that of foreign decreased from 9½ to 8¾.

## A MATCH PATENT.

Andrew Anderson, match manufacturer of Detroit, but resident of Windsor, has, through his lawyer, issued a writ against The Walkerville Match Co. for an alleged infringement of patent. The writ asks that the defendant company be restrained from using the device complained of, and also for damages.

## ENLARGING FLOOR SPACE.

Thirty thousand additional square feet of floor space will be the result of operations at Ganong Bros. candy factory, St. Stephen, N.B., on the north side an extension of 33 x 51 ft., three storeys high ; on the west side an addition, in the form of an L, 90 ft. long by 80 ft. wide and three storeys high will give the required room. The basement will have cement flooring throughout.

## AGAIN BACK TO BUSINESS.

Major Percy Mason, of P. L. Mason & Co., Toronto, who went to England as adjutant of the infantry branch of the Canadian Coronation contingent, is again back to business. He thoroughly enjoyed his trip and emphatically denies that the Canadians received any other than the most cordial treatment from the military authorities while in Great Britain. "Why, we never even heard that we had not been treated properly until we reached Canada."

## NO MORE NEED FOR IT.

A characteristic story is told of Abe Gruber, the well-known New York lawyer. When he was a boy looking for something to do he saw the sign, "Boy Wanted," hanging outside of a store in New York. He picked up the sign and entered the store. The proprietor met him.

"What did you bring that sign in here for?" asked the storekeeper.

"You won't need it any more," said Gruber, cheerfully, "I'm going to take he job."—Washington Post.

# CURRENT MARKET QUOTATIONS

July 17, 1902.

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, St. John, N.B., and Halifax. The prices are solicited for publication, and are of such quantities and qualities as are usually ordered by retail dealers on the usual terms of credit. For Winnipeg market report and prices, see page —.

Goods in large lots and for prompt pay are generally obtainable at lowest prices.

All quotations for staple products are under the direct control of the Editors, who call daily upon all the leading houses in the principal centres.

| BUTTER, CHEESE AND EGGS | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| Dairy, choice, large rolls, lb. | $..... | $0 18 | $ 14 | $0 15 | $..... | $0 17 |
| " " pound blocks | 17 | 18 | 15 | 16 | 17 | 18 |
| " tubs, best | 16 | 17 | ..... | 15 | 16 | 17 |
| " tubs, inferior | 14 | 16 | 12 | 13 | 12 | 13 |
| Creamery, boxes | 19 | 19½ | 19 | 20 | 20 | 23 |
| " prints | ... | 20¼ | 19 | 21 | 22 | 24 |
| Cheese, new, per lb | 9¼ | 9⅝ | 9¾ | 10 | 10 | 10½ |
| Eggs, new laid, per doz | 13½ | 13¾ | 15 | 15½ | 13 | 14 |
| **CANNED GOODS** | | | | | | |
| Apples, 3's | ..... | 1 10 | 90 | 1 00 | 1 00 | 1 10 |
| " gallons | 2 95 | 3 00 | 2 65 | 2 75 | 2 70 | 2 80 |
| Asparagus | 2 20 | 2 25 | 2 00 | 2 40 | ..... | ..... |
| Beets | 1 00 | 1 00 | 90 | 1 00 | ..... | 1 10 |
| Blackberries, 2's | ..... | 1 30 | 1 40 | 1 70 | 1 50 | 1 80 |
| Blueberries, 2's | 92½ | 95 | 80 | 85 | 95 | 1 00 |
| Beans, 2's | 80 | 80 | 70 | 5 | 90 | 95 |
| Corn, 2's | 82½ | 85 | 77½ | 90 | 80 | 90 |
| Cherries, red, pitted, 2's | 2 25 | 2 30 | 2 10 | 2 25 | 2 30 | 2 40 |
| " white | 2 25 | 2 30 | 2 00 | 2 25 | ..... | ..... |
| Peas, 2's | 82½ | 85 | 82½ | 87 | 85 | 90 |
| " sifted | 95 | 1 05 | 90 | 1 00 | 1 10 | 1 15 |
| " extra sifted | 1 05 | 1 15 | 1 20 | 1 25 | 1 20 | 1 25 |
| Pears, Bartlett, 2's | 1 50 | 1 60 | ..... | 1 50 | 1 75 | 1 80 |
| " " 3's | 1 90 | 2 00 | 2 00 | 2 40 | 2 00 | 2 25 |
| Pineapple, 2's | 2 00 | 2 40 | 2 25 | 2 50 | 2 15 | 2 25 |
| " 3's | 2 25 | 2 40 | 2 50 | 2 60 | 2 50 | 2 60 |
| Peaches, 2's | 1 75 | 1 85 | 1 75 | 1 90 | ..... | 1 75 |
| " 3's | 2 60 | 2 70 | 2 50 | 2 75 | 2 70 | 2 80 |
| Plums, green gages, 2's | 1 30 | 1 35 | 1 10 | 1 25 | 1 30 | 1 60 |
| " Lombard | 1 20 | 1 25 | 1 00 | 1 10 | 1 30 | 1 50 |
| " Damson, blue | 1 00 | 1 25 | ..... | 1 00 | 1 10 | 1 30 |
| Pumpkins, 3's | ..... | 85 | ..... | 90 | 90 | 1 00 |
| " gallon | ..... | ..... | 2 10 | 2 25 | 2 10 | 2 25 |
| Raspberries, 2's | 1 40 | 1 50 | 1 60 | 1 80 | 1 70 | 1 75 |
| Strawberries, 2's | 1 50 | 1 75 | 1 60 | 1 75 | 1 50 | 1 75 |
| Succotash, 2's | 1 00 | 1 25 | ..... | 1 15 | 1 10 | 1 15 |
| Tomatoes, 3's | 1 12½ | 1 17½ | 1 10 | 1 20 | 1 15 | 1 25 |
| Lobster, talls | 2 75 | 3 20 | ..... | 3 25 | 2 50 | 3 25 |
| " 1-lb. flats | 3 00 | 3 75 | 3 50 | 3 70 | ..... | 1 25 |
| " ½-lb. flats | 1 75 | 1 85 | 1 75 | 1 80 | ..... | 1 75 |
| Mackerel | 1 00 | 1 10 | 1 15 | 1 25 | 1 35 | 1 45 |
| Salmon, sockeye, Fraser | 1 35 | 1 40 | 1 35 | 1 45 | 1 50 | 1 75 |
| " " Northern | ..... | ..... | 1 25 | 1 30 | 1 15 | 1 25 |
| " " Horseshoe | ..... | ..... | 1 42½ | 1 45 | ..... | ..... |
| " Cohoes | 1 00 | 1 15 | 1 05 | 1 15 | 1 00 | 1 10 |
| Sardines, Albert, ¼'s | 12 | 12½ | 12½ | 13 | 14 | 15 |
| " " ½'s | 20 | 21 | 20 | 21 | 20 | 21 |
| " Sportsman, ¼'s | 11¼ | 12 | ..... | 12½ | ..... | 12 |
| " " ½'s | 19 | 20 | ..... | 21 | 20 | 21 |
| " key opener, ¼'s | 9 | 11 | 10½ | 11 | 16 | 18 |
| " " ½'s | ..... | 18 | 18½ | 23 | 10 | 11 |
| " P. & C., ¼'s | 20 | 22½ | 23 | 25 | 23 | 25 |
| " " ½'s | 27½ | 30 | 33 | 36 | 33 | 36 |
| " Domestic, ¼'s | 4 | 4¼ | 4 | 4½ | 4 | 4¼ |
| " " ½'s | 7 | 8 | 9 | 11 | ..... | ..... |
| " Mustard, ¾ size, cases 50 tins, per 100 | 7 50 | 11 00 | 8 50 | 9 00 | 8 00 | 9 00 |
| Haddies | ..... | 1 00 | 1 00 | 1 10 | 1 00 | 1 10 |
| Kippered Herrings | 1 00 | 1 85 | 1 00 | 1 55 | 1 00 | 1 10 |
| Herring in Tomato Sauce | 1 60 | 1 55 | 1 00 | 1 70 | ..... | 2 00 |
| **CANDIED PEELS** | | | | | | |
| Lemon, per lb | ..... | 10½ | 10 | 12½ | 12 | 13 |
| Orange, " | ..... | 11 | 11 | 13 | 12 | 13 |
| Citron, " | ..... | 15 | 15 | 18 | 15 | 17 |
| **GREEN FRUITS** | | | | | | |
| Oranges, Valencias, per case | ..... | ..... | ..... | 5 50 | 7 00 | 8 00 |
| " Sorrentos | ..... | ..... | ..... | 4 00 | 4 00 | 4 50 |
| Pineapples, case | ..... | ..... | 3 00 | 3 50 | 3 50 | 4 00 |
| Cucumbers, per doz | 0 35 | 0 60 | 0 75 | 1 50 | 50 | 75 |
| Lemons, Messina, per box | 2 00 | 3 00 | .. | 3 50 | 3 50 | 4 50 |
| Bananas, Firsts, per bunch | 1 25 | 2 00 | 1 25 | 2 25 | 1 50 | 2 25 |
| Apples, per bbl | 5 00 | 6 50 | ..... | ..... | ..... | ..... |
| Cocoanuts, per 100 | ..... | 3 25 | ..... | 3 50 | 3 25 | 3 50 |
| Tomatoes, per case | 3 25 | 3 75 | ..... | 1 25 | 3 00 | 3 50 |
| Sweet Potatoes, per bbl | ..... | 4 00 | ..... | ..... | ..... | ..... |
| Strawberries, per quart | ..... | 0 07 | 0 02 | 0 05 | 8 | 10 |
| Can. Cherries, per basket | ..... | ..... | ..... | 0 75 | ..... | ..... |
| Watermelons, each | .... | 25 | 0 35 | 0 40 | 45 | 50 |
| Canteloupes, or muskmelons, per crate | ..... | 3 50 | ..... | 5 00 | ..... | ..... |
| **SUGAR** | | | | | | |
| Granulated St. Law'ce and Red | ..... | 3 65 | ..... | 3 73 | ..... | ..... |
| Granulated, Acadia | ..... | 3 60 | ..... | 3 68 | ..... | 3 75 |
| Paris lump, bbls. and 100-lb. bxs | ..... | 4 20 | ..... | 4 28 | ..... | 4 55 |
| " in 50-lb. boxes | ..... | 4 30 | ..... | 4 38 | 4 65 | 4 75 |
| Extra Ground Icing, bbls | ..... | 4 20 | ..... | 4 55 | ..... | ..... |
| Powdered, bbls | ..... | 3 85 | ..... | 4 30 | 5 50 | 5 80 |
| Phœnix | ..... | 3 45 | ..... | 3 53 | ..... | ..... |
| Cream | ..... | 3 40 | ..... | 3 48 | ..... | ..... |
| Extra bright coffee | ..... | 3 55 | ..... | 3 68 | ..... | ..... |
| Bright coffee | ... | 3 40 | ..... | 3 43 | ..... | ..... |
| Bright yellow | ... | 3 35 | ..... | 3 43 | ..... | 3 45 |
| No. 3 yellow | .... | 3 30 | ..... | 3 33 | ..... | ..... |
| No. 2 yellow | ... | 3 10 | ..... | 3 18 | ..... | ..... |
| No 1 yellow | ..... | 3 00 | ..... | 3 08 | ..... | 3 15 |

| HARDWARE PAINTS AND OILS | Montreal. | | Toronto. | | St. John Halifax. | |
|---|---|---|---|---|---|---|
| Wire nails, base | ..... | $2 55 | ..... | $2 55 | ..... | $3 20 |
| Cut nails, base | ..... | 2 35 | ..... | 2 35 | ..... | 2 85 |
| Barbed wire, per 100-lb. | ..... | 3 00 | ..... | 3 00 | 3 50 | 3 75 |
| Smooth Steel Wire, base | ..... | 2 60 | ..... | 2 60 | ..... | ..... |
| White lead, Pure | ..... | 5 87½ | ..... | 5 87½ | ..... | 6 80 |
| Linseed oil, 1 to 2 bbls., raw | ..... | 82 | ..... | 81 | ..... | 85 |
| " " " boiled | ..... | 85 | ..... | 84 | ..... | 88 |
| Turpentine, single bbls. | ..... | 67 | ..... | 70 | ..... | 75 |
| Benzine, in bbls., per gal | .... | ..... | ..... | 17 | ..... | 19½ |
| **SYRUPS AND MOLASSES** | | | | | | |
| Syrups— | | | | | | |
| Dark | ..... | 1⅞ | ..... | ..... | ..... | ..... |
| Medium | ..... | 2⅛ | 30 | 32 | ..... | ..... |
| Bright | ..... | 2⅜ | 35 | 37 | ..... | ..... |
| Corn Syrup, barrel, per lb. | .... | 3½ | ..... | 3½ | ..... | ..... |
| " " ½ bbls. " | ..... | 3⅝ | ..... | 3⅝ | ..... | ..... |
| " " kegs " | ..... | 3¾ | ..... | 3¾ | ..... | ..... |
| " " 3 gal. pails, each | ..... | 1 60 | ..... | 1 60 | ..... | ..... |
| " " 2 gal. " " | ..... | 1 20 | ..... | 1 20 | ..... | ..... |
| Honey | ..... | ..... | ..... | 40 | ..... | ..... |
| " 25-lb. pails | ..... | 1 05 | ..... | 1 00 | ..... | ..... |
| " 38-lb. pails | ..... | 1 0 | ..... | 1 40 | ..... | ..... |
| Molasses— | | | | | | |
| New Orleans, medium | 22 | 30 | 25 | 30 | 28 | 30 |
| " " Open kettle | ..... | ... | 40 | 50 | ..... | ..... |
| Barbadoes | 22 | 24 | ..... | 32 | 24 | 25 |
| Porto Rico | ..... | 38 | 38 | 42 | 30 | 32 |
| **CANNED MEATS** | | | | | | |
| Comp, corn beef, 1-lb. cans | 1 55 | $1 65 | $1 55 | 1 65 | $1 55 | $1 60 |
| " " 2-lb. cans | 2 75 | 3 00 | 2 85 | 3 00 | 2 80 | 2 90 |
| " " 6-lb. cans | 7 90 | 9 60 | ..... | 8 25 | 8 75 | 9 25 |
| " " 14-lb. cans | 16 50 | 23 00 | ..... | 19 50 | 20 00 | 21 00 |
| Minced callops, 2-lb. can | ..... | 2 75 | ... .. | 2 60 | 2 50 | 2 80 |
| Lunch tongue, 1-lb. can | 3 00 | 3 90 | ..... | 3 00 | 3 00 | 3 25 |
| " " 2-lb. can | 6 00 | 7 90 | ..... | 7 00 | 6 80 | 7 00 |
| English brawn, 2-lb. can | 2 40 | 2 75 | ..... | 2 45 | 2 75 | 2 80 |
| Camp sausage, 1-lb. can | ..... | ..... | ..... | 2 50 | 2 50 | ..... |
| " " 2-lb. can | ..... | ..... | ..... | 4 00 | 4 00 | ..... |
| Soups, assorted, 1-lb. can | 1 15 | 1 50 | ..... | 1 50 | 1 40 | ..... |
| " " 2-lb. can | 2 40 | 2 45 | ..... | 2 20 | 2 25 | |
| Soups and Boull, 2-lb. can | 1 75 | 2 50 | ..... | 1 80 | 1 75 | |
| " " 6-lb. can | 3 50 | 5 85 | ..... | 4 50 | 4 25 | 4 50 |
| Sliced smoked beef, ¼'s | 1 65 | 1 70 | 1 65 | 1 70 | ..... | 2 00 |
| " " 1's | 2 75 | 3 10 | 2 80 | 2 95 | ..... | 3 25 |
| **FRUITS** | | | | | | |
| Dried— | | | | | | |
| Currants, Provincials, bbl | ..... | ... | ... | ..... | ..... | ..... |
| " Filiatras, cases | ..... | 5¾ | 5¾ | 6 | ..... | ..... |
| " " ½-cases | 5½ | 5½ | 5¾ | 6 | ..... | ..... |
| " Patras, cases | ..... | 6 | 6½ | 7 | ..... | ..... |
| " " ½-cases | ..... | 6 | 6¼ | 7 | ..... | ..... |
| Amalias | 6½ | 7 | 7 | 7½ | ..... | 6½ |
| Vostizzas, cases | 7 | 7½ | 8 | 8½ | ..... | ..... |
| Dates, Hallowees | ..... | 4¼ | ..... | 4½ | ..... | 4½ |
| " Sairs | ..... | 3½ | ..... | 4½ | ..... | 4 |
| Figs, Elemes | ..... | 1 00 | 8 | 18 | 8 | 10 |
| " Mats, per lb | 3 | 3½ | ..... | 3½ | ..... | ..... |
| " Tapnets | ..... | 3 30 | ..... | 3½ | ..... | ..... |
| " Naturals | ..... | ..... | 3¼ | 4 | ..... | ..... |
| Prunes, California, 30's | ..... | 9 | ..... | ..... | 10 | 12 |
| " " 40's | ..... | 8½ | 8¾ | 10 | 9 | 9½ |
| " " 50's | ..... | 8¼ | 8 | 8½ | 8½ | 9 |
| " " 60's | ..... | 8 | 7½ | 8 | 8 | 8½ |
| " " 70's | ..... | 7½ | 6¾ | 7½ | 7½ | 8 |
| " " 80's | ..... | 7 | 6½ | 7 | 7 | 7½ |
| " " 90's | ..... | 6½ | 5¼ | 5½ | 6½ | 7 |
| " " 100's | ..... | 6 | ..... | 5 | 6 | 6½ |
| " Bosnia, A's | ..... | ..... | .. ... | 5 | ..... | ..... |
| " " B's | ..... | ..... | 7½ | 8 | ..... | ..... |
| " " U's | ..... | 5 | 6¼ | 6½ | ..... | ..... |
| " French, 50's | ..... | ..... | ..... | ..... | ..... | ..... |
| " " 110's | ..... | 5 | ..... | ..... | ..... | ..... |
| Raisins, Fine off stalk | ..... | 6¼ | 6½ | 7 | ..... | 5 |
| " Selected | 7½ | 8 | 8 | 8½ | 5½ | 6 |
| " Selected layers | 6½ | 7 | .... | 8½ | 6½ | 7 |
| " Sultanas | ..... | 9 | 8½ | 12 | 10 | 12 |
| " California, 2-crown | 5 | 5½ | ..... | ..... | 6½ | 6¾ |
| " " 3-crown | 7¼ | 7¾ | ..... | ..... | 8 | 8½ |
| " " 4-crown | 7¾ | 8 | .. | ..... | 8½ | 9 |
| " " 1's seeded, 3-cr. | 9¾ | 10½ | 8½ | 10 | 9½ | 10½ |
| " Empire clusters | 1 50 | 1 60 | ..... | 2 60 | ..... | 2 00 |
| " Black baskets | ..... | ..... | ..... | 2 25 | 2 00 | 2 25 |
| " Extra clusters | ..... | ..... | ..... | 3 35 | ..... | 2 50 |
| " Dehesa clusters | ..... | ..... | ..... | 3 10 | 3 00 | 3 50 |
| " Royal B. clusters | 3 25 | 3 30 | ..... | 5 00 | ..... | ..... |
| " Connoisseurs c'str's | ..... | ..... | ..... | 2 10 | ..... | ..... |
| " Excelsior clusters | ..... | ..... | ... | 4 60 | ..... | ..... |
| Evaporated apples | ..... | ..... | 10½ | 11 | ..... | ..... |
| Dried " | ..... | ..... | 6 | 6½ | ..... | ..... |
| **PROVISIONS** | | | | | | |
| Dry Salted Meats— | | | | | | |
| Long clear bacon | .... | 12 | 11 | 11½ | ..... | ..... |
| Smoked meats— | | | | | | |
| Breakfast bacon | ..... | 15½ | 14½ | 15 | ..... | ..... |
| Rolls | ..... | 12½ | 2 | 12½ | 11 | 12 |
| Medium Hams | ..... | 14 | 13½ | 14 | 14 | 15 |
| Large Hams | ..... | 13 | 12½ | 13 | ..... | ..... |
| Shoulder hams | ..... | 11 | ... | 11 | ..... | ..... |
| Backs | ..... | 15 | 14½ | 15 | ..... | ..... |
| Meats out of pickle 1c. less. | | | | | | |
| Barrel Pork— | | | | | | |
| Canadian heavy mess | ..... | 23 00 | ..... | 21 50 | 21 50 | 22 50 |
| " short cut | 21 50 | 22 00 | 23 00 | 23 50 | 23 00 | 24 00 |
| Plate beef | 12 50 | 18 50 | | 13 00 | 14 00 | 16 00 |
| Lard, tierces, per lb | ..... | 11 | 11 | 11¼ | 11¾ | 12¼ |
| Tubs | ..... | 11¾ | 11¼ | 11½ | 12¼ | 12¾ |
| Pails | 11 | 12 | 11½ | 11¾ | 12½ | 13 |

# FRENCH SARDINES, PEASE, Etc.

**Rodel & Fils Freres, Bordeaux, France.**

**Shippers of the highest grades of Sardines, Pease and Conserves.**

## JOHN HOPE & CO.

Sole Agents for Canada. MONTREAL.

**By Special Appointment to His Majesty King Edward VII.**

## *CANTRELL & COCHRANE,*

***DUBLIN and BELFAST.***

**C. & C. "Ginger Ale"** **C. & C. "Club Soda"** **C. & C. "Royal Seltzer"**

C. & C. have been awarded 33 Gold and Prize Medals for special excellence and superiority of manufacture.

JOHN HOPE & CO., MONTREAL, - - SOLE AGENTS FOR CANADA.


| COFFEE | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| Green— | | | | | | |
| Mocha | ..... | 24 | 23 | 28 | 25 | 30 |
| Old Government Java | ..... | 27 | [illegible] | 30 | 25 | 30 |
| Rio | ..... | 10 | 7 | 12 | [illegible] | 13 |
| Santos | ..... | ..... | 9½ | 10¾ | ..... | ..... |
| Plantation Ceylon | ..... | 29 | [illegible] | 30 | [illegible] | 31 |
| Porto Rico | ..... | ..... | 22 | 25 | [illegible] | 28 |
| Gautemala | ..... | ..... | [illegible] | 25 | [illegible] | 26 |
| Jamaica | ..... | 18 | 16 | 20 | [illegible] | 22 |
| Maracaibo | ..... | [illegible] | 18 | [illegible] | 12 | 13 |
| **NUTS** | | | | | | |
| Brazil | 11¾ | 12¼ | 15 | 16 | | 15 |
| Valencia shelled almonds | 25 | 27 | 30 | 35 | 30 | 35 |
| Tarragona almonds | 12 | 13 | ..... | 11½ | 12 | 13 |
| Formegetta almonds | ..... | ..... | ..... | 10¾ | ..... | ..... |
| Jordan shelled almonds | ..... | 42 | 40 | 43 | ..... | ..... |
| Peanuts (roasted) | 7½ | 8 | 8 | 10 | 9 | 10 |
| " (green) | 6¾ | 7¾ | 7 | 9 | ..... | ..... |
| Cocoanuts, per sack | ..... | 3 00 | ..... | 3 75 | 3 50 | 4 00 |
| " per doz | ..... | ..... | ..... | [illegible] | 60 | 70 |
| Grenoble walnuts | 10 | 10½ | ..... | 10¾ | 11 | 12 |
| Marbot walnuts | ..... | 10 | 9½ | 10½ | ..... | ..... |
| Bordeaux walnuts | ..... | 9 | ... | 8 | 8¼ | [illegible] |
| Sicily filberts | [illegible] | 9¾ | 9½ | 10½ | 8½ | 9 |
| Naples filberts | ..... | ..... | ..... | ..... | 10 | 11 |
| Pecans | 15 | 16 | 13 | 15 | 13 | 14 |
| Shelled Walnuts | 16½ | 17½ | 18 | 23 | ..... | 25 |
| **SODA** | | | | | | |
| Bi-carb, standard, 112-lb. keg | 1 65 | 1 80 | 2 00 | 2 25 | 1 70 | 1 75 |
| Sal soda, per bbl | 70 | 75 | 80 | 90 | [illegible] | [illegible] |
| Sal Soda, per keg | 95 | 1 00 | ..... | 1 00 | 95 | 1 00 |
| **SPICES** | | | | | | |
| Pepper, black, ground, in kegs | | | | | | |
| pails, boxes | 16 | 18 | ..... | 18 | 14 | 15 |
| " in 5-lb. cans | 14 | 17 | ..... | 19 | 15 | 16 |
| " whole | 15 | 17 | ... | 19 | 12 | 13 |
| Pepper, white, ground, in kegs | | | | | | |
| pails, boxes | 26 | 27 | 26 | 27 | [illegible] | 26 |
| " 5-lb. cans | 25 | 26 | [illegible] | 26 | 20 | 22 |
| " whole | 23 | 25 | 23 | 25 | 20 | 22 |
| Ginger, Jamaica | 19 | 25 | [illegible] | 25 | 20 | 25 |
| Cloves, whole | 12 | 30 | 14 | 35 | [illegible] | 20 |
| Pure mixed spice | 25 | 30 | 25 | 30 | [illegible] | 30 |
| Cassia | 13 | 13 | 20 | 40 | 16 | 20 |
| Cream tartar, French | ..... | 25 | 24 | 25 | 20 | 22 |
| " " best | ..... | 28 | [illegible] | 30 | [illegible] | 30 |
| Allspice | 10 | 15 | 13 | 16 | 16 | 18 |
| **WOODENWARE** | | | | | | |
| Pails No. 1, 2-hoop | ..... | 1 65 | ..... | 1 55 | ..... | 1 90 |
| " " 3-hoop | ..... | 1 80 | ..... | 1 70 | .... | 2 05 |
| " half, and covers | ..... | 1 65 | ..... | 1 60 | ..... | 1 75 |
| " quarter, jam and covers | ... | 1 15 | ..... | 1 10 | .... | 1 45 |
| " candy, and covers | 2 50 | 2 90 | ..... | 2 40 | ..... | 3 20 |
| Tubs No. 0 | 10 00 | 10 15 | ..... | 8 50 | ..... | 11 00 |
| " " 1 | 8 00 | 8 15 | ..... | 7 00 | ..... | 9 00 |
| " 2 | 7 00 | 7 15 | .. | 6 00 | ..... | [illegible] |
| " 3 | | 6 15 | ..... | 5 25 | .... | 7 00 |

| PETROLEUM | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| Photogene | ..... | ..... | 17 | 17½ | ..... | .... |
| Canadian water white | 14½ | 15½ | ..... | [illegible] | 16½ | 17 |
| Sarnia water white | 16 | 17 | 16½ | 17 | 16½ | 17 |
| Sarnia prime white | ..... | [illegible] | 15 | 15½ | 16½ | 17 |
| American water white | ..... | [illegible] | 17½ | 18 | 17½ | 18 |
| Pratt's Astral (barrels extra) | 18½ | 19 | 17 | 17½ | 18½ | 19 |
| **TEAS** | | | | | | |
| Black— | | | | | | |
| Congou—Half-chests Kaisow, Moning, Paking | [illegible] | 60 | [illegible] | 60 | 11 | 40 |
| Caddies Paking, Kaisow | 17 | [illegible] | [illegible] | 50 | [illegible] | [illegible] |
| Indian—Darjeelings | 35 | 55 | 35 | 55 | 30 | 50 |
| Assam Pekoes | 20 | [illegible] | 20 | 40 | [illegible] | [illegible] |
| Pekoe Souchong | 18 | 25 | [illegible] | 25 | 17 | 24 |
| Ceylon—Broken Pekoes | 35 | 42 | 35 | [illegible] | 34 | [illegible] |
| Pekoes | 20 | 30 | 20 | 30 | [illegible] | [illegible] |
| Pekoe Souchong | 17½ | [illegible] | 17 | 35 | 17 | 35 |
| China Greens— | | | | | | |
| Gunpowder-Cases, extra first | [illegible] | 50 | 42 | 50 | ..... | ..... |
| Half-chests, ordinary firsts | [illegible] | 25 | 22 | [illegible] | ..... | ..... |
| Young Hyson—Cases, sifted extra firsts | [illegible] | 50 | 42 | 50 | ..... | ..... |
| Cases, small leaf, firsts | 35 | 40 | 35 | 40 | ..... | ..... |
| Half-chests, ordinary firsts | 22 | 38 | 28 | 38 | ..... | ..... |
| Half-chests, seconds | 17 | 19 | ..... | 23 | ..... | ..... |
| " thirds | 15 | 17 | 16 | 18 | ..... | ..... |
| " common | 13 | 14 | 14 | 15 | ..... | ..... |
| Pingsueys— | | | | | | |
| Young Hyson, ½-chests, firsts | 28 | [illegible] | 38 | 32 | 30 | [illegible] |
| " " seconds | [illegible] | 19 | 16 | 19 | ..... | ..... |
| " Half-boxes, firsts | [illegible] | 32 | 28 | 32 | ..... | ..... |
| " " seconds | 16 | 19 | 16 | 19 | ..... | ..... |
| Japans— | | | | | | |
| ½-chests, finest May pickings | 38 | 40 | 38 | 40 | ..... | ..... |
| Choice | 32 | 36 | 33 | 37 | ..... | ..... |
| Finest | 28 | 30 | 30 | 32 | ..... | ..... |
| Fine | [illegible] | [illegible] | 27 | 30 | ..... | ..... |
| Good medium | 22 | [illegible] | 25 | 28 | ..... | ..... |
| Medium | [illegible] | 20 | 21 | 23 | ..... | ..... |
| Good common | 16 | [illegible] | 19 | 20 | ..... | ..... |
| Common | [illegible] | 15 | 17 | 19 | ..... | ..... |
| Nagasaki, ½-chests, Pekoe | 16 | 22 | ..... | .... | ..... | .... |
| " " Oolong | [illegible] | 15 | ..... | ..... | ..... | ..... |
| " " Gunpowder | 16 | 19 | ..... | ..... | ..... | .... |
| " " Siftings | 7½ | 11 | ..... | ..... | ..... | ..... |
| **RICE, MACARONI, SAGO, TAPIOCA.** | | | | | | |
| Rice—Standard B | 3 00 | 3 10 | ..... | 3½ | 3 25 | 3 40 |
| Patna, per lb | 4 25 | 4 50 | 4¾ | 5 | 5 | 6 |
| Japan | 4 40 | 4 90 | 5½ | 6 | 5 | 6 |
| Imperial Seeta | 4 60 | 4 90 | 4¾ | 5¼ | 5 | 6 |
| Extra Burmah | ..... | ..... | 4¼ | 4¾ | 4 | 5 |
| Java, extra | ..... | 5¾ | 6 | 6½ | 6 | 7 |
| Macaroni, dom'lc, per lb., bulk | 3¾ | 4¼ | ..... | 7½ | ..... | ..... |
| " Imp'd, 1-lb. pkg., French | 8 | 12 | 9 | 10 | ..... | ..... |
| " " " Italian | 9 | 10 | 11 | 11½ | ..... | ..... |
| Sago | 3¼ | 3½ | 3½ | 4 | 4¼ | 5 |
| Tapioca | ..... | [illegible] | 3½ | 3¾ | 4½ | 5 |




# Schepp's Cocoanut

Quality first, then price.

Cocoanut is a luxury. Those that use it want the best (***Schepp's***).

Cocoanut is used generally as a dessert; should therefore be the best in quality to give the dinner a pleasant finish (***Schepp's***).

**L. SCHEPP CO.,** *CANADIAN FACTORY:* ***TORONTO, CAN.***

**NEW YORK.** **LONDON, ENG.: Saml. Hanson, Son & Barter, Agents.**

**"ARISE AND SHINE"!**

# With "GLOBE" Metal Polish

**THE BEST "SHINER" ON THE MARKET.**

Send for a free sample and try it on your scales. Then you will recommend it to your customers.

**RAIMES & CO.,** 164 Duane St., New York City

**OUR CANS CANS CANS** CAN not be surpassed in point of Workmanship, Material, Quality.

We are the largest manufacturers in Canada of Key-Opening Fruit Cans, Vegetable Cans, Meat Cans, Spice Cans, Syrup Cans. What are your requirements? Write for quotations to

## THE ACME CAN WORKS

**Office and Factory: Ontario St. and Jeanne D'Arc Avenue.**

Jas. B. Campbell. MONTREAL. William Pratt.

# Gillard's Sauce

Is still the best and cheapest.

# Gillard's Pickle

The most delicious English pickle made.

We beg to notify that we have appointed Messrs. Hilton, Gibson & Co., of Winnipeg, as our agents for Manitoba and the Northwest Territories.

**GILLARD & CO., Limited, LONDON, ENG.**

# Three Requisites for Success in Business.

Extract from an address delivered by Daniel B. Murphy, of Burke, FitzSimons, Hone & Co., at the meeting of the Rochester Retail Grocers' Association.

WE are engaged in business for profit. There is little of the sentimental about the average business man. His self-preservation among his mercantile associates and the protection of those dependent upon him are what commend his constant and earnest attention and make bearable the routine drudgery incident to commercial life.

The discouraging fact ever confronts the struggling business man that over 90 per cent. of those who engage in mercantile pursuits fail, either directly or indirectly. Notwithstanding this disturbing feature of our business, we should keep prominently before us the truth that there is something in life's struggles besides dollars and cents. A man who is

CONFRONTED WITH INEVITABLE FAILURE,

and who sacrifices honor and integrity, for any salvage in the nature of dollars and cents, is dishonest and unworthy of confidence; while, on the contrary, the man who preserves his honor and integrity, even at great financial cost, retains in a higher degree than before the respect and admiration of his fellow men. We should be at all times manly, honorable, faithful and reliable. These qualifications are indispensable to every successful business man, and, what is more to the point, they are within the reach of all.

There are at least three essential requisites for the successful management of business. These are

CHARACTER, CAPACITY AND CAPITAL.

While all these requisites are fundamental, the greatest is character. No man can hope to permanently succeed in life's struggle whose line of action is not based upon the principles of honesty, uprightness and integrity. A merchant should be honest with himself, honest with his patrons and honest with his fellow business men.

To be honest with himself implies a full and accurate knowledge of the details of his business affairs. He should keep his books in such a manner as to enable him at any time to show definitely what his assets and liabilities are. His books should indicate daily the amout of stock on hand at cost, the amount of his book accounts at actual value and, also, the amount due his creditors. He should also have before him as a stimulus to greater effort a comparative statement of daily sales and expenses, extending over a series of years. A succesful enterprise cannot stand still. It must be progressive in order to be enduring, and every employe should share this commendable ambition of his employer.

In this connection I might say that it is very important that a merchant should have his stock fully protected by fire insurance. Insurance companies assume this risk for him at a reasonable compensation. It is their business to take risks of this kind and not the merchant's.

A merchant should also be honest with himself to the extent of appreciating fully what

A PRICELESS BOON

it is to have it known in commercial centres of the country that he is reliable and trustworthy in every transaction, that his word is synonymous with his bond, and that he is ever keenly sensitive to the necessity of preserving his good name. Without honor, integrity and manhood, a man has nothing and can have nothing. These qualities are vital to every man, whether in business or out of business, and their value cannot be estimated on a basis of dollars and cents.

Secondly, a merchant should be

HONEST WITH HIS PATRONS.

This implies that there should be on hand a well-arranged stock of merchandise, kept in neat and attractive manner. It means, also, that it is incumbent on him to give honest value, full weights and correct measurements. It means, too, that there should be absolutely no misrepresentation. Trading stamps, chromos, prizes and other subterfuges should not be employed to secure patronage. The unreasonable plaints that arise in the life of the merchant should be met with tact and diplomacy and the patron appeased if possible, but not at the cost of principle or self-respect.

A merchant should also be honest with his fellow business men. This implies that when called upon to give his experience with regard to the standing of a certain customer, the information should be candid and reliable. This brings us face to face with the most deplorable feature of mercantile life, viz., loss sustained through worthless accounts.

Mr. Murphy here gave statistics which he had gathered from commercial agencies, and which showed that the aggregate loss because of liabilities involved in failures in the United States from 1890 to 1899, inclusive, was $1,788,719,267. The average loss for each year was thus $178,871,026.70. The average was more than the total capital of the 209 State banks, the 60 trust companies and the 326 National banks in the State of New York in the year 1900. It exceeded their aggregate capital by more than $10,000,000.

GUARDING AGAINST LOSSES.

"How are we to guard against excessive losses?" continued Mr. Murphy. "This question comes home to everyone present. There is no serious question about the truth of the common expression that 'credit is too cheap,' nor about the kindred saying that 'credit is too freely granted.' Credit should always be judiciously granted, and never indiscriminately or in a haphazard manner. A man who grants credit should be a good judge of human nature, and with tact and discretion should secure proper information from the applicant for credit as to his financial and moral responsibilities, who his references are, and, also, whether he is disposed to comply in every respect with the terms of settlement submitted to him. There should be a distinct understanding as to the amount of the account, since every account should have its limit, and, also, that the obligations contracted shall be discharged at least monthly.

COURAGE TO SAY 'NO.'

"You must have courage to say 'no' to the unworthy applicant, and there are many of this class who apply for credit without having any basis whatever for such favors. You find competition sharp and the margin of profit necessarily small, and, therefore, you are not warranted in taking unreasonable financial risks. You are not warranted in taking all the possibilities of failure to pay, such as sickness, loss of situation, etc., on the part of the debtor.

RIGHTS OF DEBTORS.

"In our dealings with the debtor class, we must not forget that they have some rights that we are bound to respect. We must discriminate between the reprehensible debtor, who can pay, but will not, and the unfortunate debtor, who is well disposed, but, through circumstances, is unable to pay his honest obligations. The first are clearly without the pale of our sympathy, while the latter are worthy of considerate treatment, and should not be numbered among disreputable debtors. We must be ever on our guard against the vicious debtor, who, with fervid eloquence and brazen assurance, goes from merchant to merchant with the studied purpose of adding another name to the long list of those whom he has already shamefully and criminally defrauded."

Established 1845. MODERN MACHINERY. UP-TO-DATE METHODS. Established 1845.




1 and 2-lb. Tins.

# WHY EXPERIMENT

when you can command the perfected products of 57 years' study and experience? **IT IS NO EXPERIMENT** to try **S.H. & A.S. EWING'S** high-grade COFFEE and SPICES, but it will prove well worth the progressive grocer's time to personally test and be convinced of the superior aromatic flavor which characterizes our high-grade Coffee. Compare the quality and uniform excellence of our Spices with others on the market. Handle **S. H. & A.S. EWING'S** goods and feel secure that you have got the best that long experience and improved methods can produce.

## S. H. & A. S. EWING,

Montreal Coffee and Spice Steam Mills,
55 Cote St., MONTREAL, P.Q.

---

**Altho'** the weather has been unseasonable there will still be pickles. Therefore, vinegar required. We ship direct from our factory, guaranteed strength, and during July and August will prepay freight.

ENGLISH MALT PROOF
TRIPLE CRYSTAL CIDER
STRONG PICKLING
and the vinegar of commerce which is called X X X.

## F. J. CASTLE, - OTTAWA.

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Subscribers wanting goods or special quotations on anything anywhere in Canada, at any time, can get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto or Montreal.

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## COX'S GELATINE

Always Trustworthy

ESTABLISHED 1725.

Agents for Canada:
C. E COLSON & SON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO., Toronto, St. John, N.B., and Montreal

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SEASON 1902.

# Butter Tubs

Order now—ship when required. Best goods—fair price.

WALTER WOODS & CO.
HAMILTON.

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Established 1862.

## E. THOMPSON & CO.

LIVERPOOL,

Offices—11 Victoria St. . . . ENG.
Warehouses—48-52 Thomas St.

We solicit correspondence and offers of all kinds of **CANNED GOODS** and **DRIED FRUITS**, etc., suitable for the English and Continental markets. Consignments will receive best attention and advances made when required.

REFERENCE—Canadian Bank of Commerce.

American Agent—
G. H. THOMPSON,
107 Hudson St., NEW YORK.

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ARE YOU USING OUR



Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,
of WALLACEBURG, Limited.

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Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

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Toronto Fruit Merchants.

## *McWilliam & Everist*

Commission Merchants.

Fruit Importers and Exporters.

Canadian Apples a Specialty.

CORRESPONDENCE SOLICITED.

Quote us if you have anything to offer.
Ask for our prices when requiring fruit.

25 and 27 Church St., TORONTO, Can

Long Distance 'Phone Main 645.
Warehouse 'Phone Main 3394.

---

# Strawberries

## Watermelons, Tomatoes

Fancy Canadian berries now arriving daily at market price.

Don't delay getting your orders for 1st July till it is too late to get good fruit.

## HUSBAND Bros. & Co.

82 Colborne St., TORONTO.

Phones, Main 54, Main 3428.

## RESTRICTION OF OUTPUT OF TEA.

UNDER a recent date the following has been issued by the secretary of the Indian Tea Association, London :

To all producers of tea : Dear Sirs,—At a recent meeting of my committee it was pointed out that on many estates there are portions of cultivation that for many years past have not probably paid the cost of upkeep, and, although these continue to produce a certain amount of crop, they are of no real benefit to the properties on which they are situated. It was suggested, with a view to diminishing output, that directors and tea proprietors might with advantage give instructions to their managers to make arrangements, at the end of the current season, to abandon all such portions of tea which could be done without any loss to the proprietors, and even with profit to the estates themselves. I am asked to bring this matter to your notice, and also to remind you of the circular issued on January last, headed "Crop of 1902," and to express the hope that you concurred with the suggestions of my committee, and will continue to impress on your managers the importance of avoiding coarse plucking during the current year.

I am directed by my committee to hand you herewith a revised form providing for restriction of output, which has already received the support of producers representing upward of 100,000,000 lb., and I trust you will see your way to sign it on behalf of the concerns you represent, and return it to me at your earliest convenience.

To the Secretary, Indian Tea Association, 5 Fenchurch street, E.C.—We, the undersigned, agree to restrict our output for the current season by one of the undermentioned alternatives at our option, such option to be declared to the secretary of the Indian Tea Association on or before July 5 next, in the case of home-managed concerns, and on or before July 19 in the case of gardens controlled in India. This undertaking is only to come into force provided 75 per cent. or 135,000,000 lb., of the Indian crop join.

1.—A cessation of manufacture from midnight on July 31 till midnight on August 21. Any leaf not fired by midnight on July 31 to be destroyed, and no leaf to be rolled before midnight on August 21.

2.—A reduction of 10 per cent. on our estimated crop, such reduction to be effected in any way we choose, including the manufacture of green tea, which green tea must, however, be shipped to and disposed of in the American, Canadian, or Russian markets only.

The Home and Colonial Mail says that it is understood that Ceylon planters are to be asked to co operate in reducing their output, and that the formation of this combination is a preliminary to establishing a British Tea Growers' Union for the protection and advancement of planters' interest, the details of which scheme will be considered by a joint committee of representatives of India and Ceylon.

## A BAKED-BEAN MAN MISSING.

"If you don't like my baked beans come and tell me all about it," so advertised Mr. Trehan, who ran a little restaurant on Webster street, Kentville, N.S. Somebody must have told Mr. Trehan that his beans were a failure, for his establishment is closed and the proprietor is missing, perhaps only for a time, but his absence has been long enough to instil a certain amount of fear in the heart of the owner of the shop who is anxiously waiting a chance to get on the inside and secure enough goods and chattels to cover the amount of the rent.

## INQUIRIES ABOUT CANADIAN GOODS.

THE following were among the recent inquiries relating to Canadian trade received at the Canadian Government Office in London :

1. A London firm is desirous of representing Canadian exporters of wood pulp, phosphate of lime and other chemical products.

2. Inquiry is made for names of Canadian manufacturers of thin boiling starch.

3. A firm in the Midlands is open to represent on commission Canadian exporters of produce, such as eggs and butter, especially pickled eggs.

4. Liverpool house is open to extend its business with Canada, and asks to be furnished with the addresses of first-class shippers of wood pulp and other products suitable for the Engligh market.

5. A firm of spinners of all classes of woollen carpet and rug yarns wish to get into communication with Canadian buyers of such goods.

[The names of the firms making the above inquiries can be obtained upon application to the Editor of THE CANADIAN GROCER.]

## GOOD ADVERTISING POINTERS.

THE prime object of advertising is to create a demand for an article. How many can pick the better of two pianos from which the brand has been removed? Yet men will pay more for an article whose name has become a household word by judicious advertising. Men sometimes say that if they had something new or exclusive they could succeed; but this is a mistake.

The cash register wouldn't go for years; the same way with the typewriters. There is nothing harder to advertise than new commodities. But judicious advertising can create wants and tastes. The consumption of oatmeal in Kansas City has increased six fold in ten years.

H. J. Heinz once told me that a merchant was a man who sold goods at his own price. The test of a real merchant is to create a distinctive demand for his goods, and to compel the people to buy them.

All there is in advertising is in carrying a message to the dealer and consumer. No medium should be used blindly. A great many use newspapers just as the Indian slept on one feather because the white man slept on a feather bed, and he wondered why the feather didn't help him.

The ultimate object of all advertising is the creation of prestige. People accept what a successful man says. Prestige doesn't come to everybody over night. It is acquired by persistent adherence to fundamental principles. It creates a peculiar constituency and as near a monopoly as is possible in these days.—John Lee Mahin, in Michigan Tradesman.

POPULARITY is the proof of merit, and no brand has ever achieved popularity so quickly as

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

BOBS costs you only 36 cents, and pays a good profit.
BOBS is well advertised.
BOBS is selling well in almost every store from the Atlantic to the Pacific.
BOBS is A BIG PLUG FOR LITTLE MONEY

Made by
THE EMPIRE TOBACCO CO., LIMITED
MONTREAL, QUE.

# CEYLON TEA

**BLACK and GREEN**

satisfies
the
taste
of
the
Canadian
people,
therefore
is
the
best
liked
tea
imported
into
Canada.

# CEYLON TEA

**BLACK and GREEN**

is
the
most
satisfactory
and
profitable
tea
to
sell.

# EVERYTHING

comes to the man who

# WAITS,

but **Robinson's Patent Barley**

and **Robinson's Patent Groats**

have stood the test of over ninety years, and are now being sold by almost every reliable Grocer in Canada.

Don't **WAIT** until you are asked for them, but stock these Foods **NOW.**


## Current Market Quotations for Proprietary Articles

July 17, 1902.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. If a change is made, either an advance or decline, it is referred to in the market reports, as a matter of news whether manufacturers request it or not.

### BAKING POWDER.

| Cook's Friend— | Per doz. |
|---|---|
| Size 1, in 2 and 4 doz. boxes | $ 2 40 |
| " 10 ,in 4 doz. boxes | 2 10 |
| " 2 in 6 " | 80 |
| " 12, in 6 " | 70 |
| " 3, in 4 " | 45 |
| Pound tins, 3 doz. in case | 3 00 |
| 12 oz. tins, 3 " " | 2 40 |
| 5-lb. tins, ½ " " | 14 00 |

| Diamond— | W. H. GILLARD & CO. |
|---|---|
| 1 lb. tins, 2 doz. in case.....per doz. | 2 00 |
| ½ lb. tins, 3 " " " " | 1 25 |
| ¼ lb. tins, 4 " " " " | 0 75 |

IMPERIAL BAKING POWDER.

| Cases Contain. | Sizes of Cans. | Per Doz. |
|---|---|---|
| 4 doz. | 10c. | $0 85 |
| 3 " | 6-oz. | 1 75 |
| 1 " | 12-oz. | 3 50 |
| 2 and 3 doz. | 12-oz. | 3 40 |
| 2 and 3 doz. | 16-oz. | 4 35 |
| ½ doz. | 2½-lb. | 10 50 |
| 1 doz. | 2½-lb. | 10 40 |
| ½ and 1 doz. | 5-lb | 19 50 |

MAGIC BAKING POWDER

| Cases Contain. | Sizes of Cans. | Per Doz. |
|---|---|---|
| 4 doz. | 5c. | $ 40 |
| 4 " | 4-oz. | 0 65 |
| 4 " | 6-oz. | 0 80 |
| 4 " | 8-oz. | 1 00 |
| 4 " | 12-oz. | 1 50 |
| 2 " | 12 oz. | 1 55 |
| 4 " | 16-oz. | 1 80 |
| 2 " | 16-oz. | 1 85 |
| 1 " | 2½-lb. | 4 50 |
| 1 " | 5-lb. | 7 75 |
| 2 " } Assid | 6-oz. } | Per case. |
| 1 " } Assid | 12-oz. } | $1 90 |
| 1 " } Assid | 16-oz. } | |

JERSEY CREAM BAKING POWDER

| | |
|---|---|
| ⅛ size, 5 doz. in case | 40 |
| ¼ size, 4 doz. in case | 75 |
| ½ " 3 " " | 1 25 |
| 1 " 2 " " | 2 25 |

VIENNA BAKING POWDER.

| | Per doz. |
|---|---|
| 1 lb. tins, 4 doz. in box | $ 1 25 |
| ½ lb. tins, 4 " " | 1 25 |
| ¼ lb. tins, 4 " " | 75 |
| 3 oz. in paper, 4 doz. in box | 70 |
| 5 " " 4 " " | 35 |

### BLACKING.
SHOE POLISH.

HENRI JONAS & Co.

| | Per gross |
|---|---|
| Jonas' | $9 00 |
| Froments | 7 50 |
| Military dressing | 24 00 |

### BLUE.

| | |
|---|---|
| Keen's Oxford per lb. | $0 17 |
| In 10 box lots or case | 0 16 |
| Reckitt's Square Blue 12-lb. box | 0 17 |
| Reckitt's Square Blue, 5 box lots | 0 16 |

### BLACK LEAD.

| | |
|---|---|
| Reckitt's per box | 1 15 |

Box contains either 1 gro., 1 oz. size; ½ gro., 2 oz. or ¼ gro. 4 oz

### CORN BROOMS

BOECKH BROS & COMPANY

| | doz. net. |
|---|---|
| Bamboo Handles, A, 4 strings | 4 35 |
| " " B, 4 strings | 4 10 |
| " " C, 3 strings | 3 85 |
| " " D, 3 strings | 3 60 |
| " " F, 3 strings | 3 35 |
| " " G, 3 strings | 3 10 |
| " " I, 3 strings | 2 85 |

### BISCUITS.

CARR & CO. LIMITED.
Frank Magor & Co., Agents

| | |
|---|---|
| Cafe Noir | 0 15 |
| Ensign | 0 12¾ |
| Metropolitan mixed | 0 09 |

Special price list of Fancy Tins for Xmas trade and other lines on application.

### CANNED GOODS.

MUSHROOMS.
HENRI JONAS & Co.

| | |
|---|---|
| Mushrooms, Rionel | $15 50 |
| " 1st choice Dutheil | 18 50 |
| " 1st choice Lenoir | 19 50 |
| " extra Lenoir | 22 00 |

Per case, 100 tins.

FRENCH PEAS—DELORY'S
HENRI JONAS & Co.

| | |
|---|---|
| Moyen's No 2 | $9 00 |
| " No. 1 | 10 50 |
| ⅛ Fins | 12 50 |
| Fins | 14 00 |
| Tres fins | 15 00 |
| Extra fins | 16 50 |
| Sur extra fins | 18 00 |

FRENCH SARDINES.
HENRI JONAS & Co.

| | | |
|---|---|---|
| ¼ Trefavennes | .... | $9 50 |
| ¼ Rolland | 9 50 | 10 00 |
| ¼ Delory | .... | 10 50 |
| ¼ Club Alpins | .... | 2 50 |

### CHOCOLATES & COCOAS.

THE COWAN CO. LIMITED.

| | |
|---|---|
| Cocoa— | |
| Hygienic, 1-lb. tins, per doz | $7 25 |
| " ½-lb. tins " | 3 75 |
| " ¼-lb. tins " | 2 25 |
| " fancy tins " | 0 90 |
| Hygienic, 5-lb tins, for soda water fountains, restaurants, etc. per lb | 0 55 |
| Perfection, ½-lb. tins, per doz | 3 00 |
| Cocoa Essence, sweet, ½-lb. tins, per doz | 2 25 |
| Chocolate— | per lb. |
| Queen's Dessert, ¼'s and ½'s | $0 40 |
| " 6's | 0 42 |
| Mexican Vanilla, ¼'s and ½'s | 0 35 |
| Royal Navy Rock " | 0 30 |
| Diamond " | 0 25 |
| " 8's | 0 28 |

JOHN P. MOTT & CO.'s
R. S. McIndoe, Agent, Toronto.

| | |
|---|---|
| Mott's Broma per lb | 0 30 |
| Mott's Prepared Cocoa | 0 28 |
| Mott's Homeopathic Cocoa (¼'s) | 0 3 |
| Mott's Breakfast Cocoa (in tins) | 0 40 |
| Mott's No. 1 Chocolate | 0 30 |
| Mott's Breakfast Chocolate | 0 28 |
| Mott's Caraccas Chocolate | 0 40 |
| Mott's Diamond Chocolate | 0 23 |
| Mott's French-Can. Chocolate | 0 18 |
| Mott's Navy or Cooking Chocolate | 0 28 |
| Mott's Cocoa Nibbs | 0 35 |
| Mott's Cocoa Shells | 0 05 |
| Vanilla Sticks, per gross | 0 90 |
| Mott's Confectionery Chocolate | 0 21 |
| Mott's Sweet Chocolate Liquors | 0 19 |

| Chocolate— FRY'S | per lb. |
|---|---|
| Caraccas, ¼'s, 6-lb. boxes | 0 42 |
| Vanilla, ¼'s | 0 42 |
| "Gold Medal" Sweet, ¼'s, 6 lb. bxs | 0 29 |
| Pure, unsweetened, ¼'s, 6 lb. bxs | 0 42 |
| Fry's "Diamond," ⅛'s, 14 lb. bxs | 0 24 |
| Fry's "Monogram," ⅛'s 14 lb. bxs | 0 24 |
| Cocoa— | per doz |
| Concentrated, ¼'s 1 doz. in box | 2 40 |
| " ½'s, " " | 4 50 |
| " 1 lbs. " " | 8 25 |
| Homoeopathic, ¼'s 14 lb. boxes | .... |
| " ½ lbs. 12 lb. boxes | .... |

| | |
|---|---|
| Epps's cocoa, case of 14 lbs., per lb. | 0 35 |
| Smaller quantities | 0 37½ |

LADDERAM.

| Frank Magor & Co., Agents. | per doz |
|---|---|
| Cocoa essence, 3 oz. packages | $1 65 |
| Mexican chocolate, ¼ and ½ lb. pkgs. | 0 40 |
| Rock Chocolate, loose | 0 40 |
| " 1-lb. tins | 0 42 |
| Nibs, 11-lb. tins | 0 35½ |

CHOCOLATS-MENIER.




| | |
|---|---|
| Chocolate-Menier | ¼ and ½s 36c. per lb. |
| " | ⅛s 4c. per cake. |
| Menier Breakfast Cocoa ¼-lb. tins | 15c. |
| " " ½-lb. " | 25c. |
| " " 1-lb. " | 50c. |
| Croquettes and Pastilles 20c. or per case of 108 | $20. |

WALTER BAKER & Co., LIMITED.

| | per lb. |
|---|---|
| Premium No. 1 chocolate, 12-lb boxes. | $ 38 |
| Vanilla chocolate 6-lb boxes | 47 |
| German sweet, 6-lb. boxes | 27 |
| B'kfast cocoa, ½-lb. tins, plain; 6-lb. boxes | 51 |
| Cracked cocoa, ½-lb. pkgs. 12-lb. bxs. | 35 |
| Caracas sweet chocolate, 6-lb. boxes | 37 |
| Soluble chocolate (hot or cold soda) 1-lb. cans | 45 |
| Vanilla chocolate wafers, 48 to box, per box | 1 56 |

### CHEESE.

| | |
|---|---|
| Imperial—Large size jars, per doz. | $ 8 25 |
| Medium size jars | 4 50 |
| Small size jars | 2 40 |
| Individual size jars | 1 00 |
| mperial Holder—Large size | 18 00 |
| Medium size | 15 00 |
| Small size | 12 00 |
| Roquefort—Large size, per doz. | 2 40 |
| Small size | 1 40 |

# "THE EDWARDSBURG BRANDS"

# Starch . . and Syrup

Are well known all over the Dominion as a **STANDARD OF QUALITY.** **ASSORTED STOCKS** of all styles of packages now on hand, and **PROMPT SHIPMENT** guaranteed.

## EDWARDSBURG STARCH CO'Y, Limited

**Established 1858.**

164 St. James St., MONTREAL. | Works: CARDINAL, ONT. | 53 Front St. East, TORONTO.


### COFFEE.

JAMES TURNER & CO.

| | per lb. |
|---|---|
| Mecca | 0 32 |
| Damascus | 0 28 |
| Cairo | 0 20 |
| Sirdar | 0 17 |
| Old Dutch Rio | 0 12½ |

E. D. MARCEAU, Montreal.

| | per lb. |
|---|---|
| "Old Crow" Java | 0 25 |
| " Mocha | 0 25 |
| "Condor" Java | 0 30 |
| " Mocha | 0 30 |
| 15-year-old Mandheling Java and hand-picked Mocha | 0 50 |
| 1-lb. Fancy tins choice pure coffee, 48 tins per case | 0 20 |
| Madam Huot's Coffee, 1-lb. tins | 0.31 |
| " " " 2-lb. tins | 0 30 |

100 lb. delivered in Ontario and Quebec.

### CLOTHES PINS.

UNITED FACTORIES, LIMITED.

| | |
|---|---|
| Clothes Pins (full count), 5 gross in case, per case | 0 57 |
| 4 doz. packages (12 to a case) | 0 72 |
| 6 doz. packages (12 to a case) | 0 92 |

### COUPON BOOKS—ALLISON'S.

For sale in Canada by—The Eby, Blain Co., Limited, Toronto C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

| | Unnumbered | Covers and Coupons numbered. |
|---|---|---|
| In lots of less than 100 books, 1 kind assorted | 4c. | 4½c. |
| 100 to 500 books | 3½c. | 4c. |
| 500 to 1,000 books | 3c. | 3¼c. |

Allison's Coupon Pass Book

| | |
|---|---|
| 1 00 books | 3 cents each |
| 2 00 books | 3 cents each |
| 3 00 books | 3 cents each |
| 5 00 books | 4 cents each |
| 10 00 books | 5½ cents each |
| 15 00 books | 6½ cents each |
| 20 00 books | 7½ cents each |
| 25 00 books | 8 cent each |
| 50 00 books | 12 cent each |

### EXTRACTS.

HENRI JONAS & Co.

| | Per gross. |
|---|---|
| 8 oz. London Extracts | $6 00 |
| 2 oz. " " (no corkscrews) | 5 50 |
| 2 oz. " " | 9 00 |
| 2 oz. Spruce essence | 6 00 |
| 2 oz. " " | 9 00 |
| 2 oz. Ancho extracts | 12 00 |
| 4 oz. " " | 21 00 |
| 1 oz. " " | 36 00 |
| 1 lb. " " | 70 00 |
| 1 oz. Flat " | 9 00 |
| 2 oz. Flat bottle extracts | 18 00 |
| 2 oz. Square " | 21 00 |
| 4 oz. " " corked) | 36 00 |
| 8 oz. " " " | 72 00 |

| | Per doz. |
|---|---|
| 8 oz. " glass stop extracts | 3 50 |
| 8 oz. " " " | 7 00 |
| 2½ oz. Round quintessence extracts | 2 00 |
| 4 oz. Jookey decanters " | 3 50 |

### FOOD.

| | Per doz. |
|---|---|
| Robinson's Patent Barley ½ lb tins | 1 25 |
| " " " 1 lb. tins | 2 25 |
| " " Groats, ½ lb. tins | 1 25 |
| " " " 1 lb. tins | 2 25 |

### LYE (CONCENTRATED).

GILLETT'S PERFUMED.

| | Per case. |
|---|---|
| 1 case of 4 doz | $ 3 00 |
| 3 cases " | 3 50 |
| 5 " " | 3 40 |

### GINGER ALE & SODA WATER

| | per doz. |
|---|---|
| Cantrell & Cochrane's Imported Ginger Ale and Club Soda Water | $1 40 |

### JAMS AND JELLIES.

SOUTHWELL'S GOODS. per doz
Frank Magor & Co., Agents.

| | | |
|---|---|---|
| Orange Marmalade | | 1 0 |
| Clear Jelly Marmalade | | 1 80 |
| Strawberry W. F. Jam | | 2 00 |
| Raspberry " " | | 2 00 |
| Apricot " " | | 1 75 |
| Black Curran " | | 1 85 |
| Other Jams, W. F. | 1 55 | 1 90 |
| Red Currant Jelly | | 2 75 |

Jams— T. UPTON & CO.

| | |
|---|---|
| 1-lb. glass jars 2 doz., in case, per doz | $1 00 |
| 2½-lb. tin pail, 2 doz. in crate, per lb. | 0 07 |
| 5-lb. tin pails, 8 pails in crate, per lb | 0 06½ |
| 7-lb. wood pails, 6 " " " | 0 06½ |
| 14-lb. wood pails, per lb | 0 06½ |
| 30-lb " " " | 0 06¼ |

Jellies—

| | |
|---|---|
| 1-lb. glass jars, per doz | $1 00 |
| 7-lb. wood pails, per lb | 0 06¼ |
| 14-lb. " " " | 0 06½ |
| 30-lb. " " " | 0 06¼ |

### LICORICE.

YOUNG & SMYLIE'S LIST

| | |
|---|---|
| 5-lb. boxes, wood or paper, per lb | $0 40 |
| Fancy boxes (36 or 50 sticks) per box | 1 25 |
| "Ringed" 5 lb. boxes, per lb | 0 40 |
| "Acme" Pellets, 5 lb. cans, per can | 2 00 |
| "Acme" Pellets, fancy boxes 40) per box | 1 50 |
| Tar, Licorice and Tolu Wafers, 5 lb. cans, per can | 2 00 |
| Licorice Lozenges, 5 lb. glass jars | 1 75 |
| " " 20 5 lb. cans | 1 50 |
| "Purity" Licorice 10 sticks | 1 45 |
| " " 100 sticks | 0 73 |
| Dulce large cent sticks, 100 in box. | |

### LIQUORS.

COGNAC IN CASES.
Ph. Richard.

| | |
|---|---|
| S.O. Quarts, 12's | $22 50 |
| F.C. " " | 15 00 |
| F.C. 1-15 bottles, 180's | 2 00 |
| V.S.O.P. " " | 12 00 |
| V.S.O.P. pints, 24's | 13 00 |
| V.S.O P. ½-pints, 48's | 14 00 |
| V.S.O.P. 1-15 bottles, 180's | 20 00 |
| V.S.O. quarts, 12's | 10 00 |
| V.S.O. 1-15 bottles, 180's | 18 00 |
| V.O. quarts, 12's | 8 50 |
| V.O. pints, 24's | 9 50 |
| V.O. ½-pints, 48's | 10 50 |
| V.O. 1-15 bottles, 180's | 14 00 |
| V.O. decanters, 12's | 0 5 |
| V.O. " pints, 20's | 13 00 |
| V.O. flasks, Imp. pint, with thumblers | 9 75 |
| V.O. " Reputed " " 24' | 10 50 |
| V.O. " " no " 4's | 9 50 |

Chas. Couturier.

| | |
|---|---|
| Quarts, 12's | 7 00 |
| ½ bottles, 24's | 8 00 |
| ¼ " 48's | 9 00 |
| 1-15 bottles, 180's | 13 50 |
| Flasks, 24's | 8 00 |
| ½ Flasks, 48's | 9 00 |
| Flasks, Imperial pints, Copsule, 16's | 8 00 |

F. Marion & Cie.

| | |
|---|---|
| Quarts, 12's | 6 00 |
| ½ bottles, 24's | 7 00 |
| ¼ " 48's | 8 00 |
| Flasks, reput d 24's | 7 00 |
| Flasks, ½-pints, 48's | 8 00 |
| 1-15 bottles, 180's | 12 50 |
| Flasks, Imp. pints with thumblers, 16's | 8 00 |

C gnac In Wood.
Ph. Richard.

| | Gals. | ½ Oct's. | Oct's. | Bbls. | Hhds. |
|---|---|---|---|---|---|
| Couturier | $4 00 | $3 95 | $3 85 | $3 80 | .... |
| Marion | 3 75 | 3 60 | 3 50 | 3 40 | .... |
| Ph Richard V.S.O.P | 5 50 | 5 35 | 5 25 | 5 00 | .... |
| Richard V.O. proof | 4 25 | 4 10 | 4 00 | 3 90 | 3 80 |
| Richard 5 up. proof V. O. | 4 00 | 3 80 | 3 70 | 3 50 | 3 40 |
| Richard Fine champagne | 6 00 | 5 90 | .... | .... | . . |

Gin—Pollen & Zoon, in Cases.

| | |
|---|---|
| Red, 15's | $10 00 |
| Green, 12's | 5 00 |
| Poney, 12's | 2 50 |

Gin Pollen & Zoon, in Wood.

| | Gals. | ½ Oct's. | Oct's. | Bbls. | Hhds. |
|---|---|---|---|---|---|
| Gin, P. & Z. | $3 15 | $3 05 | $3 05 | $3 00 | $2 95 |

Mitchell Bros. Limited - Scotch.

| | 1 case. | 5 cases. |
|---|---|---|
| Heather Dew, ordinary qts. | $ 7 00 | $ 6 75 |
| 12's | | |
| Heather Dew, stone jars, Imperial, 12's | 12 50 | 12 25 |
| Heather Dew, oval flasks, quart, 12's | 11 25 | 11 00 |
| Special Reserve, oval, pts. 24s. | 11 75 | 11 50 |
| " " ordinary qts., 12's | 9 00 | 8 75 |
| Special Reserve, ½ bottles, pints, 24s | 10 00 | 9 75 |
| Extra Special Liqueur, flagon, 12's | 9 50 | 9 25 |
| Extra Special Liqueur, ordinary bottles, 12's | 9 50 | 9 25 |
| Heather Dew, flasks, 48's | 12 00 | 11 75 |
| " " ½ flasks, 60's | 9 00 | 8 75 |
| Mullmore, Imperial oval quart flasks, 12's | 10 00 | 9 75 |
| Mullmore, flasks, Imperial pints, 24's | 10 50 | 10 25 |
| Mullmore, flasks, ordinary pints, 24's | 7 75 | 7 50 |
| Mullmore, ½ flasks, ordinary, 48's | 9 00 | 8 75 |
| Mullmore, ordinary quarts, 12's | 6 50 | 6 25 |
| Mullmore, ordinary pints, 24's | 7 50 | 7 25 |


**RECKITT'S Blue and Black Lead** {ALWAYS GIVE YOUR CUSTOMERS SATISFACTION

### Scotch Whiskey in Wood.

| | ½ Gals. | Oct's. 9 gals. | Oct's. 17 gals. | Bbls. 40 gals. |
|---|---|---|---|---|
| Special Reserve | $4 50 | $4 25 | $4 15 | $3 90 |
| Heather Dew "A" | 4 00 | 3 85 | 3 75 | 3 65 |
| Extra Special Liqueur | 5 00 | 4 90 | 4 80 | 4 75 |
| Old Scotch | 3 75 | 3 70 | 3 65 | 3 50 |

### Whiskey in Cases.

Mitchell Bros., Limited—Irish.

| | |
|---|---|
| Cruiskeen Lawn, stone jar, 12's | $12 50 |
| Old Irish, flasks, Imp. quarts, 12's | 11 25 |
| " Special, quarts, 12's | 9 00 |
| " " Imp. pints, 24's | 11 75 |
| " round bottl's, quarts, 12's | 6 50 |
| " round ½-bottles, pints, 24's | 8 00 |
| " 10-o flasks, 48's | 12 00 |
| " 5-oz. flasks, 60's | 9 00 |

### Irish Whiskey in Wood.

| | Gal. | ½-Oct. | Oct. | Bbl. |
|---|---|---|---|---|
| Mitchell, "Special Old" | $4 50 | $4 40 | $4 25 | $4 10 |
| Mitchell, "Old" | 4 00 | 3 90 | 3 75 | 3 65 |
| " "B" | 3 50 | 3 40 | 3 30 | 3 25 |
| " "C" | 3 00 | 2 | 2 80 | 2 75 |

### Champagne Wine in Cases.

| | |
|---|---|
| Duc de Pierland, quarts, 12's | $14 00 |
| " " pints, 24's | 15 00 |
| Cardinal, quarts, 12's | 12 50 |
| " pints, 24's | 13 50 |
| Vve. Amiot Carte d'Or, quarts, 12's | 16 00 |
| " " pints, 24's | 17 00 |
| " " d'Argent, quarts, 12's | 10 50 |
| " " pints, 24's | 11 50 |

### Blandy Bros. Wine.

Blandy's Madeira Wine, in cases.

| | |
|---|---|
| Very Superior, quarts, 12's | 8 50 |
| Special Selected, quarts, 12's | 10 00 |
| London Particular, quarts, 12's | 13 00 |

Blandy's Malaga, in cases.

| | |
|---|---|
| Pale Sweet Blue Label, quarts, 12's | 7 50 |
| " White Label, quarts, 12's | 10 00 |

Blandy's Sherry, in cases.

| | |
|---|---|
| Manzanilla, quarts, 12's | 8 50 |
| Morosa, quarts, 12's | 11 00 |

Blandy's Port Wine, in cases.

| | |
|---|---|
| Good Fruity, quarts, 12's | 7 50 |
| Invalid Special, quarts, 12's | 12 00 |

Blandy Bros'. Wine in Wood.

| | Gal. | Octave. |
|---|---|---|
| Madere, No. ½ | $3 50 | $3 00 |
| " No. ¾ | 4 50 | 4 00 |
| Malaga Pale Sweet | 3 00 | 2 75 |

### Canadian Whiskies.

| | In barrels. per gal. |
|---|---|
| Gooderham & Worts, 65 O.P. | $ 4 50 |
| Hiram Walker & Sons " | 4 50 |
| J. P. Wiser & Son " | 4 49 |
| J. E. Seagram " | 4 49 |
| H. Corby " | 4 49 |
| Gooderham & Worts, 50 O.P. | 4 10 |
| Hiram Walker & Sons " | 4 10 |
| J. P. Wiser & Son " | 4 09 |
| J. E. Seagram " | 4 09 |
| H. Corby " | 4 09 |
| Rye, Gooderham & Worts | 2 20 |
| " Hiram Walker & Sons | 2 20 |
| " J. P. Wiser & Son | 2 19 |
| " J. E. Seagram | 2 19 |
| " H. Corby | 2 19 |
| Imperial, Walker & Sons | 2 90 |
| Canadian Club, Walker & Sons | 3 60 |

| | Less than one bbl. per gallon. |
|---|---|
| 65 O. P. | $4 55 |
| 50 O. P. | 4 15 |
| Rye | 2 25 |

## MINCE MEAT.

| | |
|---|---|
| Wethey's Condensed, per gross net | $12 00 |
| " per case of doz. net | 3 00 |

## MUSTARD.

COLMAN'S OR KEEN'S.

| | |
|---|---|
| D. S. F., ¼ lb. tins, per doz. | $1 40 |
| " ½ lb. tins, " | 2 50 |
| " 1 lb. tins, " | 5 00 |
| Durham ¼ lb. jar, per jar | 0 75 |
| " 1 lb. " | 0 25 |
| F. D., ¼ lb. tins, per doz. | 0 85 |
| " ½ lb. tins | 1 45 |

HENRI JONAS & Co.

| | Per gross |
|---|---|
| Pony size | $7 50 |
| Imperial, medium | 9 00 |
| Imperial, large | 12 00 |
| Tumblers | 12 00 |

| | Per gross |
|---|---|
| Mugs | 13 20 |
| Pint jars | 18 00 |
| Quart jars | 4 00 |

E. D. MARCEAU Montreal.

"Condor," 12-lb. boxes—

| | | |
|---|---|---|
| ¼-lb. tins | per lb. | 0 35 |
| ½-lb. tins | " | 0 33 |
| 1-lb. tins | " | 0 32½ |
| 4-lb. jars | per jar | 1 20 |
| 1-lb. jars | " | 0 35 |

"Old Crow," 12-lb. boxes—

| | | |
|---|---|---|
| ¼-lb. tins | per lb. | 0 25 |
| ½-lb. tins | " | 0 23 |
| 1-lb. tins | " | 0 22½ |
| 4-lb. jars | per jar | 0 70 |
| 1-lb. jars | " | 0 25 |

## OLIVE OIL

| | per case |
|---|---|
| Barton & Guestier's quarts | $8 00 |
| " " pints | 9 00 |

## ORANGE MARMALADE.

T. UPTON & CO.

| | |
|---|---|
| 1-lb. glass. 2 doz. case, per doz. | $1 00 |
| 7-lb. pails and 5 and 7 lb. tins | 0 06½ |

## PICKLES.

STEPHENS'.

A. P. Tippet & Co., Agents.

| | |
|---|---|
| Patent stoppers (pints) per doz. | 2 30 |
| Corked (pints), " | 1 90 |

## SODA.—COW BRAND.




Case of 1 lbs. containing 60 pkgs. per box, $3.00.
Case of ½ lbs. (containing 120 pkgs. per box, $3.00.
Case of 1 lbs. and ½ lbs. (containing 30 1 lbs. and 60 ½ lb. packages) per box, $3.00.
Case of 5c. pkgs (containing 96 pkgs) per box, $3.00.

EMPIRE BRAND.




Brunner, Mond & Co.

Case 120 ½-lb. pkts. (60 lb.) per case $2 70.

Case 96 10-oz. pkts. (60 lb.) per case $2.80.

## SOAP




A. P. TIPPET & CO., AGENTS

| | |
|---|---|
| Maypole Soap, 3 colors per gr. | $10.20. |
| Maypole Soap, black per gr. | $15.30 |
| Oriole Soap, per gross, | $10.20. |

| | |
|---|---|
| Gloriola Soap, per gross | 12 00 |
| Straw Hat Polish, per gross | 10 20 |

## STARCH.

EDWARDSBURG STARCH CO., LTD.

Laundry Starches—

| | per lb. |
|---|---|
| No. 1 White or Blue, 4-lb. carton | 0 06½ |
| No. 1 " " 8-lb. " | 0 06½ |
| Canada Laundry | 0 05½ |
| Silver Gloss, 6-lb. draw-lid boxes | 0 08 |
| Silver Gloss, 6-lb. tin canisters | 0 08 |
| Edwards'g Silver Gloss, 1-lb. pkg. | 0 08 |
| Kegs Silver Gloss, large crystal | 0 07 |
| Benson's Satin, 1-lb. cartons | 0 08½ |
| No. 1 White, bbls. and kegs | 0 05¾ |
| Benson's Enamel, per box, $1 50 to | 3 00 |

Culinary Starch—

| | |
|---|---|
| Benson & Co.'s Prep. Corn | 0 07¼ |
| Canada Pure Corn | 0 05¾ |

Rice Starch—

| | |
|---|---|
| Edwardsburg No. 1 white, 1-lb. car | 0 10 |
| Edwardsburg No. 1 White or Blue, 4-lb. lumps | 0 08½ |

BEE STARCH.

| | |
|---|---|
| Cases, 64 pkgs. 48's | $5.00 |
| ⅛ Cases, 32 pkgs. 24's | 2.50 |

Packages 10c. each.

BRANTFORD STARCH WORKS, LIMITED.

Ontario and Quebec.

Laundry Starches—

| | |
|---|---|
| Canada Laundry, boxes of 40 lbs. | $0 05½ |
| Acme Gloss Starch— 1-lb. cartons, boxes of 40 lbs. | 0 06 |
| Finest Quality White Laundry— 3-lb. Canisters, cases of 48 lbs. | 0 06½ |
| 4-lb. " " " | 0 06½ |
| Barrels, 200 lbs. | 0 05¾ |
| Kegs, 100 lbs. | 0 05¾ |
| Lily White Gloss— 1-lb. fancy cartons cases 30 lbs. | 0 08 |
| 6-lb. toy trunks, 8 in case | 0 08 |
| 6-lb. enameled tin canisters, 8 in case | 0 08 |
| Kegs, ex. crystals, 100 lbs | 0 07 |
| Brantford Gloss— 1-lb. fancy boxes, cases 36 lbs. | 0 08½ |
| Canadian Electric Starch— Boxes of 40 fancy pkgs, per case | 3 00 |
| Celluloid Starch— Boxes of 45 cartons, per case | 3 60 |

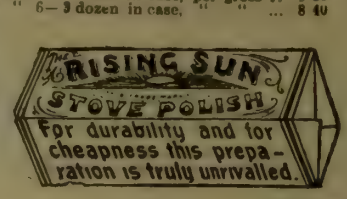
Culinary Starches—

| | |
|---|---|
| Challenge Prepared Corn— 1-lb. packages, boxes 40 lbs. | 0 05¾ |
| No. 1 Brantford Prepared Corn— 1-lb. packages, boxes 40 lbs. | 0 07¼ |
| Crystal Maize Corn Starch— 1-lb. packages, boxes 40 lbs. | 0 07½ |

## STOVE POLISH.




No. 4—3 dozen in case, per gross 4 80
" 6—9 dozen in case, " " 8 40




| | Per gross |
|---|---|
| Rising Sun 6-oz. cakes, ⅓-gross bxs | 50 |
| Rising Sun, 3-oz. cakes, gross boxes | 4 50 |
| Sun Paste 10c. size, ⅓ gross boxes | 10 00 |
| Sun Paste, 5c. size, ⅛ gross boxes | 5 00 |




## TEAS.




SALADA CEYLON.

| | Wholesale | Retail |
|---|---|---|
| Brown Label, 1's | 0 20 | 0 25 |
| " " ½'s | 0 21 | 0 26 |
| Green Label, 1 and ½s | 0 22 | 0 30 |
| Blue Label, 1s, ½s, ¼s and ⅛s | 0 30 | 0 40 |
| Red Label, 1s and ½s | 0 36 | 0 50 |
| Gold Labe ½s | 0 44 | 0 60 |




Ceylon Tea, in 1 and ½ lb. lead packages black or mixed.

| | | |
|---|---|---|
| Black Label, 1-lb., retail at 25c | 0 19 | |
| " " ½-lb., " " " | 0 20 | |
| Blue Label, retail at 30c | 0 22 | |
| Green Label " 40c | 0 28 | |
| Red Label " 50c | 0 35 | |
| Orange Label, retail at 60c | 0 42 | |
| Gold Lab " 80c | 0 55 | |




| | | |
|---|---|---|
| Cases each 60 1-lbs | | 0 35 |
| " " 60 ½-lbs | | 0 35 |
| " 30 1-lbs | | 0 36 |
| 120 ½-lbs | | 0 36 |




LUDELLA CEYLON, 1's AND ½'s PKGS.

| | | |
|---|---|---|
| Blue Label, 1's | 0 18½ | 0 25 |
| Blue Label, ½'s | 0 19 | 0 25 |
| Orange Label, 1's and ½'s | 0 21 | 0 30 |
| Brown Label, 1's and ½'s | 0 28 | 0 40 |
| Brown Label, ¼'s | 0 30 | 0 40 |
| Green Label, 1's and ½'s | 0 35 | 0 50 |
| Red Label, ½'s | 0 40 | 0 60 |

CROWN BRAND

| | Wholesale | Retail |
|---|---|---|
| Red Label, 1-lb. and ½'s | 0 35 | 0 50 |
| Blue Label, 1-lb. and ½'s | 0 28 | 0 40 |
| Green Label, 1-lb. | 0 19 | 0 25 |
| Green Label, ½'s | 0 20 | 0 25 |
| Japan, 1s | 0 19 | 0 25 |

E. D. MARCEAU, Montreal.

| | |
|---|---|
| Japan Teas— "Condor" I 40 lb. boxes | 0 37½ |
| " EMD AAA 40-lb. boxes | 0 37½ |
| " "Candor" II 40-lb. boxes | 0 36 |
| " II 80-lb. " | 0 35 |
| " III 80-lb. " | 0 32½ |
| " IV 80-lb. " | 0 30 |
| " V 80-lb. " | 0 25 |
| " XXXX 80-lb. boxes | 0 23½ |
| " XXXX 0-lb. " | 0 25 |
| " XXX 80-lb. " | 0 20 |
| " XXX 30-lb. " | 0 21½ |
| " LX lead packets | |
| " Assorted cases (1 and ½ lb.) to retail at 40c. | 0 28½ |
| " Lead packets | |
| " Assorted cases (1 and ½ lb.) to retail at 25c. | 0 19½ |
| Black Teas—"Nectar," in lead packets— Green label retails 0 26 at | 0 20 |
| Chocolate label " 0 35 " | 0 25 |
| Blue label " 0 50 " | 0 36 |
| Maroon label " 0 60 " | 0 45 |
| Fancy tins—Chocolate, 1-lb. | 0 32½ |
| " " —Blue, 1-lb. | 0 42½ |
| " " —Maroon, ½-lb. | 0 50 |
| " " —Maroon, 1-lb. | 1 50 |
| Black Teas—"Old Crow" Blend— Bronzed tins of 10, 25, 50 and 80 lb. | |
| No. 1 per lb. | 0 35 |
| No. 2 " | 0 30 |
| No. 3 " | 0 25 |
| No. 4 " | 0 20 |
| No. 5 " | 0 17½ |

LIPTON'S TEA (in packages).

| | Price per lb. |
|---|---|
| No. 1, cases 50 lb. (50 ½-lb. pkgs. (25 1-lb pkgs | $0 35 34 |
| No. 1, cases 50 lb., in 5-lb. tins | 35 |
| No. 2, cases 50 lb. (50 ½-lb. pkgs. (25 1-lb. pkgs | 29 28 |
| No. 2, cases 50 lb., in 5-lb. tins | 29 |
| No. 3, cases 50 lb., (50 ½-lb. pkgs (25 1-lb. pkgs | 23 22 |
| No. 3, cases 50 lb., in 5-lb. tins | 23 |
| Green Ceylon, No. 1 (50 ½-lb. pkgs (25 1-lb. pkgs | 35 34 |
| Green Ceylon, No. 2, (50 ½-lb. pkgs (25 1-lb pkgs | 29 28 |

## TOBACCO.

THE EMPIRE TOBACCO CO., LIMITED.

| | |
|---|---|
| Smoking—Empire, 3's, 5s and 10s | 0 39 |
| Royal Oak, 2 x 3, 8c'ace, 8s | 0 52 |
| Something Good, 7s | 0 48 |
| Chewing—Bobs, 5s and 10s | 0 36 |
| Currency, 13½ oz. bars, spaced 9s | 0 39 |
| Currency, 6s and 10s | 0 39 |
| Old Fox, narrow 10s | 0 39 |
| Snowshoe, 1-lb. bars, spaced 6s | 0 43 |
| Pay Roll, 6s | 0 44 |

## VINEGARS.

E. D. MARCEAU, Montreal.

| | Per gal. |
|---|---|
| EMD, pure distilled, highest quality | 0 30 |
| Condor, pure distilled | 0 25 |
| Old Crow | 0 20 |

Special prices to buyers of large quantities.

MICHEL LEFEBVRE.

| | |
|---|---|
| Bull Dog, quadruple strength, regist'd | 0 55 |
| Lion "L" brand, registered | 0 38 |
| Imperial, triple strength, registered | 0 33 |
| Cote D'Or, extra super, registered | 0 30 |
| " household vinegar, registered | 0 28 |
| Crystal Pickling, extra | 0 28 |
| " " ordinary | 0 23 |
| White Wine, XXX | 0 25 |
| " " XX | 0 20 |
| " " X | 0 17 |
| Cider, XXX | 0 22 |
| " XX | 0 17 |
| " X | 0 13 |
| Pure English Malt, triple strength | 0 45 |
| " " " double strength | 0 35 |
| " " " single strength | 0 25 |
| Distilled white malt vinegar | 0 50 |

JOHN HOPE & CO., MONTREAL.

| | |
|---|---|
| Sir Robert Burnett & Co.'s English Malt Vinegar | 0 60 |

## WOODENWARE

UNITED FACTORIES, LIMITED.

| | |
|---|---|
| Washboards, Leader Globe | 1 50 |
| " Improved Globe | 1 60 |
| " Standard Globe | 1 80 |
| " Solid Back Globe | 1 95 |
| " Jubilee (perforated) | 1 95 |
| " Crown | 1 35 |

| | Per doz. |
|---|---|
| No. 1 2-hoop pails | 1 55 |
| " 1 3 " " | 1 70 |
| " 0 Tubs | 8 50 |
| " 1 " | 7 00 |
| " 2 " | 6 00 |
| " 3 " | 5 25 |

## YEAST.

| | |
|---|---|
| Royal yeast, 3 doz. 5c. pkgs. in case | 1 00 |
| Jersey Cream yeast cake, 3 doz. 5c. | 1 00 |
| Victoria " " 3 doz. 5c. | 1 00 |
| " " " 3 doz. 10c. | 1 80 |

NIXEY'S REFINED BLACK LEAD

BY APPOINTMENT TO H. M. the KING OF THE BRITISH EMPIRE

# The Auer Gas Lamp

**Money-Back Style.** **No. 9**



EVERY storekeeper who wants a brightly lighted store should use this lamp—it is the only one giving 200 candle power.

IT makes its own gas automatically and is cheaper to run than a center-draft oil lamp.

THERE is no smoke or smell, of any kind, from it.

HUNDREDS of them are in use and every one is giving satisfaction.

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You can't do better than give you customers the best. That means more sales and a good profit for you when that best is

# "Empire" Soda

BEST FOR BAKING.

Manufactured by

BRUNNER, MOND & CO., NORTHWICH, ENG.

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McLAREN'S
COOK'S FRIEND
BAKING POWDER.

The Best Grocers make a point of Keeping it always in Stock.

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Do you need anything in this line?

**We have it**

And if you will write your wants to our MAIL ORDER DEPARTMENT your requirements will be satisfactorily filled.

We are always glad to answer enquiries concerning any of our goods and will be pleased to give you price on any lines you mention

## GOWANS, KENT & CO.

Wholesale

**Crockery and Glassware**
**China and Lamp Goods**

Manufacturers of Lamps and Rich Cut Glass.

Decorators of Earthenware, China and Glass.

TORONTO and WINNIPEG.




THE QUALITY OF

## WETHEY'S CONDENSED MINCE MEAT IS NOT EQUALLED.

THE PURITY OF

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It sells well all the time. All wholesalers handle it.

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ST. CATHARINES, ONT.

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CHAS. P. CLARK, President. JARED CHITTENDEN, Treasurer.

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VOL. XVI MONTREAL AND TORONTO, JULY 25, 1902 NO. 30

PUBLISHED EVERY FRIDAY

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COLMAN'S MUSTARD

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It depends to a large extent on the vinegar that covers them.

IMPERIAL WHITE WINE

is specially adapted for this. The largest and most successful pickle manufacturers in Canada say so. They know that it adds reliability to their goods—they look better, taste better, keep better—therefore **IMPERIAL** is used exclusively by them. For table purposes it fills every requirement.



***You do not take the slightest risk in telling your critical customers that IMPERIAL is the best for all uses.***

We find this brand of Table and Dairy

# SALT

rapidly increasing in favor—

# BRUSSELS

**WHY?**

**Because**

1. It is PURE.
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3. It is put up in neatly sewn, attractively printed packages.
4. There is no fault to be found with it.

R. & J. RANSFORD,

Established 1868

Clinton, Ont.




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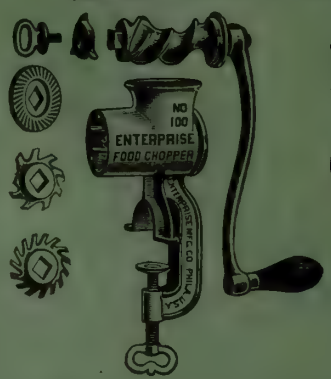


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The smallest mouse continually nibbling consumes the biggest cheese. Each customer helping themselves to one raisin soon empties the box and the loss of pennies in down or over weight, if it does not bankrupt the largest business, materially reduces the profits. Stop it at once by ordering a

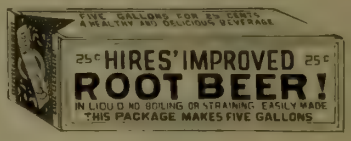
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It saves the price of itself in goods, therefore costs nothing.

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It does not require even a hair to turn it.

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was the first on the market; holds first place today and has never yet been equalled for quality.

Price, in lots of one gross and over - - - - per gross $20.40
Price, in 5-gross lots and over - - - - - " - $19.40
Freight Prepaid on Two Gross and Upwards.

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Extra choice quality now in store ex Rosebud.

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In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

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If you start my Cigars as a "side line" you can count not only upon holding your Cigar trade, but on increasing it from year to year—from month to month, I might say.

I make a grocer the fairest proposition in the world from his standpoint and from my own too. I offer to send an assortment of a thousand or more of my Cigars, (including one or two hundred each of my two leaders, the "Pharaoh" 10-cent and the "Pebble" 5-cent Cigars) at my own expense, and I also prepay the freight charges on the first order.

If at any time within six months the grocer is dissatisfied with his trade, he can send the Cigars back to me and get his money. Write me to-day and be the first man in your town to handle my Cigars—*they are trade-winners.*

**J. BRUCE PAYNE, Cigar Mfr.,**
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# "Sterling" BRAND

**Lime Fruit Juice,**
**Lime Juice Cordial,**
**Raspberry Vinegar.**

These are articles that one can hardly be without these hot summer days—something that is easy to make and cooling.

—Up-to-date grocers see
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—stocked with these
—particular goods.
—It pays them to recommend
—them to their customers.

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# MOLINA BREAKFAST FOOD

has grown in popular favor steadily. It is not a sky-rocket—a brilliant flash and then ashes. Every year has shown a marked but material increase as its general merits become more widely known. When it makes friends it keeps them. It is a natural and wholesome food of Wheat sterilized and kiln-dried, but not predigested.

Grocers, your customers will appreciate

# MOLINA BREAKFAST FOOD.

The Breakfast Food that "has a flavor like popcorn."

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# Take a Step

towards commanding a PROFITABLE and EXTENSIVE tea trade by handling

# JAPAN TEA

the kind that always pleases the purchaser, and those to whom it is served. It possesses the essential elements that contribute towards gaining and maintaining the favor of your best customers. The buyer of **JAPAN TEA** is benefited, because it gives satisfaction. The seller of **JAPAN TEA** is benefited, because it makes friends and profit.

Every pound of **JAPAN TEA** shipped from Japan is inspected. Every pound is warranted to be the purest any tea country can produce.




# IMPERIAL MAPLE SYRUP

The Standard from Ocean to Ocean.

**Merit Acknowledged**
**Superiority Admitted.**

## YOUR MONEY BACK

IF NOT SATISFACTORY.

ROSE & LAFLAMME, Agents
**Montreal.**

# IVORY GLOSS STARCH

is the kind that never fails to please. It is due to this fact that the demand for it is continually on the increase. Every progressive dealer is glad to handle

## IVORY GLOSS STARCH

Manufactured by
**THE ST. LAWRENCE STARCH CO.,**
LIMITED
**PORT CREDIT, ONT.**

# WHITTEMORE'S POLISHES.

THE WORLD'S STANDARD.

THE OLDEST AND LARGEST MANUFACTURERS OF SHOE POLISHES IN THE WORLD.




## "GILT EDGE"

The only Ladies' Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful finish. Once tried always used.

LARGEST QUANTITY, FINEST QUALITY.
**For Sale by all Wholesale Grocers.**

# MOLASSES

When ready to buy don't forget to ask us for our quotations on a carload delivered at your station ; you will be glad you did so.

**The Dominion Molasses Co.,**
Limited
**Halifax - Nova Scotia.**

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# TOMATOES



## "Honor Bright" Brand

(Trade Mark Registered)

Guaranteed equal to the best brands of 1902 Tomatoes packed. Very handsome label.

Our travellers are now booking orders for shipment soon as packed.

In view of the uncertainty as to the future of the market, now is the time to make your purchases.

Our travellers will tell you all about the prices.

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**Brewers and Maltsters**

TORONTO

**Manufacturers of the Celebrated**

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**ASK FOR IT AND SEE THAT OUR BRAND IS ON EVERY CORK.**

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

WM. ROSS, Manager.






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**Gillett's Washing Crystal,**

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**Gillett's Mammoth Blue,**
**Royal Yeast Cakes,**
**Gillett's Cream Yeast Cakes,**
**Gillett's Cream Tartar,**
**etc., etc.**

## E. W. GILLETT COMPANY LIMITED

London, Eng. **TORONTO, ONT.** Chicago, Ill.

# SOME WINDOW DRESSING HINTS.

YOUR trade is limited. You find some other merchant in your vicinity is taking a large share of the business which ought to belong to you. The many fail, the few succeed. You want to be amongst the minority and are wondering how to go about your business to insure its success. People day by day go past your door and buy what they want in other stores. You wonder how it is.

A LITTLE SELF EXAMINATION

in the ways you adopt in conducting your business is a thing the grocer cannot too often practice. It always pays.

Perhaps your windows are not as attractive as those of your rivals. Men go by yours with a careless glance, but stare long and intently at the other man's get-ups. They see a neat window, are induced to go in, and there they buy what they want.

CHANGE DISPLAYS.

Do not keep the same things in your window for weeks and months. A window should be changed at least once a week, oftener if you have the time. You have to keep at it, and persistently woo the fickle public by the attractions of your window show. Change your window week after week and always put in something new. Be in season, or, better, be a little before season when the people are thinking of what they have to buy. They see what they want in your window, and, when making their purchases, give you a call. By often changing the dressing of the window more things can be displayed, and as all people do not want the same thing, you will be enlisting the sympathies of a wider class of customers.

KEEP OUT THE FLIES.

"Cleanliness is next to godliness," saith an old maxim. This saying may be applied with effect to your window. Keep everything clean. Do not let the flies into its precincts, keep them out by means of screens, panel doors, etc. Thus you will avoid the necessity of placing in your window flypaper, which is an unsightly disfigurement. Many men and women turn away with disgust when they see dead flies and flypaper covered with flies amongst the goods shown.

A little care in keeping out the flies is not all that is necessary. Everything in the window should be well dusted besides. No dirt should be allowed to accumulate therein for men are inclined to say, like window, like owner.

ATTRACTIONS.

A neatly framed picture in a window adds to its attractiveness. It is well, when possible, to take advantage of popular sentiment in this matter. When the South-African War was in progress, pictures of battlefields, cavalry charges, naval engagements, etc., were what caught the public eye. In days of rejoicing other pictures appropriate to the occasion are more in favor. A good idea is, if there are any artists known to the public, or in whom they are interested, to procure their pictures for exhibition.

Other ways of engaging the interests of the onlookers are the securing of cups or other trophies to be competed for by local athletes, or sportsmen, relics of the past, having histories attached thereto, and any other thing which might arouse public curiosity.

THE LAW OF "CONTRAST"

may be employed with success in dressing a window. A bicycle dealer once took a novel way of selling his wheels. He had a number of bicycles on exhibition for which he asked $50 apiece. They were good looking wheels, but people only looked at them and passed onward without buying. But one day he hit upon a scheme and proceeded at once to test its merits. He secured, with the aid of a few dollars, the window of another shopman near by, and in it placed an old second-hand wheel. On it was a ticket saying that the original cost of this bicycle was $110. It could be bought for $65 now. Needless to say it was not sold. People looked at it, went into the other store and paid down their $50 for a new wheel. That merchant found his sales much increased.

COLOR EFFECTS.

Color can be made to play no mean part in the dressing of a window. A judicious combination of harmonizing colors is sure to attract the notice of everyone that passes by, and the idea presented to the gazers by your window is sure to make an impression. An inviting show window with prices on the goods is an excellent advertisement.

COOPERATION OF THE CLERKS.

Consult your clerks if you wish to keep yourself and your business at the top of the tree. We are not all gifted in the same way, neither are our ideals the same. Often a genius is working behind the counter, who would, were opportunity given him, write his name amongst the names of the great. By consulting your clerks, who perhaps are in closer touch with the public and know their wants even better than you, nothing will be lost and much is sure to be gained. Bright young men see that their ideas are acted upon, and become more interested in extending your business. You thus gain much more custom by the aid of your young men, through consulting and acting upon their ideas, than you would by holding yourself aloof from and above them.

A TIMELY DISPLAY.

A good idea for grocers during July would be to display in their window something of especial use for lunch baskets. People do not go to picnics every day, but they are constantly using hams, bacon, lemons and other articles day by day. A good fruit window thus may be arranged.

In the front place of your window on each side put a hamper of lemons. If you use plain baskets their attractiveness may be improved by wrapping them in colored tissue paper. It is a good plan to use ornamental baskets when they are accessible. False bottoms may often be placed in the baskets, limiting the number of lemons put in them to make the display.

The two baskets may be made to form the extremity of a semi-circle curving back to the middle of the window.

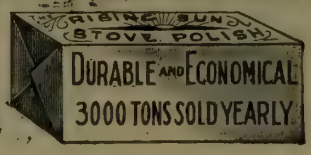
A watermelon may be placed in the centre of the curve, and on each side bunches of bananas and cantaloupes. Heaping trays, dishes and baskets of other fruit, such as oranges, berries and peaches, may be placed on each side to complete the crescent.

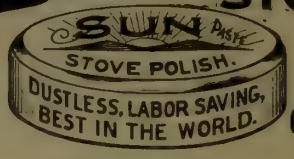
In front of all, in a little group by themselves, four pineapples in the form of a diamond may be placed, one in each corner, and on two sides, or rather corners, a little distance removed therefrom, station boxes of cherries or grapes.

Sugar may also be placed in boxes in the background, and piles of biscuits or cakes can be made to form a feature of this window.

RISING SUN STOVE POLISH and SUN PASTE STOVE POLISH

IN CAKES
WELL KNOWN AND RELIABLE




IN TINS
GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

## A GROCERY CLERK'S DUTIES.

THE duty of a grocery clerk does not only consist in waiting on customers and putting up orders, says Modern Grocer. There are a hundred-and-one things to be done and looked after that go to make up a good clerk. Take for example the order clerk. Perhaps his is the most responsible position. He has a certain number of customers, as a general rule, and probably calls on them at about the same time every day. He should not only be "the grocer's clerk," but should be as a sort of morning visitor, and one whom the housewife is glad to see. After his cheery "good morning" and a few pleasant remarks, he is ready for business. He know that it is hard for the busy housewife to remember the many articles needed, and that it is a great help to suggest goods that may be required in the kitchen. His customer may have known before he came what she wanted, but it slipped her mind, and after he is gone most likely she will say, "Oh, yes, now I remember, I wanted some spices," or whatever it might be, and she will be obliged to send someone out to the nearest store for the required article. We often here people say, "Oh, I don't like Mr. Blank's order boy, he is not at all pleasant, I think I will have to try Mr. Brown."

Not much less important is the position of the clerk in the store, whose business it is to look after the eustomers and things in general. In the morning when he gets down there is the display to be made and shelves to be dusted and goods shown up to the best advantage. Then the orders that may have come in the night before are to be filled, and the rest of the morning will probably be spent in waiting on customers. At 11 o'clock the order clerk comes back from his route and it is time to put up orders, and at 12 o'clock the proprietor gets back from town and the wagon is to be unloaded and goods arranged. After lunch the afternoon is taken up in getting out orders and waiting on customers.

We admit that the life of a grocery clerk is not an easy one, but at least it is not a monotonous one.

Many clerks have the mistaken idea that a perfect clerk consists in cramming as many things in a certain length of time as possible. This is not so. A clerk should do what he can do and do it well.

Every clerk should have a system about doing his work, but by this we do not mean that he should do just the work that is assigned to him. Every clerk should do his own work and if his employer asks him to do something that is supposed to be done by a fellow clerk, he will not rise in his estimation by saying, "Why, that is Henry's work." How often we hear this.

Be cheerful—do things as they come along, be courteous to customers as well as employer, attend strictly to business during business hours, and your success as a businessman will not be doubtful, but a certainty.

## RAILWAYS IN THE WEST.

IN his annual report, J. S. Dennis, Deputy Commissioner of Agriculture, deals thoroughly with the Territorial railway question. He says in part: "This question is allied to our road problem because thickly settled districts which now have to deliver their produce to existing railways by long hauls over roads that we are called upon to improve, will abandon such roads the moment they are within reach of the nearer railway facilities which will be provided by branch lines that sooner or later will form a network throughout the Territories. At the present time we have thickly settled districts, which produce large grain crops, situated 30 and 40 miles from the nearest railway station, and labor and hardship consequent upon haulage of grain for that distance to market.

"The situation in this respect throughout the Saskatchewan Valley will be relived by the extension westward of the Canadian Northern Railway.

"In portions of Eastern Assiniboia, which at present produce the larger portion of the wheat crop of the Territories, the need of branch line railways is very acute.

"Throughout the whole length of Eastern Assiniboia the main line of the Canadian Pacific Railway runs parallel to and some distance south of the Qu'Appelle River, and the thickly-settled districts lying north of the river are cut off from railway communication except by long hauls, including the crossing of the Valley of the Qu'Appelle with its steep hills. This condition has necessitated an attempt on the part of the Department to provide and maintain long main roads north and south across this valley.

"In Southeastern Assiniboia the necessity for further railway extension is also becoming pressing, and as the country between the main line and Soo branch of the Canadian Pacific Railway has developed in the way of settlement in a marked degree during the past year, it is evident that an extension of the Pipestone branch of that railway through this district will become an urgent necessity within the coming year, if these settlers are to be provided with such railway facilities as will obviate a long haul for the large amount of grain that they will probably raise in the near future.

"The construction of the projected branch line of the Canadian Pacific Railway north of and parallel to the valley, which is looked for this year, will at once relieve the residents of the country traversed by this branch line of the present long haul to the main line, and will altogether change the present trend of travel over the roads and bridges we have been striving to provide.

"Anyone who thoroughly studies the question will easily recognize the necessity for immediate railway extension to provide for the great development which had taken place in the past few years."

# A BARGAIN IN VALENCIA RAISINS

LUCAS, STEELE & BRISTOL, WHOLESALE GROCERS HAMILTON.

There is only

# ONE FLY PAD

WILSON'S

# A TRADE BUILDER.

For many years

## Bensdorp's Royal Dutch Cocoa

has enjoyed the enviable distinction as a leader of this choice condiment. And why? Because it is the highest grade of Cocoa produced.

It is absolutely pure. It is the most economical, inasmuch as it requires only one-h lf the quantity to produce the same results claimed by other high-grade brands.

At present these goods are sold in pound, half-pound and quarter-pound tins, but the numerous inquiries for a **10-cent Package** of

## Bensdorp's Royal Dutch Cocoa

have necessitated the placing of an order with the manufacturers, of Amsterdam, Holland. This consignment will arrive in a few days, and our usual despatch in shipping will guarantee these goods on the counters of thousands of the leading grocery firms in Canada immediately after arrival.

## JAMES TURNER & CO.

Wholesale Agents, HAMILTON, ONT.

1902 Pack 2-lb.
STRAWBERRIES now in store.

THOS. KINNEAR & CO.,
Wholesale Grocers, 49 Front St. East, TORONTO

## THE WHITEFISH OF MANITOBA.

HUNDREDS of thousands of dollars come into the pockets of the people of Manitoba by reason of the fish of the fresh blue water of Lake Winnipeg.

Each season there is a fleet of sail boats goes down the Red River from West Selkirk and is towed down Lake Winnipeg to its head waters. Some are manned by Icelanders and Orkneymen from old Europe, and the rest have for their crews the lads from Huron, Grey and Bruce counties, in the Province of Ontario.

The fishing stations are located to the nothern extremity of this great body of water. Although none are very large in their dimensions or important in their appearance, they form the tentacles of a great industry.

The great secret of Lake Winnipeg's success is that it is the winter granary of the the fish-consuming world in America. The fish taken are stored in "freezers." After they leave the "freezers" the fish are taken by steamboat to West Selkirk to be transferred from that point as occasion demands by freight train.

Out on the lake there are various bottoms, usually sandy, and varying from 90 to 120 feet in depth, where the whitefish find their feeding grounds.

Manitoba whitefish is put up in all the really great hotels in all the up-to-date summer resorts to the south. Its flesh is more firm, its flavor more delicate, and its demand more constant than any other member of the finny tribe.

Once caught, the fish are brought to the stations where there are a hundred men engaged in cleaning the catch. The cleaners handle the fish like lightning. It is a case of knife, cut, a slash, and the entrails fall into a barrel while the whole meat of the fish goes the other way to the washing vats where they are turned over twice with paddles before they go to the "freezing" house. There the fish are carefully packed in zinc pans, and are stacked in lines 10 ft. high, encased in salt and ice and left to freeze solid for from 24 to 36 hours.

After that the zinc cases of frozen fish are emptied. Their contents come out solid. The fish come out in cakes the size of the zinc boxes, and are packed in wooden boxes and are loaded on the steamers that come to Selkirk.

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A. Nardine, general merchant, etc., Main Gut, Nfld., has sold his sawmill to The Cumberland Lumber Co.

## CATALOGUES, BOOKLETS, ETC.

### PICTURESQUE VICTORIA.

"PICTURESQUE VICTORIA" is a handsome little booklet just issued by the Tourist Association, of Victoria, B.C. This voluntary association, organized by the business men and citizens for the purpose of making known the attractions of Victoria and Vancouver Island as a tourist and health resort, is to be congratulated upon this splendid effort in a most praiseworthy cause. The many unsurpassed attractions offered by Victoria to the summer holiday seeker are presented in a manner which reflects credit upon those who have the work in charge.

Many handsome photographs admirably display the picturesqueness of scenery, and the beauty of places of interest, and go far to substantiate the claim that the combination of bold and picturesque country with old-fashioned English homes, their beautiful gardens and air of comfort and contentment, makes Victoria a delightful residential city.

The general attractiveness of Victoria as the ideal place for salmon and trout fishing, for rifle and shotgun, for excursions and drives, for recreation, together with the excellent railway and steamship connections, is given due prominence. Throughout the

WRITE, WIRE or PHONE
US ABOUT
BENSDORP'S COCOA
GOODWILLIE'S FRUITS IN GLASS
UPTON'S JAMS, JELLIES and MARMALADE
SNIDER'S CATSUP & SOUPS
GULDEN'S OLIVES—BOTTLES and BULK.
The Quality and Prices will interest you.
A. F. MacLAREN IMPERIAL CHEESE CO., TORONTO, Agents.

IN STORE
Choicest New Season's
MONING CONGOUS
See Our Travellers
THE DAVIDSON & HAY, LIMITED
Wholesale Grocers. 36 Yonge St., Toronto.

booklet we are reminded that in Victoria there are "no mosquitoes," "no malaria," "no fogs." The Tourist Association have a Bureau of Information at 34 Fort street, Victoria, B.C.

## DEATH OF J. A. CHIPMAN.

The death of J. A. Chipman, of Halifax, occurred Friday, July 18. Deceased was about 55 years of age. He was a native of Annapolis, and resided at 27 Inglis street. He came to Halifax when young, and for years was in the flour business, but latterly was engaged in the commission business. He was a prominent member of the board of trade, and the promoter of the resolution urging that the C.P.R. take over the I.C.R. between St. John and Halifax, which provoked much discussion a few months ago. Mr. Chipman was for years a member of the firm of Chipman & Mutch, which firm did an extensive business. Up to the time of his death he did business under the name of J. A. Chipman & Co. He leaves a widow and a daughter.

The partnership of McPherson & McCammon, grocers, Nelson, B. C., was dissolved on July 11. T. S. McPherson has assumed the assets and liabilities of the firm, and will continue the business.

## BUTTERMAKING HINTS FOR SUMMER.

BUTTERMAKERS so far have had the assistance of generally favorable weather for the production of butter, as regards temperature, but with the coming of July; the first month of the last half of the year, conditions may be expected to change, says Chicago Dairy Produce, and it is well to be prepared now for their coming.

Hot weather means extreme cleanliness at the factory if the best butter is to be made. Drains should be examined frequently, and well flushed out and no sloppings of milk allowed to remain anywhere about the factory inside or out long enough to cause a smell. Skim milk tanks and platforms situated where drippings speedily become a nuisance should receive prompt attention and be cleaned up as soon as the last patron has left the building. Too often this work is put off until late afternoon, until everything else is put in order, and until there has been time to develop a nuisance that grows more as the season advances.

There will be the usual trouble with flies and the buttermaker who doesn't have creamery doors and windows well screened is going to have a lot of trouble.

It is not enough simply to cover the cream vat. In the well-regulated creamery of the present day the attempt should be to keep the flies out of the building, and give them as little advantage and encouragement in the surroundings as a strict regard for cleanliness will dictate.

Patrons should be cautioned to prepare for the hot, dusty weather of summer and early fall. A day's milk saved not only means a loss prevented, but the patron who is ready for the hot weather when it comes is the one whose milk is going to make the best flavored butter at the creamery.

Don't be sparing of reliable washing powders, cleansers and disinfectants. Science has put these things into your hands, and there is no more reason to waste your strength in toil doing without their assistance than there would be reason to do without centrifugal separation in favor of gravity skimming.

Be saving of your health. Hard work does not destroy health half as quickly as needless exposure, carelessness and foolhardiness. Take time for needed rest, and if your work is too much to allow of it, put some on other shoulders. The helper will be glad of the opportunity to earn a few dollars a week, and the period of life allowed you as a creamery operator will be more replete with health and pleasure.

JUST OUT
UPTON'S
Pure Fruit Jams
and
Marmalade
BEST QUALITY
1-lb. glass jars, $1.50 per doz.



UPTON'S
Jams, Jellies and Marmalade
12-oz. jars, $1.00 per doz.
GOOD PRESERVES
A. F. MacLaren Imperial Cheese Co., Limited,
51 Colborne St., TORONTO, Agents.

# THE PROVISION TRADE.

Cold-Storage Butter Shipments—The Markets—Miscellaneous Notes.

### COLD-STORAGE BUTTER SHIPMENTS.

PROFESSOR ROBERTSON, Dominion Commissioner of Agriculture and Dairying, has sent out the following circular on the subject of creamery cold-storage: "The cold-storage service for the carriage of butter is being utilized almost to its full capacity this season. Refrigerator cars are now run from about 40 starting points per week to Montreal, picking up butter at stations on the way. When these arrive in Montreal a cold-storage inspector examines their contents and reports the condition of the cars and the quantities of ice, if any, found in them. In nearly every case a quantity of ice from 200 to 1,800 pounds has been found unmelted on arrival at Montreal. However, refrigerator cars are not suitable for cooling butter. They are intended only to keep cool the butter, which is loaded in them in cool condition. It is highly important that the cold-storage at the creameries be kept in use in such a way as to cool the butter down within one day after it is made to a temperature not above 40 degrees Fahrenheit. If the butter be kept warm even for a few days it will show a staleness of flavor when delivered in England which will prevent it being taken at the highest market price by the best class of customers." In a circular letter to railway agents the Commissioner of Agriculture and Dairying invites their co-operation in making refrigerator cars subsidized by the Government as useful and satisfactory as possible. A good deal may be done by taking care to keep the doors closed, except during the actual time required to put in the butter. An open door lets the cool air flow out and the warm air rush in. Shippers should be advised to deliver butter at the station near the time at which the refrigerator car passes. Agents would render a service when delivery is made ahead of time by placing the butter where it would be protected from the rays of the sun, kept as cool as possible, and not exposed to undesirable odors such as that from oil barrels, which may be in the ordinary freight shed. Cheese should not be loaded into refrigerator cars intended for butter, as one or two loads of the former heat the cars, and to that extent injure the butter.

### FIRST HOG DRESSED BY LATE P. D. ARMOUR.

It is told of the late P. D. Armour that on one occasion he made a present of a suit of clothes to each of his employes in a certain department. Each man was told that he might order his own suit, and send the bill to Mr. Armour, no restriction being made as to price. In order to avail himself fully of this liberality, one young man ordered evening clothes costing $80. When the bill was sent in, Mr. Armour sent for the clerk to vouch for its accuracy, and, finding it right, assured the man it would be paid. As the clerk was leaving, however, Mr. Armour said to him:

"I wish to say to you that I have packed a great many hogs in my time, but I never dressed one before!"

### THAT'S THE WAY THEY LOOK.

Little Ethel was out driving with her mother, and as they drove past a swamp she saw some cat-tails growing. "Oh mamma," she said, pointing at them, "I didn't know that sausages grew on sticks before.'

### WHY PORK IS HIGH.

The National Provisioner thus accounts for the present high prices of pork products and hogs:

"The state of the pork trade and the available supply may be seen in the condition of stocks of provisions in Chicago at the close of business, June 30, as reported to the board of trade. The total cuts of meats on that date amounted to 120,962,996 lb., and 136,207,991 lb. on June 30, 1901. The shortage was not due to the movement of products. The shipments of these products were as follows: During June, 1902, of 28,611,497 lb. of lard (gross weight) and 58,920,017 lb. (gross weight) of meats, and 35,439,308 lb. and 64,771,312 lb., respectively, of the above products during June 1901. The receipts for June, 1902, were: Lard, 2,812,197 lb.; meats, 6,899,927 lb. June, 1901: Lard, 6,820,418 lb.; meats, 14,319,570 lb. The shortage of 1,000,000 hogs at centres for three months explains it."

This rise in prices is not confined to pork, nor is it to be found only in Chicago.

"The price of live stock is steadily rising in all markets. The tendency is still more upward. The Schwarzschild & Sulzberger Co. paid $8 70 for cattle on the hoof at Chicago last week. It is a noticeable fact in view of the rising live stock market that the sensational class of newspapers have ceased their agitation against the price of dressed beef."

### THE PROVISION MARKETS.

TORONTO.

Trade in dressed hogs is dull, but they have advanced in price 25c. per 100 lb. during the week. A moderate amount of business is doing in dressed beef, which remains firm and unchanged. The prices of live hogs and cattle remain as they were last week. Quotations follow: Dressed hogs, $9.25 to $9.50; beef carcasses, $8 to $8.50 per 100 lb.; hind quarters, $9.50 to $11 per 100 lb.; front quarters, $5.50 to $6.50 per 100 lb.; veal, 7 to 8c. per lb., and lambs, 9 to 10½c. Select live hogs are worth $7.25, and fat and lights, $7 per 100 lb. Choice export cattle are worth $6 to $7 per 100 lb., and lights, $5 to $5.75.

The provision market is steady and unchanged. The unfavorable weather of the past few days has quieted down trade in these commodities, but business on the whole continues fair. We quote as follows: Long clear bacon, 11 to 11½c.; smoked breakfast bacon, 14½ to 15c.; roll, 12 to 12½c.; medium hams, 13½ to 14c.; large hams, 12½ to 13c.; shoulder hams, 11 to 11½c., and backs, 14½ to 15c.; Canadian heavy mess pork, $21.50; short cut, $23 to $23.50; lard, in tierces, 11 to 11¼c. per lb.; tubs, 11¼ to 11½c., and pails, 11½ to 11¾c.; plate beef, $15.

MONTREAL.

The tone of the provision markets for about all lines continues firm, although prices have been steady throughout the week. However, it is expected that if the present price of live hogs is maintained, an advance in some lines is very probable. The demand is still good, and the market is quite active.

In fresh killed abattoir dressed hogs, there has been no quotable change, the price still being $9.25 to $9.50 per 100 lb. The market is firm. A fair jobbing trade has been done, the demand from butchers being very good.

The price of pure Canadian lard remains at $2.37½ to $2.40 per pail. Fairbank's "Boar's Head" lard compound, 9¾c. tierce basis, with extras as follows: 60-lb. tubs, ¼c. over tierce: 20-lb. tin pails, ¼c.; 20-

Are you selling

REGISTERED

*Bow Park*

BRAND

# Cream Cheese?

Just the thing this hot weather. It sells fast.

Send us your order or ask your wholesaler.

**The Brantford Packing Co.**

LIMITED

**BRANTFORD, ONT.**

When you have any

# BUTTER OR EGGS

to offer, write or wire us. We are buyers.

**The J. A. McLean Produce Co., Limited**

75-77 Colborne Street

Telephone Main 2491. Toronto.

# Pure Lard

"STAR BRAND" Kettled Lard is the finest Lard that good hogs and first-class equipment can produce. There is no better Lard made and we guarantee every package to contain absolutely pure Lard. If you want "LARD COMPOUND," we can sell you that and as fine goods as any on the market. Packages in stock: Tierces, Barrels, Tubs, Pails and Tins, 3 lb., 5 lb., and 10 lb. Also 1-lb. Cartons in pure Lard only.

**F. W. FEARMAN CO.**

(Limited)

**HAMILTON, ONT.**

# Long Clear Bacon.

Your trade demands the best quality obtainable. **WE HAVE IT.** Cured and stored in Cold Storage of uniform temperature and is absolutely free from Rust.

Quotations on Case or Car-load lots on application.

**The Park, Blackwell Co.,**

LIMITED.

**PORK PACKERS,**

TORONTO, ONT.

lb. wood pails, ½c.; 10-lb. tins, ⅝c.; 5-lb. tins, ¾c.; 3-lb. tins, ⅞c. Snow White and Globe compound, $1.95 per pail; Cottolene, 11¼c. for 20 lb. pails, and 11c. for 60 lb. tubs, for Quebec and Ontario; hams, 13 to 14c.; bacon, 14 to 15c.; heavy Canadian short cut mess pork, $24.50 to $25.00; Canadian short cut clear pork, $23.50 to $24.00; Canadian short cut clear pork, $23.50 to $24.

ST. JOHN, N. B.

In barrelled pork, in spite of the light business, prices tend higher. Business is almost out of the question. Beef, while not so firm, is still high and sales are light. Lard is still high. There is a rather light business. In fresh meets to the consumer little change is noted. In beef, light domestic stock is quoted quite a little easier. Western shows little change. It is now being imported on the hoof. Lamb is more freely offered and sells at reasonable figures. Veal and mutton are easier. Pork is still in light supply. Prices are high. We quote: Domestic mess pork, $21.50 to $22.50; domestic short cut, $23 to $24; plate beef, $14 to $16; light beef, 5 to 7c.; heavy beef, 9 to 10c.; veal, 5 to 7c.; mutton, 4 to 6c.; lamb, 8 to 9c.; pork, 8 to 8½c.; pure lard, tierces. 10¾ to 12½c.; tubs, 12¼ to 12¾c.; pails, 12½ to 13c.; hams, 14 to 15c.; rolls, 11 to 12c.

PROVISION NOTES.

F. McLaughlin, butcher, Quebec, has registered.

Ferguson & Philip, butchers, Westmount, Que., have registered.

## DEALERS' PROFITS.

One of the most important considerations of the merchant in purchasing is the margin of profit there is on the goods. This is quite reasonable, but it is of even more importance that he furnish his customers with a line of goods that will give the most perfect satisfaction and thus retain a firm grip upon his trade. The United Factories, Limited, have not lost sight of either of these important features, as both the dealers' and the consumers' interests must enter into the consideration of the producer. They have, therefore, in the consolidation of three of the most important industries of Canada, kept before them the one object of producing a line of goods that will give a wide margin of profit to the dealer and make pleased customers because of the perfect satisfaction in the use of an article that is conscientiously made of the best materials produced.





C. P. FABIEN

Manufacturer of Refrigerators and Ice Chests. Diplomas awarded at Montreal, Toronto and Ottawa Exhibitions. Over 50 patterns to choose from. Proprietor of Aubin's Patent Grocery Refrigerator, New Dominion, Imperial Dominion, special improved Dairy Palace for Hotels—all hardwood.

3169 Notre Dame St., MONTREAL.

SLEE, SLEE & CO.

Limited

Tower Bridge Brewery,

LONDON, ENG.

FOR English Malt Vinegars.

*Ontario Agents*—

John W. Bickle & Greening,

HAMILTON and TORONTO

From whom Samples and Prices can be obtained.

"TOMAHAWK"

BRAND

Hams and Bacon

Are rapidly cutting their way into popular favor.

The secret of their success is their uniformly excellent quality and flavor.

Grocers and Butchers are fast recognizing these facts, and orders are correspondingly on the increase.

If you are not handling the "Tomahawk" Brand do so at once and gain the thanks of your cust mers.

The Farmers' Co-Operative Packing Co.

of BRANTFORD, Limited.

All first-class Grocers and Provision dealers should handle the

"L. & S." and "Imperial"

Brands of Smoked Hams, English Breakfast Bacon, Backs, Lard, Etc.

The best and most favorably known brands on the market. They are delicious and appetizing. Once used, always used.

Fowler's Canadian Company, Limited,

Pork Packers and Exporters, HAMILTON, CANADA.

Fowler's Packing Houses: Chicago, Ill., Omaha, Neb. Kansas City, Kan., Hamilton Can.

New York Office: Produce Exchange Building, N.Y.

Fowler's English Houses: Fowler Bros., Limited, Liverpool, Eng. Fowler Bros., Limited, London, Eng.

— ALSO —

The L. & S. Rosemary Company, Limited,

Manufacturers of Jams Jellies, Cocoanut, Extracts, Baking Powder, Vinegars, Pickles, etc.

32 McNAB STREET SOUTH, HAMILTON, CAN.

"CONDOR" JAPAN TEA

**MADAM HUOT'S COFFEE**

"NECTAR" BLACK TEA

"EMD" PROOF VINEGAR

# NEW TEAS

"CONDOR" PURE MUSTARD

EX STR. "EMPRESS OF INDIA," FROM YOKAHAMA, JAPAN, TO ARRIVE IN STOCK IN 10 DAYS:

2nd LOT OF "CONDOR"

**65** Half-Chests Japan Teas, "Condor III," at - - **30c.**
"Condor IV," at **30c.** "Condor V," at - - **26½c.**

"CONDOR" BAKING POWDER

EX STR. "EMPRESS OF INDIA," FROM SHANGHAI, CHINA:

**45** boxes new 1st crop Pin Head Gun Powder, extra, at - **30c.**
**117** " " " " Pea Leaf " " choice, at - **25c.**
**121** " " " " Pea Leaf " " good, at - **22½c.**

All natural leaf and choicest early liquor—ask for samples.

"OLD CROW" PURE VINEGAR

SPECIALTY OF HIGH-GRADE GOODS IN TEAS, COFFEES, SPICES AND VINEGARS—WHOLESALE.

**E. D. Marceau & Co.** ST. PAUL ST., 281-285 **Montreal**

"OLD CROW" BLACK TEA

"CONDOR" PURE VINEGAR

"OLD CROW" BAKING POWDER

"EMD" BAKING POWDER




# One "R" Knocked Out

Wilson's Computing Scale has knocked out one of the three **"R's."** It is no longer necessary for a grocer to learn arithmetic. The Computing Scale not only weighs accurately, but reckons the cost at the rate per pound without any danger of mistake.

**LET US SEND YOU OUR OFFER OF THE LATEST BALL-BEARING SCALE, UPON EASY TERMS OF PAYMENT.**

CANADIAN MANUFACTURES FOR CANADA

**C. WILSON & SON**
69 ESPLANADE ST. E. TORONTO

*"Best in the World."*

**HILL, EVANS & CO'S (WORCESTER, ENG.)**

PURE ENGLISH

**MALT VINEGAR**

Delicate in Flavor and Aroma.
Splendid keeping properties.

**ROBERT WATERS' QUININE WINE**

Quinine in a palatable form—50 years' reputation.

Export Agents:
Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

## TRADE IN COUNTRIES OTHER THAN OUR OWN.

A PRIVATE letter from Baltimore, referring to the tomato outlook, says: "We hardly know how to size up the tomato situation. There is one thing certain, the early packing is over; but there will be some stock packed all along, although not to any great extent. The raw material is costing more, and it looks like higher prices for some days to come. The lowest price on full standard 3's f.o.b. Baltimore is $1 to-day."

### CANNED SALMON IN LONDON.

Although the best qualities of Alaska fish show better value than any other grade of salmon in the market, sales are not what they should be at this time of the year. On the other hand, Fraser and Skeena talls and flats are in such good request that Importers feel justified in holding their stocks for very firm prices. — Produce Markets' Review, July 5.

### PRICES WITHDRAWN ON FIGS.

A private cable from an operator in figs ordered the withdrawal of prices named on the new crop. The advices claim that the outlook for the coming crop is not so favorable as was the case when the prices were first named. Reports from the interior of the country figure on an output of from 25 to 33⅓ per cent. less than that of last season. Estimates in camel loads place the probable total at from 45,000 to 50,000, as against about 67,480 camel loads last year.

### CURRANTS IN LONDON.

At the lower prices now ruling the market for currants shows rather more activity. Provincial is now about 6s. per cwt. cheaper than the rate which ruled for a few days early in May. Viewed from a dealer's standpoint this altogether unnecessary rise and fall is one more instance of trade disturbances of the market for an article of which the consumption hardly varies, and of which the statistical position is always known; these fluctuations can by no means be excused, though it may, to some extent, be explained by the alarmist reports received as to damage to the growing crop. The Genoa cargo, which was placed on the market at the beginning of the week, brought, among other kinds, some excellent Zante fruit, including a certain percentage of confectionery currants, of which the stock had previously been practically exhausted. So disheartened, however, have buyers become by the course of the trade, that, although the demand from the country is fairly good, they are showing what will probably turn out to be an excess of caution in their operations. So far as any fruit, except Provincial, is concerned the supply is even now so limited that it must become, to all intents and purposes, exhausted before the new crop can arrive in about two months' time.—Produce Markets' Review, July 5.

### CURRANTS IN GREECE.

Writing from Patras, Greece, under date of July 1, D. Pasqua says of currants: "As a consequence of the improved prospects for the coming crop, coupled with the dull state of the markets in the principal consuming centres, our market for old fruit assumed in May a decided downward tendency, and prices gradually declined to the lowest level reached this season, especially for the Provincial sorts, which form the bulk of the actual stocks in Greece, say about 8,500 tons. The fine qualities are almost exhausted now, and the few small parcels that may be found command relatively high prices. The exports to June 30 compare as follows with those of the two preceding seasons:

| | 1902. Tons. | 1901. Tons. | 1900. Tons. |
|---|---|---|---|
| United Kingdom | 58,155 | 32,200 | 60,812 |
| U. S. and Canada | 17,264 | 5,254 | 17,836 |
| Australia | 4,800 | 3,475 | 5,561 |
| France | 739 | 120 | 4,041 |
| Continental Europe | 33,280 | 7,180 | 33,705 |
| Sundry | 251 | .... | .... |
| Total | 114,489 | 48,232 | 121,955 |

"The total exports for season of 1900-1901 figured up to 123,625 tons. The new crop is progressing favorably, and if the weather continues good until the housing of the crop we should look for a yield of from 170,000 to 180,000 tons."

### OUTLOOK FOR CANNED VEGETABLES IN THE UNITED STATES.

Tomato plants are beginning to look sturdy and healthy, but we notice a very considerable lack of blossoms upon the best developed of them. With a steady succession of sunshiny days, we do not think this condition will be prevalent or general, and the outlook for a fair crop of tomatoes in August is at present good. Sugar corn is also beginning to look very well in this section, and as there is a fair price offering at present for a good article of Maryland style pack of corn, we expect there will be a full crop packed in this State unless very unfavorable conditions supervene. Corn will probably be in good request, not only during the packing season, but through the fall and winter, as there is not an excessive amount of stock carried over, and the known shortage of peas will tend to considerably increase the demand for canned corn. The high price to which field corn is forced by the Gates corner, and the very good price still obtained for it, although the corner has been vacated this week, will remove considerable temptation from parties who pack field corn, a practice which always results in breaking the price of standard sugar corn.

Now that the pea situation throughout the whole continent is thoroughly understood, and the pack is known to be about 40 per cent short of what was expected, we cannot see but what canned peas will steadily improve in value between this and Thanksgiving Day.—The Trade, Baltimore, Md., July 18.

## GOSSIP FROM WINNIPEG.

WINNIPEG has practically no markets this week, everyone is far too busy getting ready for the Fair. Grocers, provision dealers, grain men and millers alike refused to talk about anything but Fair. The retail merchants are taking a greater interest in the Fair than for some years past, and some most beautiful displays have been arranged.

Everything points to a most successful exhibition. Already the number of cattle, sheep, swine and horses on the grounds is greater than at any time during the Fair last year. The exhibit of dairy produce is larger.

Large entries of stock have come from as far south as Texas, and inquiries indicate an enormous attendance of outside visitors.

Winnipeg always makes two big weeks in the year—bonspiel in February and Fair week in July—when business is almost suspended throughout the Province, and everyone comes to Winnipeg to have a good time.

Implement men for the past few years have not shown on the Exhibition grounds, but have arranged special exhibits in their showrooms. They have followed this plan this year also, and all this week the hum of machinery in motion will be heard in every implement place in the city. Dealers are anticipating a heavy sale of binders and ploughs during the next few days. All implement men report trade to date beyond their expectations. E. C. H.

Winnipeg, July 21.

## MONTSERRAT.

Montserrat lime fruit juice, well and favorably known throughout Canada, is meeting with a growing demand from the general public. Grocers and druggists find it a ready seller during the hot weather, and the excellent quality, combined with the large amount of advertising being done for it, largely contributes to its finding a ready sale. Experience has proven that this lime juice can be kept over from one season to another without its being affected by retention. This fact is due to the high quality of Montserrat.

**JAPAN TEAS** { We have just passed into stock some very fine lines of these both in style and draw, on which we are quoting very close prices.

**SULTANA RAISINS** { We have some snaps to offer in these goods which should prove good sellers on account of great scarcity of Valencia Raisins.

WRITE US FOR PRICES.

THE **EBY, BLAIN CO.,** LIMITED

**WHOLESALE GROCERS.** **TORONTO.**

## TORONTO RETAIL GROCERS' EXCURSION.

FULLY 800 people went with the Toronto Retail Grocers' Association on Wednesday, July 23, on their sixteenth annual excursion to Niagara Falls. The steamers of The Niagara Navigation Co., Chippewa, Chicora and Corona conveyed the excursionists across to Lewiston and the party then proceeded along the United States side of the Niagara River to their destination by the great Gorge Route. Everything contributed to the success of the day's journey. The day was fine, Lake Ontario was calm and the numbers who went came up to the expectations of the promoters of the excursion.

Nearly 500 excursionists went on the Chippewa at 7 a.m. To amuse those going across, the Association had provided an excellent programme. The services of a good string band were brought into requisition. Two Highland lassies, Miss Ross and Miss Bryce, danced to the music of the bagpipes played by Angus Allen, of The Weir Specialty Co., who accompanied the party. This gentleman also played at the Falls and on the last steamer coming home.

Besides the dancing and music, a pedro match was played on the boat between representatives of the wholesale houses, of whom a good many were present, and retail grocers. The match resulted in a victory for the former, who were, after a close contest, declared the winners by a score of 38 to 41. The winners were each presented with a box of assorted chocolates by Messrs. Cowan & Co., Toronto, and the losers got a stick of chocolate. There were also a number of guessing contests. A coffee guessing contest, in which Todhunter, Mitchell & Co. were the donors, resulted in the ladies' first prize, a silver berry bowl, being awarded to Miss Hay; the second ladies' prize, a 5-lb. tin of "Excelsior" coffee, to Miss Bredin, and the first and second prizes for gentlemen to T. Wright and F. Britten respectively. These prizes were a silver cake basket and a 5-lb. tin of "Excelsior" coffee. H. Colliwool came the closest to guessing correctly the number of grains of wheat in a certain glass jar, and was the recipient of a case of Swiss Food from P. McIntosh & Son. The Gold Soap contest resulted in Mrs. Wood, 18 Henry street, Toronto, obtaining a 14k. gold-filled watch, and Mr. F. Gibb, of Gibb Bros., grocers, Yonge street, Toronto, estimated the number of excursionists on board the first boat at 479. There were exactly 482 on board, and so he was awarded a silver cup by The Bovril Co.

When the excursionists from the first boat reached Niagara Falls, N.Y., they were met by the band of The Natural Food Co. and escorted to the factory of that concern. The Porter residence and grounds, the property of this company, were placed at the disposal of The Toronto Retail Grocers' Association for the day. The party were shown over the factory, and the methods by which Shredded Wheat biscuits are made were explained.

Mr. H. Ohinstead, of The Natural Food Company, on their arrival at the factory of that company, welcomed his guests in a few well-chosen words and gave them the freedom of the place. His kind invitation was accepted, and everyone expressed surprise and pleasure at the cleanliness and magnitude of the works. Over 300 hands are employed by this firm, and the machinery and methods of manufacture are modern in every particular. The building is of white brick, iron and glass, principally the last named, judging from its outward appearance, for the first thing to strike the observer is the number of windows in the structure. The factory has been running since September 27, 1901. Henry D. Perky is the founder and president of The Natural Food Company, and the cost of this factory at Niagara Falls, N.Y., was about $3,000,000.

After visiting the above concern's premises the party then dispersed, some visiting the various places of interest at the Falls while others went on to Buffalo.

Most of the excursionists came home by the 7 o'clock boat. They were accompanied by Angus Allen, the piper, and an orchestra, and music all the way home was provided by these. A number of couples danced to the strains of the orchestra, and the Highland piper was applauded by scores of admirers.

NOTES.

The Natural Food Company had a Union Jack hoisted on their factory in honor of the event.

Quite a number of representatives of leading wholesale houses went with this excursion.

A handsome white silk badge, emblazoned with the Union Jack, was supplied each of the excursionists.

There were exactly 482 members of the excursion on the Chippewa and their numbers were swelled by additional arrivals on the later steamers.

## KEEP RIGHT ON.

The first few advertisments may not bring many inquiries, but, like the foundations of a building, they are fulfilling their purpose, even if they don't make much of a showing, remarks a contemporary. Keep right on building. Keep right on advertising. Do not be discouraged because the foundation doesn't show up very much compared with what you expect the ultimate result to be. If the advertising is well done and in the right medium, you are just as sure of having a well built business as the builder is sure of having his house complete when the necessary expense and work are put into it.

# *In Business To Make Money ?*

The grocer who sells pure, white, dry, crystaline Windsor Salt is absolutely sure of satisfying the man or woman who buys it. **Satisfaction is a pearl of great price,** but you can't measure it in dollars and cents, because you can't sell it. Since "Windsor Salt" and "satisfaction" mean exactly the same thing, you sell a pearl of great price when you sell Windsor Salt.

If you are in business to make money there is no safer way to do it than to sell the best of its kind in staple goods—Salt is one of the staples. **Windsor Salt is best by test!**

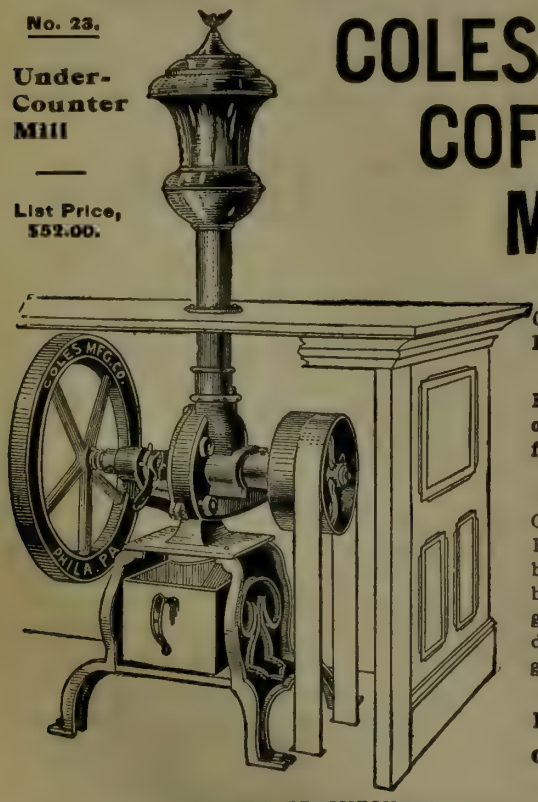
## *Windsor Salt Will Help!*

The Canadian Salt Co., Limited, Windsor, Ont.

No. 23.

**Under-Counter Mill**

**List Price, $52.00.**




# COLES COFFEE MILLS

**None better for Granulating or Pulverizing.**

**Our mills will Pulverize without heating Coffee.**

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

**A GREAT LABOR-SAVER.**

**Our Grinders wear longest.**

**Agents** { TODHUNTER, MITCHELL & CO., Toronto.
DEARBORN & CO., St. John, N.B.
FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont.

**COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.**



*"The best business man is the one who learns wisdom from his own mistakes."*

If you have made the mistake of not keeping

# Paterson's Camp Coffee Essence

Learn wisdom—and learn it as soon as possible—you may have a call for Paterson's any time, as it is a fast seller and then it looks so bad to be "just out."

ROSE & LAFLAMME, MONTREAL, AGENTS.

THE CANADIAN GROCER

*President:*
*JOHN BAYNE MacLEAN,*
*Montreal.*

**The MacLean Publishing Co.**
**Limited**

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES.

MONTREAL - - - 232 McGill Street. Telephone 1255.
TORONTO - - - 10 Front Street East. Telephones 2701 and 2702.
LONDON, ENG. - - 109 Fleet Street, E.C. W. H, Miln.
MANCHESTER, ENG. - - 18 St. Ann Street. H. S. Ashburner.
WINNIPEG - - - Western Canada Block. J. J. Roberts.
VANCOUVER, B.C. - - - Flack Block. J. A. Macdonald.
ST. JOHN, N.B. - - No. 3 Market Wharf. J. Hunter White.
NEW YORK - Room 443 New York Life Bldg.

Subscription, Canada and United States, $2.00.
Great Britain and elsewhere - - 12s.

Published every Friday.

Cable Address { Adscript, London. Adscript, Canada.

WHEN WRITING ADVERTISERS PLEASE MENTION THAT YOU SAW THEIR ADVERTISEMENT IN THIS PAPER

## CANNED CORN SITUATION.

INCREASED attention is being given to the canned corn market. During the past week several thousand cases are understood to have changed hands at 75c. In some instances the purchasers have been packers, who, in view of the threatened short pack, together with the fact that some of the factories will not put up corn this season, are evidently desirous of protecting themselves at the moderate prices which are now ruling.

It will be remembered that the price of the pack of 1900 reached as high as $1.10 in a wholesale way, so that if the present indications of a short pack are fulfilled, there is a good prospect of money being made at the figures which are now ruling.

A gentleman who has covered the ground between Kingston and London reports that the situation is anything but favorable, as fas as corn is concerned, and letters from some of the eastern districts corroborate his views. In some parts it appears that the corn has been ploughed under, so poor has been the condition of the crop.

While it is, as we stated a week ago, still too early to definitely say what the ultimate result of the crop will be, it is quite evident that the condition of the canned corn market has improved beyond anything that was anticipated a few months ago. At that time it was the general opinion, in view of the quantity of corn it held, that the syndicate stood to lose a great deal of money on what it had in stock. But what then promised to be a white elephant is at present proving to be a somewhat profitable investment.

## MARITIME BOARD OF TRADE.

ACTIVE preparations are being made by the officers of the Maritime Board of Trade for the annual convention, which is to be held in Sydney, Cape Breton, the third week in August. This body, which is composed of leading business men in the Maritime Provinces, is yearly becoming more important, and its influence is necessarily becoming greater in public affairs, particularly in matters appertaining to the commercial welfare of the Maritime Provinces.

The fact that the meeting is to be held in Sydney lends more than usual interest to it. We are not aware what subjects are being prepared for discussion, but we may depend upon it that they will be of the usual interesting character. There is one subject which we would like to see discussed, and that is, Confederation of Canada and Newfoundland. There is no class of business men in Canada more concerned in this question than the business men of the Maritime Provinces, and there are none, who are, therefore, in a better position to discuss it in a more intelligent manner. It is to be hoped the officers of the board will see the wisdom of giving some attention to this important subject.

Business men's organizations are gradually extending their influence. And the more this influence is extended the better may we expect to see the affairs of the country administered.

## MONTREAL'S EXPORT TRADE.

THE Montreal Board of Trade compiled the following figures relative to the exports from the port of Montreal from the opening of navigation up to July 12. They are shown in comparison with those of 1901 during the same period:

| | 1902. | 1901. |
|---|---|---|
| Wheat, bush. | 6,819,657 | 5,197,735 |
| Corn, " | 58,150 | 2,985,308 |
| Peas, " | 191,108 | 328,494 |
| Oats, " | 591,759 | 1,804,203 |
| Barley, " | 65,445 | 505,240 |
| Rye, " | 275,167 | 430,893 |
| Butter, boxes | 123,741 | 103,080 |
| Cheese, " | 520,250 | 394,308 |

Compared with last year, the total export trade during this period shows considerable falling off, due to a variety of reasons, among them being a shortage in crops, and consequent high prices. However, this state of things has affected all American ports, and it is a satisfaction to see that Montreal, as a port of export, compares most favorably with New York, Boston, and other American ports.

The greatest falling off occurs in corn, there being nearly 3,000,000 bushels less exported this year than last. The corn shipped from Montreal has been almost wholly United States corn, and as last year crop was a partial failure, and prices have gone up far above its export value, the business done on export account has dwindled to within a very small compass.

In wheat, cheese and butter, however, there appear increases in the amount exported, wheat being particularly satisfactory. The shortage of cars last autumn made it impossible to carry the enormous wheat crop to Fort William before the closing of navigation on lakes and canals, so that it had to be carried over till the spring, and has now come out over Canadian waterways instead of going to Buffalo, as would have been the case with a good part of it had it been shipped last fall.

The increase in the exports of butter are fairly satisfactory, but in cheese the greatest increase is noted, there being 126,000 boxes more this year than during the corresponding period in 1901. The present year gives many indications of making the record for Canadian cheese in England.

## MORE BUSINESS MEN WANTED.

THERE is one feature in connection with the retirement of Lord Salisbury from the British Cabinet that has not yet attracted much attention, and that is in regard to the business element in the Government.

As our readers are well aware, there are very few business men in the British Cabinet, and this fact has been the subject of some criticism by the British trade press.

According to a cable despatch received this week, it is evident an effort is to be made to create a stronger representation of business men in the Cabinet, which will necessarily have to be reorganized on account of the retirement of Lord Salisbury. No less an authority than The London Times says that there is a strong feeling developing that now an excellent opportunity is afforded for securing reform in this direction. It is significant that the men in the present British Cabinet who have been most successful are Chamberlain, Ritchie and Arnold-Foster, almost the only commercially-trained men in the Government.

This agitation for a stronger representation of business men in governments is gradually increasing. Strong as may be the feeling in certain quarters in Great Britain that a change is necessary there, it is a great deal more so in Australia, where all the members of the Cabinet of the Commonwealth are lawyers. Our trade paper exchanges from there are very outspoken in regard to this deficiency of business men in the Government of that country. The new tariff has been before the Australian Parliament for about nine months, and it has only so far passed through the Lower House, being still in the Senate. This long delay in dealing with the tariff is doing a great deal of harm to the trade and commerce of the country, and the business men are not only dissatisfied with the delay, but they are awakening to the absence of the business element in the Cabinet.

This is, if it is anything, a commercial age, and it naturally follows that there should be in our parliaments a strong representation of practical business men, if we are to have businesslike legislation.

Great Britain, essentially a commercial nation, is the Mother of Parliaments; it would be a consummation much to be desired if she became the mainspring in the movement for inoculating parliaments and, of course, cabinets with the business element.

## IT PAYS TO BE ALERT.

IT always pays business men to be not only on the alert, but to take active and immediate steps to remedy grievances as far as it lies in their power.

A cable despatch a week or so ago stated that the British Government, in asking for tenders for supplying Bermuda station with flour, specified a brand which was purely a product of United States mills. The matter attracted some attention from the press in Canada at the time, and the comments were not by any means favorable to the action of the War Office, which should have been better informed unless it was really desirous of giving the contract to a foreign country.

Mr. F. W. Thompson, the managing-director of The Ogilvie Milling Co., when he became aware of the condition of affairs, immediately drew the attention of the Dominion Government to the matter. The Government in turn sent a despatch to Lord Strathcona, who brought the matter to the attention of the War Office. The result was that the conditions of the contract were amended, and a Canadian company has received an order for the flour.

## UNPROFITABLE TEA INDUSTRY.

REFERENCE in these columns has been more than once made to the unsatisfactory financial experience of the tea plantations in India and Ceylon. A share list recently issued in London, Eng., corroborates what has hitherto been said in regard to the matter.

The list includes over 100 companies, and it shows that not more than about two thirds of them paid dividends last year to their shareholders.

This is a most unsatisfactory state of affairs; and, unfortunately, there does not appear to be much prospect of any improvement in the near future.

The present condition of affairs in the Indian and Ceylon tea trade is overproduction; or, more correctly speaking, overproduction of low-grade teas, which have within the last month or so brought the average price of teas on the London market down to the lowest figure on record. At the auction in London two weeks ago the average price of Ceylon tea was 6d., and of Indian tea 6.08d. An effort is being made to remedy overproduction by trying to induce the planters to reduce their output by 10 per cent.

But, besides overproduction, there is the British Customs tax of 6d. per lb., which is a heavy burden on the industry.

## FOOD PRODUCTS CONFISCATED.

IN the report for June of the chief city food inspector of Montreal, it appears that a considerable quantity of food was confiscated as not fit for consumption. At the Eastern Abattoir there were confiscated: 3 cows, 5 calves, 4 sheep, 40 livers and 600 lb. of bruised meat; and at the Western Abattoir: 1 cow, 36 calves, 2 hogs, 18 livers and 60 lb. of bruised meat. In the stores, wholesale and retail, the following confiscations were made: 140 lb. of beef, 200 lb. of veal, 6 lb. of pork, 10 lb. of poultry, 20 lb. of fish and 140 lb. of bruised meat.

In the inspection of bakeries and confectionery stores, 49 of the former and 14 of of the latter were examined. In regard to the handling of bread, 10 bakers were found who neglected to cover the bread carts as they were being driven around to customers, and they were notified that this must be done. The practice of carrying the meat into the house in the hands was also censured, and it is intended to stop this altogether. Most of the drivers already use baskets for this purpose, but 18 butchers were found whose drivers did not, and they were instructed to do so.

The displaying of bread outside of the store was objected to, and with reason. Eighteen grocers were found who exhibited their bread in this way, and they received warning.

The inspection of milk proved more satisfactory. Eight complaints in regard to the quality of milk were received; 322 inspections of milk were made. Dairies in the city, to the number of 163, were found to be in satisfactory condition and the milk was of good quality generally. An examination was also made of 774 cows, in order to insure a pure milk supply.

# THE LONDON TRADE COMMISSIONER---THE LIKELY MAN.

RUMORS current in the daily papers lend plausibility to the general belief that a Canadian trade commissioner will very shortly be appointed to take charge of this country's commercial interests in London. Several names have appeared in print as likely appointees, but so far as we can make out the name of the man who will in all probability get the position has not yet been suggested. Mr. James Cummings, of Lyn, who has been mentioned, and who made an excellent report after conducting investigations as special commissioner to Africa, is indeed a strong man, but his chances for the appointment are considered slim. Another aspirant is Mr. Peter Ball, of Toronto, a nephew of the late Hon. George Brown, who, if he possesses similar abilities to his distinguished relative, would fill the office well.

But we have good authority for saying that neither of these gentlemen will be appointed. The Government's choice is going to fall on Mr. George Anderson, of Toronto. Such is the dictum of a gentleman who is in close touch with the Ottawa authorities and who usually knows whereof he speaks.

True, Mr. Anderson is at present on his way to the Yukon, but this is merely a preliminary canter, for he is working for the Government along trade lines there.

Mr. Anderson has excellent qualifications for the post. Six years ago he was special trade commissioner to Japan. Business men will recall the good work he did there and the splendid report on Japanese conditions which he prepared. Ever since he showed the trade possibilities of the Eastern country, Canadian business has grown in the Orient.

To review the situation, the movement for the appointment of a commissioner began early last year when Mr. George H. Hees, of Toronto, addressed the Manufacturers' Association on the subject. He had experienced the advantages of the presence of Mr. G. S. Larke in Australia and urged that London should be similarly equipped with a commissionership. Since then the press and the Manufacturers' Association have carried on an active campaign to secure an appointment and this paper has not been behind in lending support to the movement. At the last interview between the Government and the Association, it was intimated that an appropriation had been made, which The Globe announced next day amounted to $20,000. At the same time the Hon. G. W. Ross promised assistance to the amount of $5 000. There can be no further doubt that the Government will establish a trade commissioner in a good building in London within the next six weeks.

## OTTAWA TRADE GOSSIP.

H. H. LIVINGSTONE, of The Pure Gold Co., was in the city last week showing a new line of their preserves, which he reported good success with. Business in their other lines is exceptionally good.

The McCormick Biscuit Co., under the management of L. McCurdy, of this city, report their trade growing.

T. C. Bate, who looks after the tea department of H. N. Bate & Sons, states that he is well pleased with the demand for their "Anglo Saxon" in this district.

G. W. Hunt, of the Ottawa Fruit Exchange, left last week on a pleasure trip. He took the train to Toronto and from there the steamer to Montreal and Quebec.

Mrs. Brouse, wife of H. A. Brouse, wholesale fruit merchant, of this city, died quite suddenly a few days ago. Although she was ill for a few days, death came as a shock. A great deal of sympathy is felt for Mr. Brouse, who is so well known to the grocery trade here. Interment took place at Prescott, Ont.

### THE RETAIL ASSOCIATION.

The Grocers' Association met in their rooms on Monday night of last week. The attendance was only fair owing to the fact that members were not notified by card. However, considerable work was done towards getting accounts in connection with the excursion straightened up. It is likely that there will be a good balance to show.

A letter was received from Secretary Trowern, of the Retail Merchants' Association of Canada, in which he stated his intention of being in Ottawa shortly and would be pleased to meet the members of the Association. The secretary was instructed to acknowledge the letter and express the pleasure the Association would have in hearing him.

The committee appointed to look after the trading-stamp question are working hard to get a by-law, but so far the question has been put back at the different meetings of the finance committee of the city council. A copy of the by-law used in other cities was received from Secretary Trowern, of Toronto, and was handed to the Association solicitor.

Owing to the small attendance the Saturday early closing was not discussed, but it is likely a special meeting will be called this month if Secretary Trowern will be here.

### THE WHOLESALE TRADE.

Trade in Ottawa is very good among retailers and wholesalers. The wholesale houses are booking orders for Fall goods to arrive and report lots of orders for canned salmon and vegetables, prunes, peaches and apricots, also sago and tapioca which is being offered at low figures.

The receipts of small fruit the last few days have not been very heavy. Raspberries have been scarce and prices ranged high. Cherries seem to be about over, although if fine weather continues there will likely be lots of raspberries before the week is out.

Wholesalers are getting a better price for tomatoes, the figures are now around the $1 mark.

## NO EXCUSE FOR POOR STATIONERY.

There can be no excuse whatever for using poor stationery, for it is too cheap a product. You cannot tell but what it may make several thousand dollars' difference in your business.

Your billheads and statements should always be neatly executed. Not only should they be attractively gotten up, but the type used in the setting should be of the finest. The bill itself should be plain and legible so that your trade will not have to scowl and worry their brains to discover what it is all about.

Whenever you send out an announcement, no matter what the kind, whether it pertains to some new goods you may be showing or the message of a department opening, let it fairly bristle with brightness and sparkle with originality. Give the printer a chance to display a little of his talent. It is generally noticed that the billheads and letterheads of the large wholesale merchants in every city are, as a rule, very artistic. They believe that if the work is poorly executed and inartistic, the recipient will gather the inference that their business is not what it ought to be.

# "IF" you are interested in Teas

## WE are alike interested in you—and it is to our mutual

interest that we become acquainted and talk the situation over. No harm in that—possibly much good, and please to remember that we are not "Theorists," but "Practical Demonstrators," proving all things beyond peradventure before giving them recognition.

**"SALADA"** Ceylon Tea is a successful venture. **Could we have made it so without superior merit** in quality alone?

Shall be very glad to hear from you. **"SALADA," Toronto and Montreal**

**New York, Boston, Buffalo, Pittsburg, Detroit, Philadelphia, Cleveland, Washington, Newfoundland, Toledo, Wheeling, W. Va.**

---

# *LILY WHITE GLOSS STARCH*

In 6-lb. Toy Trunks with real locks and keys.

This beautiful and useful package will be appreciated by every householder. Try a case or two with your next ten-box order.

THE BRANTFORD STARCH WORKS, Limited, BRANTFORD, ONT.

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# The Canada Biscuit Co., LIMITED,

## King and Bathurst Sts., Toronto.

**Manufacturers of High-Grade**

# BISCUITS, CONFECTIONERY, JAMS and JELLIES.

# MARKETS AND MARKET NOTES

## ONTARIO MARKETS.

Toronto, July 24, 1902.

### GROCERIES.

DURING the week business in groceries has kept up well and no changes in prices have occurred, but the firmer feeling noted last week in canned corn has resulted in some houses advancing the prices of it 2½ to 5c. over their quotations of a week ago. The reports still indicate a scarcity of corn this season and some holders are more conservative in their offerings. Sugar has been selling freer, but syrups and molasses continue dull. The tea trade is still quiet and without new features. Some business is doing in the pickling varieties of spices, but other lines of that product are inactive.

CANNED GOODS.

The principal feature of the canned goods market this week is the continuance of the firmness in corn, owing to repeated advices from the other side that the crop there this year will be short. These reports have increased the confidence of holders here, and some of them are asking 2½ to 5c. more than the prices quoted by us a week ago. So far all reports on the condition of the pea crop of this season tend to create a strong impression here that the crop will be short and so jobbers are inclined to stiffen their prices. Tomatoes have almost been cleaned out of the market, and $1.15 is what is now asked for those of good stock. Quotations this week follow: Tomatoes, $1.15 and upwards; corn, 77½ and upwards, and peas, 80c. up. The activity in canned salmon mentioned last week for future delivery continues. The demand for canned meats has fallen off somewhat. Fruits are quiet and featureless, and not much is doing in lobsters and haddies. We now quote: Fraser River sockeye, $1.42½ for five-case lots and over, and $1.45 for less quantities; Northern sockeye, $1.25 to $1.30; cohoes, $1.05 to $1.15, according to quality, and canned haddies, $1 to $1.10.

COFFEES.

A fair demand is reported for green Rio coffee, and mild descriptions continue quiet. There is a moderate call for roasted coffees. Latest advices from the primary coffee markets show a more cheerful appearance in the situation, and some net gains were made in some quarters. We quote as follows: Green Rio, No. 7, 7¾c.; No. 6, 8c.; No. 5, 8¼c.; No 4, 9c.; No. 3, 10 to 12c. per lb.

NUTS.

There is practically no business being done in nuts, which continue unchanged in price. The outside market for almonds shows firmness with a fair movement within quotations. An inquiry is being made outside for filberts for future delivery, but no transactions have been reported closed.

RICE AND TAPIOCA.

Rice and tapioca, locally, are meeting with a fair demand, and the market is steady. On the outside markets there has been a steady improvement in the demand for rice, and reports of a shortage in the Southern crop are having an uplifting effect on the market, causing the prices outside to raise a little during the week. We quote: B rice, 3½c.; Japan, 5½ to 6c.; sago, 3¾ to 4c.; tapioca, 3½ to 3¾c.

SYRUPS AND MOLASSES.

Syrups and molasses, locally, are reported quiet and unchanged. A firm undertone is reported in all departments of the outside market in spite of the demand experienced being small. The New Orleans blackstrap market is quiet, except in the way of deliveries on contracts which have been quite heavy. We quote as follows: Corn syrup, 3½ to 3¾c. in barrels and kegs, sugar syrups, 30 to 32c. for medium, and 35 to 40c. for bright. Molasses, 24 to 26c. for open-kettle.

SPICES.

Quietness is the prevalent tone in the local spice market, excepting in pickling varieties, which are moving freely. Peppers, in the primary market, displayed a stronger undertone, and shipments from

**See pages 37 and 38 for Toronto, Montreal, St. John and Halifax prices current.**

the East were light. Ginger, cloves and other lesser spices outside have been quite active, and their prices were steady.

SUGAR.

More business has been done locally in sugars during the past week than the week before. The London, Eng., and United States markets continue to show steadiness, both in refined and raw. The receipts in the four United States ports of raw sugar amounted to 36,112 tons, and the meltings were 35,000 tons. The total stock in the four ports was 140,299 tons, against 139,187 tons last week and 296,913 tons last year. A midsummer quietness has developed in the raw sugar market of the Republic and there seems little disposition to buy or sell, thus putting the market in a stagnant condition. The present quotations are so low that some buyers are putting their sugars in store in preference to selling them at the prevalent prices. Nevertheless, moderate quantities continue to be sold. The receipts to the refiners are large and deliveries are about equal to the requirements for meltings. Advices by cable from Cuba show a visible production to date in that island of 784,000 tons, and the receipts at the Cuban seaports are much larger than at the same time last year. Eastern countries are not taking the Javan crop as largely as anticipated, and the greater portion of the crop is expected to come to this continent. The demand in the United States for refined is limited for this time of the year, but shows signs of increase. Shipments now are fairly prompt and prices are held without shading on any grade.

TEAS.

The condition of the local tea market is about the same as last week. Chinas and Japans still are firm and inactive, and the commonest grades of the latter are bringing 18½ to 19c. here at the present time. Indian teas are unchanged and quiet. Ceylon teas are in moderate demand. The markets of London, Eng., were easier in Indian teas, and useful liquoring teas sold at exceptionally low prices, but little attention was paid to either new or old season's teas. The quantity of Ceylon tea brought forward there was considerable and met with fair attention at unchanged prices, but exceptionally low quotations ruled. The prevalent low prices in these are attracting the attention of the foreign markets, and an increased demand in consequence is expected from abroad. Sales were slow in Javas, and the prices were weak in sympathy with the low prices of Ceylon and Indian teas.

### FOREIGN DRIED FRUITS.

CURRANTS.—These are meeting with ready sales on the local market. From the primary markets come reports of favorable conditions for the new crop and that the market for both old and new crop inclines to a little firmness. Quotations, locally, are as follows: Filiatras, 5¾ to 6c.; Patras, 6¼ to 7c.

VALENCIA RAISINS.—The market here remains bare of supplies of these, and the prices are firmly held at 8½c. for selects.

DATES.—These are reported as dull at unchanged prices. We quote: Dates, in bulk, 4½c., and in packages, 6¼ to 6½c.

PRUNES.—The primary markets show a decided firmness in prunes for future delivery. The local trade is quiet. Our quotations are as follows: Californian prunes, 100-110's, 5c.; 90-100's, 5½ to 6¼c.; 80-90's, 6¼ to 7c.; 70-80's, 6¾ to 7½c.; 60-70's, 7½ to 8c.; 50-60's, 8 to 8½c.; 40-50's, 8¾ to 10c.

CALIFORNIAN EVAPORATED FRUITS—These fruits continue to meet with a moderate demand. Our quotations are now as follows: 11 to 14c. per lb. for peaches and 13 to 17c. for apricots. New Santa Clara apricots are quoted f.o.b. the Coast at 7c. in 50-lb. boxes, and 7½c. in 25-lb. boxes in carload lots.

### GREEN FRUITS.

Business on the fruit market this week has been inclined to be dull, owing to the unfavorable weather hindering the development of the crop of raspberries and other small fruits. The chief features are the much lower prices of watermelons, of which a good crop is reported from the South. Canadian tomatoes are on the market, but are scarce and those that are now offering do not show extra good quality. Some strawberries are still being offered. Black and red cur-

rants are scarce. Canadian cucumbers are also scarce. The trade in Californian fruits has not been heavy, owing to the abundance of native small fruits offering last week and the week before. The first car of peaches to arrive from the South this season came in early this week from Alberta, Georgia, and the 400 cases it contained were auctioned off at $3 per case. We quote: Strawberries, 4 to 5c. per quart; raspberries, 8 to 9c.; black currants, 75 to 80c. per basket; red currants, 40 to 50c. per basket; gooseberries, 4 to 5c. per quart; cherries, 90c. to $1 per basket; tomatoes, $1 to $1.25 per basket; cucumbers, $1 to $1.25 per basket; watermelons, $17 to $20 per 100; Californian plums, $1.25 to $1.50 per crate; Californian peaches, $1 to $1.50 per crate; pineapples, $3 to $3.50; canteloupes, $2.50 to $4; lemons, $2.50 to $3.50 per crate; Californian late Valencia oranges, $5.25 to $5.75 per crate.

### VEGETABLES.

The vegetable market continues steady. New potatoes are now selling actively, and cabbage is meeting with a fair demand. New carrots, turnips and beets are also moving moderately. Other lines are quiet. Quotations are as follows: Green onions, 8 to 15c. per dozen; rhubarb, 20 to 30c. per dozen; lettuce, 20 to 30c. per dozen; radishes, 20 to 30c.; mint and parsley, 20 to 25c.; turnips, 40c. per dozen; cauliflower, 50c. to $1.25 per doz.; cabbage, 40 to 50c. per doz. and $1.25 per bbl.; carrots, 20 to 25c. per doz.; beets, 20 to 25c. per basket; peas, $1.25 to $1.40 per bag; new potatoes, 60 to 80c. per bushel; beans, 20 to 25c. per basket.

### COUNTRY PRODUCE.

EGGS.—The market for eggs continues strong with prices here firmly maintained in sympathy with the firmness of the British market. The receipts are not of good quality and show a shrinkage when candled, in some cases amounting to a considerable percentage. Quotations here are 15½ to 16c. for extra choice stock; ordinary, candled, 14 to 14½c., and seconds and checks, 11 to 12c.

BEANS.—Very little is doing in beans, which are quoted at $1.25 per bushel.

HONEY.—The market for this product is lifeless at the present time and stocks on hand remaining over from last season are large. We quote: Honey, in 60 lb. tins, 9½ to 10c.; less quantities, 10 to 11c.; combs, $2 to $2.25 per dozen.

DRIED APPLES. There are no offerings in these.

HAY.—The market is quiet and the demand fair. No. 1 timothy is selling at $10.50 per ton.

POULTRY.—Trade in dressed poultry is quiet and the prices are unchanged. We quote as follows: Young chickens (dry picked), 75 to 85c.; old hens, 45 to 55c.; turkeys, young, 11 to 13c., old, 10 to 11c., and ducks, 60 to 85c. per pair.

POTATOES.—There are a few odd lots of old stock offering at 50c. per bag. New potatoes are worth 50 to 60c. per bushel.

### BUTTER AND CHEESE.

BUTTER.—There have been large receipts of butter during the week, and much is being offered at country points. There is a fair local jobbing trade being done, but the export business in both creamery and dairy is flat. The market is weaker than it was last week, but no quotable changes have been made. We quote: Choice 1-lb. prints, 15 to 16c.; large rolls, 15c.; tubs, best quality, 15 to 15½c.; tubs, medium grade, 12 to 14c. per lb. Creamery prints are worth 19 to 20c., and creamery solids, 19c. per lb.

CHEESE.—The export demand is reported to have improved, and there now seems to be a better feeling in the market. A fair local business keeps up. Our quotations, locally, are: 10¼ to 10½c. for finest quality, and 9½ to 10c. for seconds. Sales at the factories are being made at 9 7-16 to 9½c. per lb.

### FISH.

The midsummer trade in fish is moderate. Stocks on hand are sufficiently large to supply the current demands, and the prices are firm. Our quotations are now as follows: Fresh fish—Lake Erie herring, 4 to 5c.; perch, 4 to 5c.; trout, 7½ to 8c.; pike, 6c.; British Columbian salmon, 20c.; whitefish, 7½ to 8c.; blue fish, 9c. per lb.; mackerel, 12 to 15c.; rock bass, 4c.; eastern salmon, 18c.; speckled trout, 25 to 30c.; halibut, 15c.; Niagara whitefish, 9c. per lb.; blue pike, 5c. per lb.

### GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.—The prices of Northwestern and Manitoba wheat continue unchanged, although there have been during the week fluctuations on the Chicago market, which, according to latest reports, is dull and heavy. We quote: 85c. for Manitoba No. 1 hard; 83c. for No. 1 Northern and 81c. for No. 2. The local quotations are unchanged at 50 to 50½c. for oats, 80c. for Ontario white wheat, 78 to 80c. for red and 69½ to 72c. for goose wheat on the St. Lawrence market.

FLOUR.—There have been quite a number of sales of flour on the local market during the week, but buying is mostly of the hand-to-mouth character, and our quotations are now as follows: Ontario patents, in bags, $3.60 to $3.75; Hungarian patents, $4 to $4.15; Manitoba bakers', $3.70 to $3.85; straight roller, $3.30 to $3.40 per bbl. in Toronto.

BREAKFAST FOODS.—The bulk of the business in this line is in rolled wheat. The other lines are quiet. We quote as follows: Oatmeal, standard and granulated, in carlots on track here, $5.20; standard rolled oats in carlots on track here, $4.90 per bbl.; in wood, 10c. extra; broken lots are 20c. per bbl. extra; rolled wheat, $2.40 in 100-lb. bbl; cornmeal, $3.60; split peas, $4.75; pot barley, $4.25, in 196 lb. bbls.

### HIDES, SKINS AND WOOL.

HIDES.—The market for these continues inactive. An advance of ¼c. has been made in the prices of cured hides. We quote: No. 1 green, 7½c.; No. 2 green, 6½c.; No. 1 green, steers, 8½c.; No. 2 green, steers, 7½c.; cured, 8¼ to 8½c.

SKINS.—Trade in these is dull and the prices are unchanged. Quotations are: Veal skins, 6 to 14 lb. inclusive, No. 1, 10c.; No. 2, 8c.; do., 15 to 20 lb. inclusive, No. 1, 9c.; No. 2, 7c.; deacons (dairies), 60 to 70c. each; shearlings, 25c.; lambskins, 30c.

WOOL.—The stagnant condition of this market has not been relieved and the outlook for an improvement therein is not promising. Fleece wool is quoted at 13c., and unwashed, at 7c. per lb.

TALLOW.—The market is featureless. We quote 6¼ to 6½c. per lb. for tallow.

#### MARKET NOTES.

Eggs are ½c. higher.

The butter market is reported weaker.

The prices of dressed hogs have advanced 25c. per 100 lb.

## QUEBEC MARKETS.

Montreal, July 21, 1902.

### GROCERIES.

CONSIDERING the dismal weather trade, in groceries, has been very good. It is at least up to the mark of that of last year at this time. But the damage to certain crops is bound to have its effect on the trade later. During the week, most of the important lines of groceries have shown very little change. Among the changes are rolled oats, which have weakened somewhat, and are now quoted in barrels at $5.40, and in bags at $2.65. Armour's corned beef has advanced, the 1-lb. tins selling at $1.95 and the 2-lb. at $3.40. Walnuts and peanuts have advanced again on the primary market, and, locally, an advance has been made in Grenoble walnuts. Some brands of cheap pickles are now practically out of the market, and, owing to the shortage in cucumbers, it is impossible to replace them at present. An advance of ¼c. has been made in small cheese, making the present selling price 10½ to 11c.

#### SUGAR.

There is an excellent demand for sugar as is usual at this time of the year, when fruit preserving operations are active. No change in the price has been reported, the market being steadier for the past few weeks than for some time. The price of granulated remains at $3.65, while yellow sugars run from $3 for No. 1 up to $3.55 for extra bright coffee.

#### TEAS.

The demand from country points has been materially affected by the wet weather, which has apparently deterred many buyers from visiting the markets. Advices from the primary markets do not report any marked change in the situation. A recent letter to a local agent for Japan teas says that there will likely be a decrease in the shipments to Canada, not only in the first crop, but in the second and third crops as well., as the market is so high in the United States that any price can be obtained, while here the buyers have not been so quick to respond nor have they shown the same interest in the market. For Japan siftings, United States buyers are quoting to Japan between 7 and 8c. per lb., and it is likely that shippers in Japan will send most of these teas to that market. It is now estimated that there are about 20,000 less piculs than last year. China blacks opened higher than last year, but as the export duty of 5 per cent. was removed and as the freight rates are lower, they will be sold here at about the same price as last year. It is also said that better liquoring teas are being offered in China blacks this year. Ceylons are easier on the lower grades of teas, the better classes being steady.

#### SYRUPS AND MOLASSES.

The market for Barbados molasses is quiet. All orders for molasses to arrive

**TORONTO COLD STORAGE**

9-11-13 Church St., - - - TORONTO

Under new management.
Chill rooms now being repaired. Service improved.
Storage solicited.

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Highest Prices. Prompt Returns.

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WE ARE BUYERS—F.O.B. your station. 'Phone, write or wire us, stating quantity you can sell for delivery next week.

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FRUIT, PRODUCE AND COMMISSION MERCHANTS.

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**CLEMES BROS.**

**Wholesale Fruit and Commission Merchants.**

Special attention given Mail and Telephone orders.

Your consignments, produce and fruit carefully handled.

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have been filled, buyers having taken advantage of the easy prices to secure their supplies. The price is 23 to 24c., according to the quantity taken. Antigua molasses is worth 24c. and Porto Rico, 38c. In syrups, there is a very small amount of business being done, and the prices quoted are unchanged. We quote: 3½c. in bbls.; 3⅝c. in ½ bbls.; 3¾c. in ¼ bbls.; $1.60 in 38½-lb. and $1.20 in 25-lb. pails.

### CANNED GOODS.

The demand for the general list of canned goods is of the best. No marked change followed the advance in tomatoes, nor was any anticipated, as those who bought the goods at the previous price showed no disinclination to take them at the advance. Armour's corned beef has advanced, and is now quoted at $1.95 for the 1-lb. cans and $3.40 for the 2-lb. tins. Business in salmon for future delivery continues good. Referring to the canned salmon situation, a Seattle firm, The Kelley-Clarke Co., on July 10, gave the following interesting data: "Every important event in salmon history revolves around the pregnant number four. The salmon lives but four years; the spawning occurs every four years, and the big run every four years, and an inevitable short run every four years. The pack in cases on the Puget Sound for the last four seasons was as follows:

| | 1898. | 1899 | 1900. | 1901. |
|---|---|---|---|---|
| Sockeye..... | 214,000 | 497,700 | 228,704 | 1,105,096 |
| Cohoes..... | 86,000 | 90,400 | 117,174 | 136,000 |
| Chums..... | 25,000 | 17,800 | 55,170 | 71,941 |
| Humpbacks.. | ..... | 245,400 | ..... | 49,437 |

"The pack on the Fraser River for prior years was: 1893, 457,797 cases; 1894, 363,967 cases; 1895, 400,368 cases; 1896, 356,984 cases; 1897, 860,459 cases; and 1898, 268,203 cases. The 1898 total Coast pack was only 2,400,000 cases. It is interesting to note the pack of 1894 and 1898, corresponding years with the present." We now quote: Peas, 82½c. to $1.15; corn, 82½ to 85c.; tomatoes, $1.12½ to $1.17½; gallon apples, $2.95 to $3.00; 3-lb. apples, $1.10. Salmon, pink, 92 to 95c.; spring, $1.25; Rivers Inlet, red sockeye, $1.30; Fraser River red sockeye, $1.40.

### SPICES.

There is a moderate demand for spices. Nothing special, however, is being done. Prices are unchanged. Quotations are as follows' Nutmegs, 35 to 55c. per lb., as to size; penang mace, 45 to 50c. per lb.; as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 22c., according to grade; white, 25 to 27c.; ginger, whole, Cochin, 15 to 17c.; Japan, 13 to 14c.; Jamaica, 16 to 20c.; Afghan, 12 to 13c.; ground, Japan, 15c.; Cochin, 16 to 17c.; Jamaica, 20 to 22c., and Afghan, 13 to 14c.

### RICE AND TAPIOCA.

The market for these lines is practically unchanged. Business is good all round. No further change has been reported in tapioca, and our quotations are as follows: B rice, in bags, $3.02½; in ½ bags, $3.07½; in ¼ bags, $3.12½; in pockets, $3.17½. In 10-bag lots an allowance of 10c. is made. CC rice,, $2.92½ in bags; $2.97½ in ½ bags; $3.02½ in ¼ bags, and $3.07½ in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4 to 5c. per lb., and tapioca, 3c.

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**The AMERICAN TOBACCO CO.**
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Are sold by all the Leading Wholesale Houses:

CUT TOBACCO . . . .
OLD CHUM,
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CIGARETTES . . . .
RICHMOND STRAIGHT CUT,
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**E. NICHOLSON**

Wholesale
Commission Merchant
and Broker.

Correspondence Solicited from Manufacturers and Shippers.

**WINNIPEG, MAN.**

### FOREIGN DRIED FRUITS.

CURRANTS.—Locally, the market has not changed and a good business has been done at steady prices. A cable from Patras stated that the market there for currants was stronger, fine Amalias being quoted for prompt shipment at 10s. 9d. per cwt. It is reported that bids of 11s. 9d. have been refused on the new crop. We quote as follows: Fine Filiatras, 5⅛ to 5½c. in ½ cases; cleaned, 5⅝ to 5¾c.; 1 lb. cartons, 6½ to 7c.; finest Vostizzas, 7 to 7½c. per lb.

VALENCIA RAISINS.—The very small stocks of Valencia raisins continue to dwindle, and anything of good quality is sold between 8 and 8½c. We quote: Finest off-stalk, 6½c.; selected, 7½ to 8½c.

SULTANA RAISINS.—The demand for these keeps up well. Reports from the primary market state that the outlook for the crop is good. The local price remains at 9c. per lb.

CANDIED PEELS.—In this line nothing of importance has occurred since our last report. We quote: Citron peel, 15c.; orange peel, 11½c., and lemon peel, 10½c. per lb., with a moderate trade doing.

MALAGA RAISINS.—The demand for these raisins is still good, and they are being sold at unchanged prices. We quote as follows: London layers, $1.50 to $1.60; "Connoisseur Clusters," $2.15 to $2.25; ¼'s, 65 to 70c.; "Royal Buckingham Clusters," $3.30 to $3.35; ¼'s, $1.05 to $1.10; "Excelsior Windsor Clusters," $4.50 to $4.60; ¼'s, $1.30 to $1.40.

DATES.—There is little doing. The price of Hallowees remains at 4½c. per lb.

FIGS.—There has been no change on the local market. A private cable from a Smyrna fig packer declined a bid of 32s. 6d. per cwt. on new crop of figs, usual layer assortment. The cable quoted at 34s.

CALIFORNIAN EVAPORATED FRUITS.—A moderate inquiry continues, and pears sell at 10c.; peaches, 10½c., and apricots, 11½c.

CALIFORNIAN RAISINS.—No further change in price has taken place on the local market. In regard to conditions on the Coast, recent advices say: "Carryover stocks are closely cleaned. Condition of growing crop continues favorable. The outlook for seedless, Sultana and Thompson's is good. The association is still in an unsettled condition; it may or may not materialize. The present outlook is good for an average pack of raisins." In the New York market, an unusually early opening of prices on the 1902 crop of Californian raisins was noted this week, and aroused considerable interest among brokers. The fruit offered came through a well-known brokerage house, identified with the Coast seeded raisin interests, and was said to be "outside" stock. The prices named covered five carloads of standard loose muscatels for September shipment from the Coast. They were: 2-crown grade, 4½c.; 3 crown, 5c.; and 4-crown, 5½c. f.o.b. Prices are considered speculative. The local price of seeded raisins in 1-lb. packages is 9¾c. to 10½c.

PRUNES.—The demand for prunes continues satisfactory, and the market is still active. Quotations are as follows: 8½c. for 40-50's; 8c. for 50-60's; 7¾c. for 60-70's; 7½c. for 70-80's; 6¾c. for 80-90's; 6½c. for 90-100's.

### NUTS.

Some lines of nuts are moving very well. Shelled walnuts are firmer and have advanced on the primary market again. At the present cost, laid down here, the selling price should be between 18½ and 19½c., 1½ to 2c. higher than the present quotations, which are 17 to 17½c. Grenoble walnuts have advanced also, and are being quoted on the local market at 10 to 11c. Peanuts are ½c. higher on the primary market, an advance that justifies the local selling price of roasted of 8½ to 13c., according to quality. We quote: Walnuts, 9¾ to 11c.; Tarragona almonds, 12 to 13c.; shelled walnuts, 17 to 17½c.; shelled almonds, 25 to 27c.; filberts, 8¾ to 9½c.; pecans, 15 to 16c.

### GREEN FRUITS.

The very unfavorable weather has, perhaps, had a greater effect on the sale of green fruits than on any other of the grocer's lines. During the past week business has been very quiet and unsatisfactory all round. Strawberries continue to arrive in very small quantities, and are quoted 1c. per box higher. Potatoes are now selling at $1.75 to $2.75 per barrel, and tomatoes at 90c. to $1 in 4-basket carriers, a decline in the latter case of 10 to 20c. Raspberries are offering more freely and are quoted lower. Blackberries are 1 to 2c. per box lower. Californian peaches are now in very good supply, and jobbers are selling at 25c. per box lower, while plums are quoted 25 to 50c. per box lower. We quote: Jamaica oranges, in barrels, $4.50 to $4.75; in boxes, $2.75; Valencia oranges, 420's, $5.75; 420's, Jumbo, $6.50; 714's, $6.50; Messina lemons, $2 to $3 per box; pineapples, 13 to 20c.; cocoanuts, $3.50 per bag of 100; bananas, No. 1, $1.25 to $2, and eight hands, $1 to $1.50; sweet potatoes, Vinelands, $4; grape fruit, $4.25 to $5 per box; radishes, 15c. per dozen; strawberries, 11c. per box; asparagus, 10c. per bunch; Boston lettuce, 35c. per dozen; cucumbers, 35 to 45c. per dozen; wax beans, $2.50 per basket; green beans, $3 per basket; Californian cherries, $2 to $2.50 per box; Canadian cabbage, $1.25 per barrel; potatoes, $1.75 to $2.75 per barrel; tomatoes, four-basket carriers, 90c. to $1.00; watermelons, 25c.; muskmelons, $3.50 per crate; raspberries, 10 to 12c. per box; gooseberries, 65c. per basket; blackberries, 6 to 7c. per box; Californian apples, $2 per box; peaches, $1.25 per box; plums, $1.25 to $1.75 per box; pears, $2.50 per half box; apricots, $1.25 per box; limes, $1.50 per box; red currants, 6c. per box.

### FISH.

Considering that the holiday season is now on, and so many people are away for the summer, the demand for fish is of the most satisfactory nature. The uncommonly cold weather has had much to do with this, but even this will not account for the increased business. The supply in some lines, notably dore and trout, is becoming limited, and a shortage is expected this week. All seafish, however, are plentiful. The expected arrivals of British Columbian salmon have not yet materialized. We now quote: Haddies, 7 to 7½c.; smoked herrings, 9 to 10c. per box; fresh haddock and cod, 3½ to 4c. per lb.; whitefish, 7½c.; dore, 7½ to 8c.; pike, 6c.; halibut, 10 to 12c.; salmon, 14 to 15c.; trout, large and medium, 8c.; No. 1 herring, Nova Scotian, $4.75 to $5.25 per bbl., and $2.50 per ½ bbl.; No. 1 Holland herring, $6.50 per ½ bbl.; No. 1 Scotch herring, $6.50 per ½ bbl., and 95c. per keg; Holland herring, 75c. per keg; No. 1 green codfish, $5 per bbl.; mackerel, $12.50 per bbl.; boneless cod, 1 and 2-lb. blocks, 6c. per lb.; loose, boneless cod, 5c. per lb. in 40-lb. boxes; dried codfish, $4.75 per 112-lb. bundle; No. 1 Labrador salmon, $17.50 in tierces, and in barrels, $12.50; No. 1 British-Columbian salmon, $6 per ½ bbl., and $12 per bbl.; standard bulk oysters, $1.50 per gallon; Marshall's kippered herring, $1.45 per doz.; Canadian kippered, $1 per doz.; Canadian ¼ sardines, $3.75 per 100; canned Cove oysters, No. 1 size, $1.30 per doz.; canned Cove oysters, No. 2 size, $2.20 per doz.

### FLOUR AND GRAIN.

FLOUR.—Manitoba spring wheat patents are quoted higher this week as are also Manitoba strong bakers'. Otherwise prices are the same. There is not much change in the condition of the market. A fair business in carload lots is being done, and there is some demand on export account. We quote: Manitoba spring wheat patents, $4 to $4.30; winter wheat patents, $3.90 to $4.10; strong bakers', $3.70 to $4.00; straight rollers, $3.60 to $3.70.

GRAIN.—Excepting in oats, the demand for grain has been very light. The market for oats, however, is firm, and prices are steady. Carload lots, ex-store sell at 48¾ to 49c. for No. 2 Ontarios, and 48¼ to 48½c. for No. 3 Ontarios. No. 2 white Manitobas are quoted at 49¼ to 49½c., and Manitoba feed oats at 48c. We quote: Rye, 67c.; peas, 86½ to 87c.; corn, 73½ to 74c.; buckwheat, 68½ to 69c.; No. 3 barley, 57 to 58c. in store.

FEED.—Again a decline is to be reported in Ontario and Manitoba bran. The former is $1.50 below last week's price, while Manitoba bran is 50c. lower. The demand is light, though some business was done in Ontario bran in carload lots. Shorts are unchanged. The small offerings continue, and the market is firm. Manitoba shorts, in bags, are quoted at $23 per ton.

OATMEAL.—Rolled oats have weakened somewhat and are quoted by jobbers this week at $5.40 per barrel, and $2.65 per bag, in small lots. The demand is still light, business being chiefly in small lots for immediate requirements.

BALED HAY.—The market has weakened considerably, and Nos. 1 and 2 timothy are quoted 50c. lower per ton. Clover is 25c. lower. The market at present is easy, owing to the continued large offerings, with only a fair local demand. We quote: No. 1 timothy, $8.50 to $9; No. 2, $7.50 to $8; clover, $7 to $7.25 per ton, in carlots.

### BUTTER AND CHEESE.

BUTTER.—The tone of the butter market still maintains its firmness. An advance of ⅝c. per lb. upon the price of Quebec creamery has taken place, the price now being 19¾ to 19⅞c.

The first week of July was a record breaker as regards imports of butter in to England, 95,590 cwts. having been received. Of this amount Canada sent 12,420 cwt; Denmark, 39,098; Russia, 16,305; Holland, 11,279, and France, 7,709.

From the opening of navigation to July 12 the Montreal Board of Trade reports show that 123,000 packages of butter were shipped from this port. During the same period last year 103,000 packages were shipped, an increase for this season




**Seal Brand**
In 1 and 2-lb. Cans only.
(AIR-TIGHT.)

Napoleon lost the battle of Leipsic from a fit of indigestion. How many battles do you lose in your business because you lack the supporting stimulating brace of good coffee? "Poor coffee, poor energy," is the rule. Nature has her soft pedal down and you have no snap. If you want the loud pedal, the forceful power, the strenuous living, try Chase & Sanborn's Seal Brand Coffee. It will strengthen your arm.

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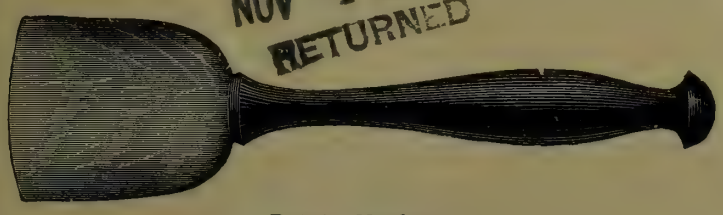
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Rigid scrutiny reveals nothing but goodness, because we succeed in supplying the best. Another point for your consideration is the fact that our greatly increased factory facilities have enabled us to improve qualities without corresponding increase in cost, thus leaving a wider margin of profit than before to the dealer.

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Potato Mashers.

**KITCHENWARE** Brooms, Brushes, Pails, Tubs, Towel Rollers, Racks, Can Openers, Carpet Whips, Wooden Spoons, Rolling Pins, Potato Mashers, Pastry Boards, Chopping Trays, Bread Boards, Pie Plates, Self-Wringing Mops, Mop Holders, Clothes Wringers, Tub Stands, Washing Machines, Clothes Horses, Etc.

If our representative does not visit your town, write us, and we will, if possible, arrange for him to call upon you, or we will send you quotations and full particulars of these goods by mail.

## UNITED FACTORIES, Limited,

**Head Office: Toronto.**

**OPERATING:**
Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

LONDON WAREHOUSE,
65 Dundas Street.

of 20,000 packages. These figures certainly indicate a growing trade.

Shipments from the port of Montreal last week amounted to 16,135 packages, or 14,238 more than for the same week last year.

Prices are as follows: Finest Townships, 20 to 20⅛c.; finest Quebecs, 19⅞ to 20c.; finest Ontarios, 19⅜ to 19¾c.; fine creamery, 18¾ to 19⅛c.; dairy butter, 16½ to 17c.

CHEESE.—The market for cheese may be said to be even stronger than a week ago. Some shippers claim that doing business at the present basis of cost is by no means profitable. Nine thousand boxes were disposed of on this market on Monday, the 21st, at 9½ to 9⅝c., being ⅛ to ¼c. increase over last Monday's range. The highly satisfactory condition of the cheese market is pleasing, and the prospects are that this state of affairs will be maintained for some time.

While the shipments of butter from Montreal from the opening of navigation to July 12, as shown in our report, shows a big increase over the same period last year, the increase in cheese is greater still, 520,000 boxes having already been shipped, as compared with 394,000 boxes last year. There is every reason to believe that this will be a banner year for the butter and cheese industry. Prices are as follows: Finest Ontarios, 9⅞ to 10c.; finest Townships, 9¾ to 9⅞c.; finest Quebecs, 9⅝ to 9¾c.

Seventy-six thousand four hundred and seventy-nine boxes were shipped from this port last week, an increase of 29,838 boxes over the corresponding week last year. The word "decrease" is quite foreign to the butter and cheese dictionary—may it ever be thus!

Holders of western makes were asking 10c. on Monday of this week, and while 9⅞c. was easily obtainable, they would not sell.

### COUNTRY PRODUCE.

EGGS.—The condition of the egg market is somewhat better than a week ago. Higher prices are being secured both in the country and city. As high as 14c. has been paid in the country, but the average price is 13½ to 13¾c. In the city dealers are asking 15c. for straight receipts, and straight candled are selling for 16c. No. 2's bring 13 to 13½c., according to selection. Receipts reported from day to day are remarkably light.

POTATOES.—A decline if 28c. per bbl. has taken place, owing to the market being well supplied—a little too well for the good of the pocket. Farmers were offering fine stock at $1.50 per bbl, jobbers' prices being $1.75. One of the causes to which can be attributed the rather unsatisfactory condition of the potato market is the continued wet weather, farmers paying attention to the potato crop in place of their hay. Indications point towards a stiffening of prices as soon as warmer weather comes to hand.

HONEY.—Trade is still slow and prices are unchanged. We quote: White clover comb, 13 to 14c.; tinged, 10 to 11c.; strained, 9 to 10c. per lb.; buckwheat honey in comb, 9 to 10c.; extracted, 7 to 8c.

BEANS.—The bean market is a little steadier this week. $1.20 to $1.25 per bushel in dozen bag lots for primes, and $1.10 to $1.12½ for carlots, being the quotations.

MAPLE PRODUCTS.—The easy feeling which has pervaded this market for some time past still prevails. We quote as follows: Syrup, in large tins, 70 to 80c.; small tins, 50 to 60c.; in wood, 15 to 30-gallon casks, 5 to 5½c. per lb. Sugar, in round lots, 7 to 9c., as to quantity and quality.

POTASH.—Business still remains quiet, but prices are steady. We quote: Firsts, $4.20 to $4.30; seconds, $3.80 to $3.85; pearls, $6 to $6.10 per 100 lb.

HOPS.—Choice Canadian goods are quoted at 18 to 20c. Ordinary lots are not worth over 10 or 12c. Pacific Coast hops, 24 to 25c., duty paid.

TALLOW.—The market is quiet and steady at 6¼ to 6½c. for refined; rough, 2½ to 3c.

### MONTREAL NOTES.

Strawberries have gone up 4c.

Armour's corned beef has advanced.

Raspberries are 1 to 2c. per box lower.

Blackberries are 1 to 2c. per box lower.

Californian peaches and plums are 25c. per box lower.

## NEW BRUNSWICK MARKETS.

St. John, N.B., July 22, 1902.

THE WEEK has shown but a fairly active business, which is, perhaps, as well, as nearly every house is running shorthanded, with one or more employes away on holidays. It is now as it should be, nearly every employe being sure of holidays, usually two weeks. It is, however, a very poor man who is not much missed. One line is active—tourist travel. Boats and trains coming east are heavy with those seeking an outing. And surely we have what is most needed—coolness and natural beauty. In markets the tendency is towards firmer figures. The very light supply of spot tomatoes continues to be a feature.

OILS.—In burning oils there is a steady business at unchanged prices. In lubricating oils there is a very large business. Paint oils are still in large demand. There are rather easier prices in linseed oils, but turpentine is unchanged. In fish oils, new cod oil is to hand and lower prices are quoted. The fishermen, owing to the competition among the buyers, got high prices last season and the dealers have held prices high, but the market hardly warrants such figures, and to cause a drop it only needed the new oil.

SALT.—In Liverpool coarse salt a further cargo is to hand, and to insure right prices orders should be in to ship on arrival. Stocks held are not large and some has been brought from Boston, though costing high, to fill present demands. In fine, except some Canadian bulk in bbls. for cheese and butter factories, little is doing.. We now quote as follows: Liverpool coarse, 55 to 60c.; English factory-filled, 95c. to $1; Canadian fine, $1 per bag; cheese and butter salt, bulk, $2.40 per bbl.; 5-lb. bags, $2.85 to $2.90 per bbl.; 10-lb. bags, $2.70 to $2.75 per bbl.; 20-lb. wood boxes, 22c. each; 10-lb. wood boxes, 14c. each; cartons, $2 per case of 2 dozen; English bottled salt, $1.25 to $1.30 per dozen; mineral rock salt, 60c. per 100 lb. (Selected lumps.)

CANNED GOODS.—In corn, prices are low. It is said western packers will, however, owing to a likely short pack, want full prices. Some local packed has been sold. Peas are quite firm, although a short market has been supplied by some held by a local packer and just placed. The outlook for these is also for full prices from the west. Some packers have withdrawn prices. In tomatoes, the spot market is quite well cleaned up, and higher prices are asked. Local packers have sold for fall, but now have withdrawn prices. In strawberries, prices are firm for spot and firmer for futures. Salmon are firmly held for desirable goods. Peaches are unchanged. The pack last season seemed larger than was thought, some packers still offering. Meats are freely sold at full figures. In domestic sardines, new goods are in light supply. Haddies are a rather light pack, and in herring, so far, offerings have been small, but there is still quite a long season.

GREEN FRUITS.—In this line dealers are very busy. Small fruits, which have to be handled quickly, add very much to this. Domestic strawberries have been very freely received, but the western demand has caused good prices to rule. Nova Scotian cherries are in quite free receipt; they bring about usual figures. Bananas have a large sale and prices are quite low. The stock is particularly good. Oranges are light sellers. Some Valencias are still offered. Lemons are firm. Tomatoes and cucumbers keep quite high. Melons are unchanged in price. Rhubarb is still received, and full figures are obtained. There is an active demand. In pines, there is a steady sale at even figures. For Californian peaches, pears, plums and apricots there is just a fair business. The season seems early.

DRIED FRUITS.—In spot raisins, the stocks are light. Californian seeded, which were offered lower, are rather higher. Loose are also firmer. In new raisins, Malagas are offered. Prices are rather higher than last season. Some talk of Californian prices have been heard and they are quite high. In prunes there is little spot business and futures are largely bought. Prices are low. There have been large sales. In dates, futures are quoted quite low, and some sales have been made. There is little in apples offered. Onions are higher. Americans are now sold. Currants are unchanged.

DAIRY PRODUCE.—Eggs have been scarce and prices are higher and firmer.

# The Canadian Grocer

A Man's



Bread

Depends Upon His Business, His Business Depends Upon His ADVERTISING and

"THE CANADIAN GROCER"

Is the Advertising Medium That always Brings Satisfactory Results. It Fully Covers the CANADIAN FIELD.

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# TEAS TEAS

## For the Wholesale Trade.

If you are interested in securing good, genuine values in **Japans, Indian, Ceylon, Congous, Oolongs; Pingsuey, Gunpowders, China Greens,** it would certainly be to your advantage to place your order with us. No better values at better prices obtainable.

**S. H. EWING & SONS - - 96 King St., MONTREAL.**


There is a good inquiry. Butter is low. Receipts are ample, and only best stock moves at all freely. Cheese are rather easier. June cheese are being picked up by exporters.

SUGAR.—There is just a fairly active sale. The low prices continue and there is little outlook for a change. The sale for second-grade granulated is quite large.

MOLASSES.—In this line present demand is rather lighter; stocks are quite good and in few hands. The market seems rather firmer. The sale is for Porto Rico. Except some Barbados, little else is held.

FISH.—Salmon are freely received, and prices are well maintained. Some very fine shad are now received. These are one of our best fish. In dry cod the market is quite firm, but sales are not large. Pollock have been quite scarce and are held at full figures. Smoked herring are quite firm at a slight advance. New pickled Bay herring has been received. Even prices rule. We quote: Large and medium dry cod, $3.40 to $3.50; small, $2.50 to $2.60; haddies, 4½ to 5c; smoked herring, 5½ to 6c.; fresh cod and haddock, 2 to 2½c.; boneless fish, pollock, $1.50 to $1.60 per 100 lb; pickled herring, $1.75 to $1.80 per ½ bbl.; Canso herring, $5.50 per bbl.; halibut, 8 to 10c.; salmon, 13 to 14c. per lb.

FLOUR, FEED AND MEAL.—While the prices are unchanged, the outlook, particularly for Ontarios, is said to point to firmer prices. Oats are very firm at the high price. Oatmeal, while high, shows some range in quotations from different millers. Feed is scarce and high. Beans are higher, and the local sale is light. Cornmeal is quite firm at full prices. Split peas are scarce and high. Barley has a light sale. We quote as follows: Manitoba flour, $4.70 to $4.75; best Ontario flour, $4.20 to $4.25; medium, $3.85 to $4.00; oatmeal, $5.20 to $5.25; cornmeal, $3.25 to $3.30; middlings, $22 to $23; oats, 55 to 58c.; handpicked beans, $1.60 to $1.65; prime, $1.50 to $1.55; yellow eye beans, $2.80 to $3.00; split peas, $4.95 to $5.00; barley, $4.40 to $4.50; hay, $12 to $14.

### ST. JOHN NOTES.

The finest shad are the fall run. These are now being received daily, fresh, by James Paterson.

Mr. N. D. Hooper, the representative for Lever Brothers, is now offering their new white floating soap "Crest." It is already finding a good demand.

J. Sutton Clark, whose goods are sold in Montreal by C. A. C. Louillow & Co., has now three large plants; one in Charlotte Co., N.B., for sardines; one at Grand Manan, for herring, and one in Nova Scotia, for haddies.

Mr. J. A. Tilton, one of our leading brokers, is on a trip west. Mr. Tilton has a large connection with some of the largest shippers of flour, oatmeal, and beans in the west. He is also the representative in these Provinces for Windsor salt, for which he reports a larger sale this season than ever.

### EIGHTY-THREE ELEVATORS.

**Since the season opened The Ogilvie Flour Mills Company of Winnipeg has built new elevators at Arnaud, Oakville, Basswood, Sinclair, Arcola, Grenfell and Balgonie. The average capacity of these elevators is 32,000 bushels each.**

**In addition to seven already completed, they intend to build 14 more. This will bring the total number of their elevators up to 83, with an aggregate capacity of 3,000,000 bushels.**

**The company has three gangs of men at work under its superintendent, H. W. Chafant. They will continue building at points they have selected all the season.**

### THE ONLY WAY.

**Truthfulness in dealing with the public outweighs all other considerations. Why should I be any the less careful about the statements I make in talking to the public through the press than when speaking face to face? I speak to each individual who reads my advertisement; my relation to him is a personal one. I must win his confidence. I can only do it by telling him the truth. Not only must I take good care that I do not deceive him, but I must so word my advertisement that he cannot be self-deceived by it.—Dean Alvord, before the New York Sphinx Club.**


There is no better trade-winner than a good article - Sell your customers

Blue Ribbon Ceylon Tea

address orders to 12 Front St. East - Toronto and they will receive prompt attention

## NOVA SCOTIA MARKETS.

HALIFAX, July 21, 1902.

THE grocery trade, except for a considerable trade in sugar, owing to the preserving season, is now at about the dullest period of the year. Up to this date, however, the season's business has been a record one in most respects which go to make up a healthy tone in trade—a good volume of business, steady, even trade, and prompt payments on the part of customers. These have all been up to the record mark, and neither wholesalers, jobbers or retailers have much to complain of. There have been a few failures to note, but the amounts of liabilities have not been excessive, and the wholesalers, who suffer most, always expect some such shortage.

* * *

The price of flours and feeds remains firm, and there is considerable demand. Old stocks of hay and oats are pretty well cleaned up, and what is in stock is held at the high prices which have prevailed. Cornmeal is on the upward move, 25c. advance having been made within a week or 10 days. Bran and middlings are very firm, but with only a moderate demand.

* * *

Eggs are still very high for the season, though the supply is good. This market, however, does not seem to receive the quantities sent in in former years, owing to the great demand in Sydney, which takes up the supply from Prince Edward Island and eastern parts of Nova Scotia.

* * *

Butter is coming in in good quantities, but the supply of best creamery seems to be short. The high price of hay and feed for the last year has evidently reduced butter-raising stock. Another cause is the establishment of numerous cheese factories.

* * *

Beef is now more plentiful, and the large number of young cattle coming into the market has run down the price of light beef to 5 or 6c., according to quality. Lamb is plentiful at 1 to 2c. reduction at wholesale. Mutton is scarce and the demand is dull at this season. Fowls and chickens are in good supply and are bringing good prices. Turkeys now bring 15c.

* * *

The fishing business is in a brisk state, and large quantities of new fish are coming in. The prices are low as the West-Indian markets are yet in poor condition, though at some points, notably in Porto Rico, there is considerable improvement. The wholesalers claim that on last year's business they lost money by paying too high prices in the early part of the season. There is considerable fresh fish coming in, notably salmon.

R.C.H.


For Camp or Picnic

Nothing more desirable than

Clark's Meats.

Now's the time to carry a FULL STOCK.

EPPS'S GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. COCOA

ESTABLISHED 1861

HEADQUARTERS FOR FANCY FRUITS.

Send your orders for the very best quality of

ORANGES, LEMONS, BANANAS and PINEAPPLES.

HUGH WALKER & SON

P.S.—Prompt and special attention given to mail orders. GUELPH, ONT.




DO YOU HANDLE

Capstan Brand Baking Powder?

If not! why not?

It is the best seller in the market.

Try a sample case and be convinced of its high-grade quality.

Ask your grocer for it or see our travellers.

The Capstan Mfg. Co., - Toronto, Ont.

GRIMBLE'S English Malt

Six GOLD Medals VINEGAR

GRIMBLE & CO., Limited, London, N.W., Eng.

"Sarnia" OIL LAMP

Equal to best American Oil. GROCERS ALL SELL IT.

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

SAMUEL ROGERS, President.

## FISHERMEN AND CANNERS AGREE.

At a meeting of canners and fishermen of the Fraser River in Vancover last week the following proposition was submitted by the latter :

1. That the minimum price be raised from 10½ to 11c.

2. That the canners agree to employ not more than 2,000 boats during the season, the members of our union and Indians taking the preference of boats and gear.

3. That the canners assist our union in the collection of union fees and dues.

4. That the canners will permit a representative of our union to look over and check the canners' records of catch and pack at the end of the season.

5. That the 25th day of August be considered the last day of the sockeye season as to settlement, etc.

6. That the last four clauses be considered permanent and part and parcel of any agreement our union may enter into with the canners in the future.

Clause 2 was considered just and it was explained that the canners had already reduced the boats by 10 per cent. of last year's number, and at this late date it is very difficult and impracticable to guarantee to reduce the number further, but the advisability of reducing same is fully recognized.

Re collection of union subscriptions, it was agreed that if orders are given by individual fishermen to the bookkeepers of the canneries, instructions will be given to honor such fishermen having any amount accruing to him.

It was agreed to allow a representative of the fishermen to check the pack.

That the sockeye season shall close on August 25, and a count of the pack to be taken a week thereafter.

Clause 1 was then discussed, and it was arranged to change the price list to read as follows :

"Over 500,000 and up to 550,000 cases, 11 cents per fish, and that advances to fishermen shall be made at 11 cents per fish delivered.

"That the principles embodied in the four previous clauses will receive the careful consideration of the canners in any subsequent negotiations with the fishermen."

The agreement was then finally drawn up and signed.

## A CAUSE OF FAILURE.

Many a business man has come to grief because he lacked a reserve of capital, of discipline or of knowledge of his business, says Success. In good times, when anybody could sell goods, he was all right ; but, when a panic came, and his notes were refused at the bank, he went down because he had no reserve of savings or of character.

Shrewd business men are always on the watch for emergencies, financial storms or panics ; they know perfectly well that it takes a very different kind of ship timber to wrestle with the tempests than it requires in pleasant weather, when there is no strain or stress. It is the man who prepares for an emergency, who keeps his sails trimmed and his ship in order that weathers the gale.


**THE COWAN CO., Limited, TORONTO**

MANUFACTURERS OF CHOICEST

**Coatings for Confectioners**

DARK CHOCOLATES ARE

**O.K., Beaver, Black Pearl and Ebony**

LIGHT CHOCOLATES ARE

**Triumph, Pearl and Empress**

THESE GOODS EITHER WITH OR WITHOUT VANILLA

**Your Attention.**

We would call your attention to the fact that we have just unloaded another car of **CHOICE NEW ORLEANS MOLASSES,** and we are offering it at a great bargain. Write for our prices, they will interest you.

**The R. & J. H. Simpson Co.,**

TEA IMPORTERS AND WHOLESALE GROCERS, GUELPH, ONT.

The success of our




**"COW BRAND"**

Baking Soda (in packages) has created numerous imitators. When these are offered to you, we suggest a careful comparison with the "Cow Brand," and fear nothing from the verdict.

**JOHN DWIGHT & CO.**

34 Yonge Street, TORONTO, ONT.

# Graham's Jams, Jellies and Marmalade

are well known all over the Dominion as a **standard of quality.** When ordering try them.

AGENTS:
GEO. J. CLANCY & CO.,
59-61 Front St. E., TORONTO.

***Canada Preserving Company,***
**HAMILTON.**

# LISTEN!

We are offering goods at the uniform Association prices.

We solicit your patronage on **the merit of our goods.**

We guarantee the quality of any line of goods packed by us **equal to the best brands packed on the Continent of America.**

We are ready to support this statement with samples. **Don't be sidetracked.**

Your wholesale house will supply our best brands if you insist upon it. If not, write for quotations.

## Delhi Canning Co., Limited, -:- Delhi, Ont.



## The THISTLE Brand

ARE

**HIGH-GRADE**

TOMATOES - CORN - PEAS - Etc.

GUARANTEED SECOND TO NONE.

BRIGHTON CANNING CO.

## If You Were Buying

teas you would probably ask for a number of samples and draw them carefully before deciding, but when it comes to buying canned goods how often do you open the cans and examine the contents? And yet **your customers** will have to take your word that these goods are what they want.

Don't you think you ought to **know** what you are selling?

**The Kent Canning Co., LIMITED Chatham, Ont.**

## MONTREAL GROCERS' PICNIC.

THE Montreal Grocers' Association held its 22nd annual picnic on Wednesday, July 16, at Highgate Springs, Vt. Although, when the train left the station at 9 a.m., the weather looked anything but favorable, yet a good number of grocers and their friends attended ; though the number was not as great as in previous years. However, none but the brave deserve the fair (weather), and after being treated throughout the morning to a heavy downpour of rain, about noon when the picnicers had arrived at their destination, the elements relented and the sun began to make up for lost time.

The ground in Missisquoi Park was not wet, and during the afternoon everything was on the side of the grocer. If the picnic was not up to the mark as regards attendance, this could certainly not be said of it from the point of view of enjoyment, for all agreed that never had there been more enthusiasm shown in the games, races and other contests, as well as in the luncheon—which, however, always calls for considerable enthusiasm.

### THE GAMES.

On the way to the grounds the party was entertained by the bagpipes of the Fifth Royal Scots, of Montreal. At the park the excursionists separated and put in the time in various ways until the arrival of Secretary J. P. Dixon, upon which the races were commenced. The results were as follows :

100 yards' dash, for bookkeepers and salesmen of retail trade—1, T. McBride ; 2, W. Carter ; 3, M. O'Brien ; 4, N. C. Gadbois.

100 yards' dash, drivers and storemen of retail grocery trade—1, L. Mouton, 2, A. O'Brien ; 3, D. Frigon.

75 yards' dash, open to sons of grocers, 10 years and under—1, Percy Kennison ; 2, E. Farrell ; 3, H. Laniel.

75 yards' dash, open to daughters of grocers, 10 years and under—1, Bella Graham ; 2, A. Laniel ; 3, F. Manning.

Comfort Soap race, for ladies—1, Miss A. Broden ; 2, Mrs. Whalen ; 3, Miss Proteau ; 4, Mrs. Laflamme ; 5, Miss McIntyre ; 6, Mrs. Lalonde ; 7, Mrs. Levesque.

200 yards' race, city travellers of wholesale grocery trade—1, A. E. Landry ; 2, W. E. Solomon ; 3, J. O. Levesque.

200 yards' race, bread and biscuit drivers—1, E. P. Latendre ; 2, A. McConomy ; 3, S. Charron.

200 yards' race, ale and ginger ale drivers—1, W. Carter ; 2, M. Jordan ; 3, J. McEntee.

100 yards' race, for travellers connected with the trade—1, H. Therrien ; 2, J. A. Solomon ; 3, C. Belanger.

200 yards' race, bookkeepers and salesmen, wholesale fruit and provision business—1, John Gillies ; 2, J. A. Trepannier ; 3, W. J. Clogg.

75 yards' race, daughters of grocers and their employes—1, Beatrice Noseworthy ; 2, A. Broder ; 3, Rachel Pilkington.

Special race, 200 yards, for grocers, members of the Association—1, A. Laniel ; 2, P. H. Brophy ; 3, J. A. Maynard.

The Fairbank's Tar Soap and shampoo contest for sons of grocers—1, N. Galarneau ; 2, A. O'Brien ; 3, M. Currie ; 4, M. Brophy.

100 yards' race, for retail grocers—1, J. A. Seguin ; 2, James Hatton ; 3, P. A. Brophy ; 4, D. Dupuis.

100 yards' race, open to grocers, members of committee, exclusive of chairmen—1, A. Laniel ; 2, E. P. Latendre ; 3, James Hutton.

100 yards' race, for chairmen of committees—1, E. W. Farrell ; 5, P. O'Brien ; 3, A. O. Galarneau.

150 yards' race, sons of grocers or their employes, 18 or under—1, M. O'Brien ; 2, A. O'Brien ; 3, M. C. Gadbois.

75 yards, boys under 15—1, Richard Walsh ; 2, Harry Turner ; 3, John Platt.

Special race, for members in retail grocery trade—1, P. H. Brophy ; 2, Edward Beaudoin ; 3, James Hutton ; 4, E. W. Farrell.

Old men's race, 65 years and over—1, T. R. Collins ; 2, Ald. N. Lapointe ; 3, Ald. Turner.

Consolation race for ladies—1, Mary Taylor ; 2, Mrs. J. A. Dionne ; 3, Mrs. Dupuis ; 4, Miss McKee.

Consolation race for men—1, A. Gauvreau ; 2, T. Elliott ; 3, M. Haugh ; 4, G. E. Forest.

Press race—1, O. Moutin ; 2, J. B. Mack ; 3, C. J. Hanratty.

Fat man's race, over 200 pounds—1, E. Beaudoin : 2, C. Levesque ; 3, T. Brossard ; 4, Ald. N. Lapointe.

Quoiting competition—1, W. Lindsay ; 2, W. Wyte ; 3, H. McPhee.

Prize waltzing for a gold watch—1, Mrs. J. D. Dionne and J. Raby ; 2, Mrs. J. O. Levesque and J. E. Berthiaume ; 3, Miss C. Masse and J. E. Beauchamp ; 4, Miss E. Masse and E. Raby.

### SOME FEATURES.

A number of the contests afforded great enjoyment, and one in particular, the shampoo contest, in which several sons of grocers furiously lathered their heads with Fairbank's tar soap, was very amusing.

The old man's race, which was won by Mr. T. R. Collins, was another exciting event. Ald. Turner came in third in this race, notwithstanding a brave struggle and splendid spurt toward the end. He ran out of the course. Ald. N. Lapointe worked hard from start to finish, and came in second.

Another feature was the waltz contest, won by Mrs. J. D. Dionne and Mr. J. Raby. The prize was a gold watch, given by Mr. Laurence A. Wilson. Mr. Raby was heartily congratulated and finally bounced.

A number of Americans, who were spending the summer at the park, were also present at the picnic and took part in the fun with much enthusiasm. They were very pleased at having so good an opportunity to practice their French.

### THE BANQUET.

When the programme of sports had been carried out, the party made their way to a large tent, where a banquet was held, Ald. Turner acting as chairman. The dinner was a great success, for which Mr. N. Chartrand, who was chairman of the dinner committee, received many compliments.

The first toast proposed was that of "The King," by the chairman, followed by "The President of the United States," both of which were heartily received. The toasts which followed were "The Montreal City Council," "Our Guests," "The Wholesale Trade of Montreal," "The Ladies," "The Press" and "The Wholesale Grocery Travellers." The above toasts were responded to respectively by Ald. Lapointe, Ald. Labrecque (of St. Henri), Messrs. John Robertson, Louis Guion, L. E. Ethier, J. E. Trepannier, J. B. Mack and J. O. Levesque.

Letters of regret at not being able to attend were read from Mayor Cochrane, Laurence A. Wilson, A. D. Fraser, George Mann and Albert Hebert.

A cash donation of $30 was given by N. Quintal & Son, which was a welcome addition to the prize list.

The chairman of the games committee, E. W. Farrell, did his work exceptionally well, and everything ran as smoothly as possible.

N. Crapeau was the starter of the games. His work was well done.

The prizes won are to be distributed at the next monthly meeting of the Association at the Monument National on August 7.

## PERSONAL MENTION.

Mr. Zepherin Hebert, of Hudon, Hebert & Cie, leaves on Saturday, July 26, for Old Orchard Beach, where he will spend about a month recuperating after a long season of hard work.

Mr. Thomas Kinnear, of T. Kinnear & Co., wholesale grocers, Toronto, with Mrs. Kinnear and family, are spending the summer at Bay View summer resort, on the coast of Maine.

Mr. Wellington Boulter, of Picton, canner, stated on Tuesday in Toronto that the crop of corn and tomatoes was unusually backward, and that this season's pack would probably be light unless the weather improved.

Mr. F. H. Hanson, export manager of The Ogilvie Flour Mills Co., Limited, Winnipeg, left last week by the ss. Mongolian on an extended trip in the interests of the firm. He will visit the chief markets in the United Kingdom, on the continent and in South Africa.

# Royal Baking Powder

## ABSOLUTELY PURE

A high-class cream of tartar baking powder, used by the most careful housewives, and the best and most profitable baking powder to use or sell. "Royal" affords a good profit to the dealer, and its lively sale adds to the reputation of any store.

The United States Government when advertising for baking powders rejects alum powders in toto or at any price, because of their unhealthfulness. Yet makers of these powders will be found in almost every town urging their sale. Alum powders are a discredit to any grocer who takes them in stock.

ROYAL BAKING POWDER CO., 100 WILLIAM ST., NEW YORK

## HAMILTON GROCERS' PICNIC.

DESPITE the fact that Mr. Moore, of The Comfort Soap Co., was debarred from entering his triplets for the baby show, despite, too, the fact that a grey horse on the track at Lottridge street stopped the first train, and the general dryness of the biscuit eating contest, the annual outing of Hamilton and Brantford grocers and butchers and friends was a splendid success. Fully 5,000 people enjoyed themselves to their hearts' content at Victoria Park, Niagara Falls. Excellent provision had been made for the accommodation of eqeryone. An idea of the size of the crowd may be formed from the fact that for dinner 300 lb. of granulated sugar and 400 quarts of milk were distributed to the patrons.

After arriving at the park, a baseball game was played between the Hamilton and Brantford clerks, but the Brantfordites failed to score. Accordingly, the Brantford people say that they can play lacrosse, but that baseball is a back number.

The batteries were : Smith and Anderson for Hamilton ; Ott and Larion for Brantford.

The following programme of games gave all a chance to excel themselves :

Ball game—Hamilton clerks v. Brantford clerks, Hamilton winning by a score of 23 to 0.

100 yards' foot race—J. L. Brown, Hamilton ; J. Williamson, Hamilton ; J. Forth, Hamilton.

Hop, step and jump—Kerr, Brantford ; Finch, Hamilton ; Cody, Brantford.

Single ladies' race—L. Swayzie, M. Stonehouse, L. Tunis.

Biscuit-eating contest—T. McKay, C. Faulkner, J. Fulford.

100 yards' shoe race—F. Hearns, J. Kerr, S. Sills.

Girls' race — Nellie Hunter, Annie Edwards, Jessie Watson.

100 yards' sack race—L. Copple, F. Dunsmore, R. Kerr.

Shampoo race—W. Brown, T. Flitcroft, J. Forth, H. Dawdy.

Egg race—G. Carson, C. Devlin, H. Smye.
Backward race—C. Hartley, R. Kerr, W. Brown
Potato race—J. L. Brown, J. Forth, S. Sills.
Baby show—Mrs. Hammill, Mrs. Gorman, Mrs. Donohue.

Married ladies' race—Mrs. Bowron, Mrs. Hunter, Mrs. Hammill.

Hopping race—W. Brown, R. Kerr, A. Finch, J. Hartley.

Three-legged race—Donald and Jepson, Brown and Hawkes, Fraser and Moriarity.

Release race—Wood and Dell, Donald and Jepson, Devlin and Hartley.

Running race—J. Cochran, A. Finch, W. Brown.

Soap race—Mrs. Henwood, Mrs. Wilson, Mrs. Williams, Mrs. Coats, Mrs. Hammill, Mrs. Helm, Mrs. Biggs, Mrs. McCaulay, Mrs. Stonehouse, Mrs. Brown.

A match race between Dore, of Hamilton, and Markle, of Dundas, was declared a draw.

A special match foot race, 100 yards, between Markle, of Dundas, and Blair, of Hamilton, was run, Markle winning easily.

Throughout the day the Thirteenth band rendered some very enjoyable selections. The committee deserve great credit for the admirable arrangements. No less than the baby show judges they must have had their hands full.


Throw it out,

OR

Send it back.

**GOOD ADVICE TO MERCHANTS.**

Some few months ago we notified the trade that in handling YEAST in the name of which the word CREAM appeared, unless the goods were made by us, they were taking unnecessary chances, as Yeast or Yeast Cakes put up under that name is an infringement on our rights guaranteed by Registered Trade Marks. We also directed their attention to the fact that MERCHANTS HANDLING an article infringed upon IN ANY WAY are EQUALLY as LIABLE FOR DAMAGES as the manufacturer. Since then we have been granted a **PERPETUAL INJUNCTION** against the concern who have been pushing an article by adopting one of our most valuable trade marks. See report of Mr. Justice Street's decision in "Mail and Empire" and "Globe" of July 10th, and also item in "Canadian Grocer" of July 11th last.

If you must have "Cream Yeast," see that the goods so branded are made by us. In selling any of the imitation article you may have in stock you are taking great chances, and for the sake of a few cents it is not advisable to do so, particularly when you can get the real **"GILLETT'S CREAM YEAST."**

If you have the imitation in stock

**E. W. GILLETT COMPANY LIMITED**

London, Eng. **TORONTO, ONT.** Chicago, Ill.

**GROCERS** THERE IS NO TIME LIKE THE PRESENT, for selling the celebrated

**Pure Lime Fruit Juice**

**MONTSERRAT**

It is acknowledged by all who use it to be the best. Analysis proves this to be a fact. Guaranteed 25 per cent. stronger than any other juice. Purchaser therefore obtains better value for money. Small bottle contains 40 drinks, and is equivalent to 30 lemons, and much more convenient.

A noteworthy fact about **"MONTSERRAT"** is that grocers can feel safe in keeping any quantity left over from one season to another without fear of affecting its saleableness. This is only possible with "Montserrat."

**"MONTSERRAT" is made from Cultivated Limes.**

**EVANS and SONS, Limited, MONTREAL and TORONTO**

We have **One of the Best**

equipped mills in Canada. We get our wheat direct from the farms in the best Manitoba sections. **Calla Lily,** strong bakers', an excellent general purpose flour. **G.O.B. Manitoba** Hungarian Patent, the leader in quality and price.

**MODEL ROLLER MILLS, Perth, Ont.**

**THE BELLEVILLE BUSINESS COLLEGE, LIMITED**

**BELLEVILLE, ONTARIO.**

Send for handsome Catalogue fully describing all Courses taught.

J. Frith Jeffers, M.A., Principal.

# CURRENT MARKET QUOTATIONS

July 24, 1902.

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, St. John, N.B., and Halifax. The prices are solicited for publication, and are of such quantities and qualities as are usually ordered by retail dealers on the usual terms of credit. For Winnipeg market report and prices, see page —.

Goods in large lots and for prompt pay are generally obtainable at lowest prices.

All quotations for staple products are under the direct control of the Edito s, who call daily upon all the leading houses in the principal centres.

| BUTTER, CHEESE AND EGGS | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| Dairy, choice, large rolls, lb. | $..... | $0 18 | $ 14 | $0 15 | $..... | $0 16 |
| " " pound blocks | 17 | 18 | 15 | 16 | 16 | 17 |
| " tubs, best | 16 | 17 | ..... | 15 | 15 | 16 |
| " tubs, inferior | 14 | 16 | 12 | 13 | 12 | 13 |
| Creamery, boxes | 19 | 19½ | ..... | 19 | 20 | 23 |
| " prints | ... | 20¼ | 19 | 20 | 22 | 24 |
| Cheese, new, per lb | 9¼ | 9½ | 10 | 10½ | 10 | 10½ |
| Eggs, new laid, per doz | 12½ | 13¾ | 15 | 16 | 14 | 15 |
| **CANNED GOODS** | | | | | | |
| Apples, 3's | ..... | 1 10 | 90 | 1 00 | 1 00 | 1 10 |
| " gallons | 2 95 | 3 00 | 2 65 | 2 75 | 2 70 | 2 80 |
| Asparagus | 2 20 | 2 25 | 2 00 | 2 40 | ..... | ..... |
| Beets | 1 00 | 1 00 | 90 | 1 00 | ..... | 1 10 |
| Blackberries, 2's | ..... | 1 30 | 1 40 | 1 70 | 1 50 | 1 80 |
| Blueberries, 2's | 92½ | 95 | 80 | 85 | 95 | 1 00 |
| Beans, 2's | 80 | 90 | 70 | 5 | 90 | 95 |
| Corn, 2's | 82½ | 85 | 77½ | 90 | 80 | 90 |
| Cherries, red, pitted, 2's | 2 25 | 2 30 | 2 10 | 2 25 | 2 30 | 2 40 |
| " white | 2 25 | 2 30 | 2 00 | 2 25 | ..... | ..... |
| Peas, 2's | 82½ | 85 | 82½ | 87 | 85 | 90 |
| " sifted | 95 | 1 05 | 90 | 1 00 | 1 10 | 1 15 |
| " extra sifted | 1 05 | 1 15 | 1 20 | 1 25 | 1 20 | 1 25 |
| Pears, Bartlett, 2's | 1 50 | 1 60 | ..... | 1 50 | 1 75 | 1 80 |
| " " 3's | 1 90 | 2 00 | 2 00 | 2 40 | 2 00 | 2 25 |
| Pineapple, 2's | 2 00 | 2 40 | 2 25 | 2 50 | 2 15 | 2 25 |
| " 3's | 2 25 | 2 40 | 2 50 | 2 60 | 2 50 | 2 60 |
| Peaches, 2's | 1 75 | 1 85 | 1 75 | 1 90 | ..... | 1 75 |
| " 3's | 2 60 | 2 70 | 2 50 | 2 75 | 2 70 | 2 80 |
| Plums, green gages, 2's | 1 30 | 1 35 | 1 10 | 1 25 | 1 30 | 1 60 |
| " Lombard | 1 20 | 1 25 | 1 00 | 1 10 | 1 30 | 1 50 |
| " Damson, blue | 1 00 | 1 25 | ..... | 1 00 | 1 10 | 1 30 |
| Pumpkins, 3's | ..... | 85 | ..... | 90 | 90 | 1 00 |
| " gallon | ..... | ..... | 2 10 | 2 25 | 2 10 | 2 25 |
| Raspberries, 2's | 1 40 | 1 50 | 1 60 | 1 80 | 1 70 | 1 75 |
| Strawberries, 2's | 1 50 | 1 75 | 1 60 | 1 75 | 1 50 | 1 75 |
| Succotash, 2's | 1 00 | 1 25 | ..... | 1 15 | 1 10 | 1 15 |
| Tomatoes, 3's | 1 12½ | 1 17½ | 1 15 | 1 20 | 1 15 | 1 20 |
| Lobster, talls | 2 75 | 3 20 | ..... | 3 25 | 2 50 | 3 25 |
| " 1-lb. flats | 3 00 | 3 75 | 3 50 | 3 70 | ..... | 1 25 |
| " ½-lb. flats | 1 75 | 1 85 | 1 75 | 1 80 | ..... | 1 75 |
| Mackerel | 1 00 | 1 10 | 1 15 | 1 25 | 1 35 | 1 45 |
| Salmon, sockeye, Fraser | 1 35 | 1 40 | 1 35 | 1 45 | 1 50 | 1 75 |
| " " Northern | ..... | ..... | 1 25 | 1 30 | 1 15 | 1 25 |
| " " Horseshoe | ..... | ..... | 1 42½ | 1 45 | ..... | ..... |
| " Cohoes | 1 00 | 1 15 | 1 05 | 1 15 | 1 00 | 1 10 |
| Sardines, Albert, ¼'s | 12 | 12½ | 12½ | 13 | 14 | 15 |
| " " ½'s | 20 | 21 | 20 | 21 | 20 | 21 |
| " Sportsman, ¼'s | 11¼ | 12 | ..... | 12½ | ..... | 12 |
| " " ½'s | 19 | 20 | ..... | 21 | 20 | 21 |
| " key opener, ¼'s | 8 | 11 | 10½ | 11 | 16 | 18 |
| " " ½'s | ..... | 18 | 18½ | 23 | 10 | 11 |
| " P. & C., ¼'s | 20 | 22½ | 23 | 25 | 23 | 25 |
| " " ½'s | 27½ | 30 | 33 | 36 | 33 | 36 |
| " Domestic, ¼'s | 4 | 4¼ | 4 | 4½ | 4 | 4¼ |
| " " ½'s | 7 | 8 | 9 | 11 | ..... | ..... |
| " Mustard, ¼ size, cases 50 tins, per 100 | 7 50 | 11 00 | 8 50 | 9 00 | 8 00 | 9 00 |
| Haddies | ..... | 1 00 | 1 00 | 1 10 | 1 00 | 1 10 |
| Kippered Herrings | 1 00 | 1 85 | 1 00 | 1 85 | 1 00 | 1 10 |
| Herring in Tomato Sauce | 1 00 | 1 55 | 1 00 | 1 70 | ..... | 2 00 |
| **CANDIED PEELS** | | | | | | |
| Lemon, per lb | ..... | 10½ | 10 | 12½ | 12 | 13 |
| Orange, " | ..... | 11 | 11 | 13 | 12 | 13 |
| Citron, " | ..... | 15 | 15 | 18 | 15 | 17 |
| **GREEN FRUITS** | | | | | | |
| Oranges, Valencias, per case | ..... | ..... | ..... | 5 50 | 7 00 | 8 00 |
| " Sorrentos | ..... | ..... | ..... | 4 00 | .. | 4 50 |
| Pineapples, case | ..... | ..... | 3 00 | 3 50 | 3 50 | 4 00 |
| Cucumbers, per doz | 0 35 | 0 60 | ..... | ..... | 50 | 75 |
| Cucumbers, per basket | ..... | ..... | 0 75 | 1 25 | ..... | ..... |
| Lemons, Messina, per box | 2 50 | 3 00 | ..... | 3 50 | 3 50 | 4 50 |
| Bananas, Firsts, per bunch | 1 25 | 2 00 | 1 25 | 2 25 | 1 50 | 2 25 |
| Apples, per bbl | 5 00 | 6 50 | ..... | ..... | ..... | ..... |
| Tomatoes, per basket | 3 25 | 3 75 | 1 00 | 1 25 | 2 00 | 2 50 |
| Sweet Potatoes, per bbl | ..... | 4 00 | ..... | ..... | ..... | ..... |
| Strawberries, per quart | ..... | 0 11 | 0 04 | 0 05 | 7 | 8 |
| Can. Cherries, per basket | ..... | ..... | 0 90 | 1 10 | ..... | ..... |
| Watermelons, per 100 | .... | ..... | 17 00 | 20 0 | 40 | 50 |
| Canteloupes, or muskmelons, per crate | ..... | 3 00 | 2 50 | 3 00 | ..... | ..... |
| Californian Peaches | ..... | ..... | 1 00 | 1 50 | ..... | ..... |
| " Plums | ..... | ..... | .... | 1 25 | ..... | ..... |
| Gooseberries, per quart | ..... | ..... | 0 04 | 0 05 | ..... | ..... |
| Raspberries, per quart | ..... | ..... | 0 08 | 0 09 | ..... | ..... |
| Apples, per basket | ..... | ..... | 0 25 | 0 35 | ..... | ..... |
| Black Currants, per basket | ..... | ..... | 0 75 | 0 80 | ..... | ..... |
| Red " | ..... | ..... | 0 40 | 0 50 | ..... | ..... |
| **SUGAR** | | | | | | |
| Granulated St. Law'ce and Red | ..... | 3 65 | ..... | 3 73 | ..... | |
| Granulated, Acadia | ..... | 3 60 | ..... | 3 68 | ..... | 3 75 |
| Paris lump, bbls. and 100-lb. bxs | ..... | 4 20 | ..... | 4 28 | | 4 55 |
| " in 50-lb. boxes | ... | 4 30 | ..... | 4 38 | 4 65 | 4 75 |
| Extra Ground Icing, bbls | .... | 4 20 | ..... | 4 55 | | |
| Powdered, bbls | .... | 3 85 | ..... | 4 30 | 5 50 | 5 80 |
| Phœnix | .. | 3 45 | .... | 3 53 | ..... | ..... |
| Cream | .. | 3 40 | .... | 3 48 | ..... | ..... |
| Extra bright coffee | .... | 3 55 | .... | 3 68 | ..... | ..... |
| Bright coffee | .. | 3 40 | ... | 3 48 | ..... | ..... |
| Bright yellow | .. | 3 35 | ..... | 3 43 | ..... | 3 45 |
| No. 3 yellow | .... | 3 30 | .. | 3 38 | .... | |
| No. 2 yellow | .... | 3 10 | ... | 3 18 | .... | |
| No 1 yellow | ..... | 3 00 | ..... | 3 08 | ..... | 3 15 |

| HARDWARE PAINTS AND OILS | Montreal. | | Toronto. | | St. John Halifax. | |
|---|---|---|---|---|---|---|
| Wire nails, base | ..... | $2 55 | ... .. | $2 55 | ..... | $3 20 |
| Cut nails, base | ..... | 2 35 | ..... | 2 35 | ..... | 2 85 |
| Barbed wire, per 100-lb. | ..... | 3 00 | ..... | 3 00 | 3 50 | 3 75 |
| Smooth Steel Wire, base | ..... | 2 60 | ..... | 2 60 | ..... | ..... |
| White lead, Pure | ..... | 5 87½ | ..... | 5 87½ | ..... | 6 80 |
| Linseed oil, 1 to 2 bbls., raw | ..... | 82 | ..... | 80 | ..... | 82 |
| " " " boiled | ..... | 85 | ..... | 83 | ..... | 85 |
| Turpentine, single bbls | ..... | 67 | ..... | 70 | ..... | 75 |
| Benzine, in bbls., per gal | .... | ..... | ..... | 17 | ..... | 19½ |
| **SYRUPS AND MOLASSES** | | | | | | |
| Syrups— | | | | | | |
| Dark | ..... | 1⅞ | ..... | ..... | | |
| Medium | ..... | 2½ | 30 | 32 | ..... | ..... |
| Bright | ..... | 2⅝ | 35 | 37 | ..... | |
| Corn Syrup, barrel, per lb | .... | 3½ | ..... | 3½ | ..... | ..... |
| " " ½ bbls. " | ..... | 3⅝ | ..... | 3⅝ | ..... | ..... |
| " " kegs " | ..... | 3¾ | ..... | 3¾ | ..... | ..... |
| " " 3 gal. pails, each | ..... | 1 60 | ..... | 1 60 | ..... | ..... |
| " " 2 gal. " " | ..... | 1 20 | ..... | 1 20 | ..... | .. .. |
| Honey | ..... | ..... | ..... | 40 | .... | ..... |
| " 25-lb. pails | .... | 1 05 | ..... | 1 00 | ..... | ..... |
| " 38-lb. pails | ..... | 1 0 | ..... | 1 40 | ..... | ..... |
| Molasses— | | | | | | |
| New Orleans, medium | 22 | 30 | 25 | 30 | 28 | 30 |
| " " Open kettle | ... | ... | 40 | 50 | ..... | ..... |
| Barbadoes | 22 | 24 | ..... | 30 | 24 | 25 |
| Porto Rico | ..... | 38 | 38 | 42 | 30 | 32 |
| **CANNED MEATS** | | | | | | |
| Comp, corn beef, 1-lb. cans | 1 55 | $1 65 | $1 55 | 1 65 | $1 55 | $1 60 |
| " " 2-lb. cans | 2 75 | 3 00 | 2 85 | 3 00 | 2 80 | 2 90 |
| " " 6-lb. cans | 7 90 | 9 60 | ..... | 8 25 | 8 75 | 9 25 |
| " " 14-lb. cans | 16 50 | 23 00 | ..... | 19 50 | 20 00 | 21 00 |
| Minced collops, 2-lb. can | ..... | 2 75 | ... .. | 2 60 | 2 50 | 2 80 |
| Lunch tongue, 1-lb. can | 3 00 | 3 90 | ..... | 3 00 | 3 00 | 3 25 |
| " " 2-lb. can | 6 00 | 7 90 | ..... | 7 00 | 6 80 | 7 00 |
| English brawn, 2-lb. can | 2 40 | 2 75 | ..... | 2 45 | 2 75 | 2 80 |
| Camp sausage, 1-lb. can | ..... | ..... | ..... | 2 50 | 2 50 | ..... |
| " " 2-lb. can | ..... | ..... | ..... | 4 00 | 4 00 | ..... |
| Soups, assorted, 1-lb. can | 1 15 | 1 50 | ..... | 1 50 | 1 40 | |
| " " 2-lb. can | 2 40 | 2 45 | ..... | 2 20 | 2 25 | |
| Soups and Boull, 2-lb. can | 1 75 | 2 50 | ..... | 1 80 | 1 75 | |
| " " 6-lb. can | 3 50 | 5 85 | ..... | 4 50 | 4 25 | 4 50 |
| Sliced smoked beef, ½'s | 1 65 | 1 70 | 1 65 | 1 70 | ..... | 2 00 |
| " " " 1's | 2 75 | 3 10 | 2 80 | 2 95 | ..... | 3 25 |
| **FRUITS** | | | | | | |
| Dried— | | | | | | |
| Currants, Provincials, bbl | ..... | ..... | ... | ..... | ..... | ..... |
| " Filiatras, cases | ..... | 5¼ | 5¾ | 6 | ..... | ..... |
| " " ½-cases | 5½ | 5½ | 5¾ | 6 | ..... | ..... |
| " Patras, cases | ..... | 6 | 6½ | 7 | ..... | ..... |
| " " ½-cases | ..... | 6 | 6 | 7 | ..... | ..... |
| Amalias | 6½ | 7 | 7 | 7½ | ..... | 6½ |
| Vostizzas, cases | 7 | 7½ | 8 | 8½ | ..... | ..... |
| Dates, Hallowees | ..... | 4½ | ..... | 4½ | ..... | 4½ |
| " Sairs | ..... | 3½ | .... | 4½ | ..... | 4 |
| Figs, Elemes | ..... | 1 00 | 8 | 18 | 8 | 10 |
| " Mats, per lb | 3 | 3¼ | ..... | 3½ | ..... | ..... |
| " Tapnets | ..... | 3 30 | .... | 3½ | ..... | ..... |
| " Naturals | ..... | ..... | 3¼ | 4 | ..... | ..... |
| Prunes, California, 30's | .... | 9 | ..... | ..... | 10 | 12 |
| " " 40's | ..... | 8½ | 8¾ | 10 | 9 | 9½ |
| " " 50's | ..... | 8¼ | 8 | 8½ | 8½ | 9 |
| " " 60's | ..... | 8 | 7½ | 8 | 8 | 8½ |
| " " 70's | ..... | 7½ | 6¾ | 7½ | 7½ | 8 |
| " " 80's | ..... | 7 | 6½ | 7 | 7 | 7½ |
| " " 90's | ..... | 6½ | 5¼ | 5½ | 6½ | 7 |
| " " 100's | ..... | 6 | ..... | 5 | 6 | 6½ |
| " Bosnia, A's | ..... | ..... | ... ... | 5 | ..... | ..... |
| " " B's | ..... | ..... | 7½ | 8 | ..... | ..... |
| " " U's | ..... | 5 | 6¼ | 6½ | ..... | ..... |
| " French, 50's | ..... | ..... | ..... | ..... | ..... | ..... |
| " " 110's | ..... | 5 | ..... | ..... | ..... | ..... |
| Raisins, Fine off stalk | ..... | 6¼ | 6½ | 7 | ..... | |
| " Selected | 7½ | 8 | ... | 8½ | 5½ | 6 |
| " Selected layers | 6½ | 7 | .... | 8½ | 6½ | 7 |
| " Sultanas | ..... | 9 | 8½ | 12 | 10 | 12 |
| " California, 2-crown | 5 | 5½ | ..... | ..... | 6½ | 6⅝ |
| " " 3-crown | 7¼ | 7½ | ..... | ..... | 8 | 8½ |
| " " 4-crown | 7⅝ | 8 | .. | ..... | 8½ | 9 |
| " " 1's seeded, 3-cr. | 9¾ | 10½ | 8½ | 10 | 9½ | 10½ |
| " Empire clusters | 1 50 | 1 60 | ..... | 2 60 | | 2 00 |
| " Black baskets | ... | ..... | ..... | 2 25 | 2 00 | 2 25 |
| " Extra clusters | ... | ..... | ..... | 3 35 | ..... | 2 50 |
| " Dehesa clusters | ... | ... | ..... | 3 10 | 3 00 | 3 50 |
| " Royal B. clusters | 3 25 | 3 30 | ..... | 5 00 | ..... | ... |
| " Connoisseurs ci'str's | ..... | ..... | ..... | 2 10 | ..... | ..... |
| " Excelsior clusters | ... | ..... | .. | 4 60 | ..... | ..... |
| Evaporated apples | ..... | ..... | 10½ | 11 | ..... | ..... |
| Dried " | ..... | ..... | 6 | 6½ | ..... | ..... |
| **PROVISIONS** | | | | | | |
| Dry Salted Meats— | | | | | | |
| Long clear bacon | ... | 12 | 11 | 11½ | ..... | ..... |
| Smoked meats— | | | | | | |
| Breakfast bacon | ..... | 15½ | 14½ | 15 | | ..... |
| Rolls | ..... | 12½ | 2 | 12½ | 11 | 12 |
| Medium Hams | ..... | 14 | 13½ | 14 | 14 | 15 |
| Large Hams | ..... | 13 | 12½ | 13 | ..... | ... .. |
| Shoulder hams | ..... | 13 | ... | 11 | ..... | .... |
| Backs | ..... | 15 | 14½ | 15 | ..... | ..... |
| Meats out of pickle 1c. less. | | | | | | |
| Barrel Pork— | | | | | | |
| Canadian heavy mess | .... | 23 00 | ..... | 21 50 | 21 50 | 22 50 |
| " short cut | 21 50 | 22 00 | 23 00 | 23 50 | 23 00 | 24 00 |
| Plate beef | 12 00 | 13 50 | | 13 00 | 14 00 | 16 00 |
| Lard, tierces, per lb | ..... | 11 | 11 | 11¼ | 11¾ | 12¼ |
| Tubs | .. | 11¼ | 11¼ | 11½ | 12¼ | 12¾ |
| Pails | 11 | 12 | 11½ | 11¾ | 12½ | 13 |

By Special Appointment to His Majesty
King Edward VII.

# CANTRELL & COCHRANE,

*DUBLIN and BELFAST.*




**C. & C. "Ginger Ale"** **C. & C. "Club Soda"** **C. & C. "Royal Seltzer"**

C. & C. have been awarded 33 Gold and Prize Medals for special excellence and superiority of manufacture.

JOHN HOPE & CO., MONTREAL, - - SOLE AGENTS FOR CANADA.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

**USE—BUY—SELL—the following good lines. It pays to sell the best.**

Jersey Cream Baking Powder.
Jersey Cream Yeast Cakes.
Jersey Cream Extra Granulated Sugar (finest made)
Jersey Cream Standard Yellow Sugars.
Jersey Cream Bright Coffee Sugars.
Jersey Extracts.
Old Church Canned Goods.
Jersey Tomatoes.
Old Church Canned Fruits.
Jersey Corn.
Standard Jams and Jellies.
Social Tea. Jersey Peas.
Social Flaked Wheat.
Social Coffee.
Social Self-rising Flour.
Social Cocoa.
Social Buckwheat Flour.

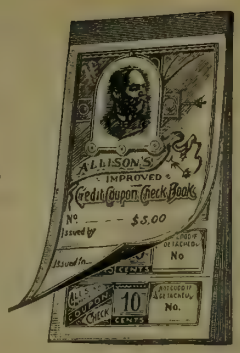
82, 84, 86 McNab St., HAMILTON. **LUMSDEN BROS.,** 9 Front St. East, TORONTO.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

| COFFEE | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| Green— | | | | | | |
| Mocha | ..... | 24 | 23 | 28 | 25 | 30 |
| Old Government Java | ..... | 27 | 22 | 30 | 25 | 30 |
| Rio | ..... | 10 | 7 | 12 | 12 | 13 |
| Santos | ..... | ..... | 9½ | 10½ | ..... | ..... |
| Plantation Ceylon | ..... | 29 | 26 | 30 | 29 | 31 |
| Porto Rico | ..... | ..... | 22 | 25 | 24 | 28 |
| Gautemala | ..... | ..... | 23 | 25 | 24 | 26 |
| Jamaica | ..... | 18 | 15 | 20 | 18 | 22 |
| Maracaibo | ..... | 18 | 18 | 18 | 12 | 13 |
| **NUTS** | | | | | | |
| Brazil | 11¾ | 12½ | 15 | 16 | ..... | 15 |
| Valencia shelled almonds | 25 | 27 | 30 | 35 | 30 | 35 |
| Tarragona almonds | 12 | 13 | ..... | 11½ | 12 | 13 |
| Formegetta almonds | ..... | ..... | ..... | 10½ | ..... | ..... |
| Jordan shelled almonds | ..... | 42 | 40 | 43 | ..... | ..... |
| Peanuts (roasted) | 8½ | 13 | 8 | 10 | 9 | 10 |
| " (green) | 6¾ | 7¾ | 7 | 9 | ..... | ..... |
| Cocoanuts, per sack | ..... | 3 00 | ..... | 3 75 | 3 50 | 4 00 |
| " per doz | ..... | ..... | ..... | 00 | 60 | 70 |
| Grenoble walnuts | 10 | 11 | ..... | 10¾ | 11 | 12 |
| Marbot walnuts | ..... | 10 | 9½ | 10½ | ..... | ..... |
| Bordeaux walnuts | ..... | 9 | ... | 8 | 8½ | 9 |
| Sicily filberts | 8¾ | 9¾ | 9½ | 10½ | 8½ | 9 |
| Naples filberts | ..... | ..... | ..... | ..... | 10 | 11 |
| Pecans | 15 | 16 | 13 | 15 | 13 | 14 |
| Shelled Walnuts | 18½ | 19½ | 18 | 23 | ..... | 25 |
| **SODA** | | | | | | |
| Bi-carb, standard, 112-lb. keg | 1 65 | 1 80 | 2 00 | 2 25 | 1 70 | 1 75 |
| Sal soda, per bbl | 70 | 75 | 80 | 90 | 85 | 90 |
| Sal Soda, per keg | 95 | 1 00 | ..... | 1 00 | 95 | 1 00 |
| **SPICES** | | | | | | |
| Pepper, black, ground, in kegs | | | | | | |
| " pails, boxes | 16 | 18 | ..... | 18 | 13 | 15 |
| " in 5-lb. cans | 14 | 17 | ..... | 19 | 15 | 16 |
| " whole | 15 | 17 | ..... | 19 | 12 | 13 |
| Pepper, white, ground, in kegs | | | | | | |
| pails, boxes | 26 | 27 | 25 | 27 | 24 | 26 |
| " 5-lb. cans | 25 | 26 | 25 | 26 | 20 | 22 |
| " whole | 23 | 25 | 23 | 25 | 20 | 22 |
| Ginger, Jamaica | 19 | 25 | 22 | 25 | 20 | 25 |
| Cloves, whole | 12 | 30 | 14 | 35 | 18 | 20 |
| Pure mixed spice | 25 | 30 | 25 | 30 | 25 | 30 |
| Cassia | 13 | 18 | 20 | 40 | 16 | 20 |
| Cream tartar, French | ..... | 25 | 24 | 25 | 20 | 22 |
| " " best | ..... | 28 | 25 | 30 | 25 | 30 |
| Allspice | 10 | 15 | 13 | 16 | 16 | 18 |
| **WOODENWARE** | | | | | | |
| Palls No. 1, 2-hoop | ..... | 1 65 | ..... | 1 55 | ..... | 1 90 |
| " " 3-hoop | ..... | 1 80 | ..... | 1 70 | ..... | 2 05 |
| " half, and covers | ..... | 1 65 | ..... | 1 60 | ..... | 1 75 |
| " quarter, jam and covers | ..... | 1 15 | ..... | 1 10 | .... | 1 45 |
| " candy, and covers | 2 50 | 2 90 | ..... | 2 40 | ..... | 3 20 |
| Tubs No. 0 | 10 00 | 10 15 | ..... | 8 50 | ..... | 11 00 |
| " " 1 | 8 00 | 8 15 | ..... | 7 00 | ..... | 9 00 |
| " " 2 | 7 00 | 7 15 | ..... | 6 00 | ..... | 8 00 |
| " " 3 | | 6 15 | ..... | 5 25 | .... | 7 00 |

| PETROLEUM | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| Photogene | ..... | ..... | 17 | 17½ | ... | .... |
| Canadian water white | 14½ | 15½ | .... | 16 | 16½ | 17 |
| Sarnia water white | 16 | 17 | 16½ | 17 | 16½ | 17 |
| Sarnia prime white | ..... | 18 | 15 | 15½ | 16½ | 17 |
| American water white | ..... | 19 | 17½ | 18 | 17½ | 18 |
| Pratt's Astral (barrels extra) | 18½ | 19 | 17 | 17½ | 18¼ | 19 |
| **TEAS** | | | | | | |
| Black— | | | | | | |
| Congou—Half-chests Kaisow, Moning, Paking | 13 | 60 | 12 | 60 | 11 | 40 |
| Caddies Paking, Kaisow | 17 | 50 | 18 | 50 | 15 | 4 |
| Indian—Darjeelings | 35 | 55 | 35 | 55 | 30 | 50 |
| Assam Pekoes | 20 | 40 | 20 | 40 | 18 | 40 |
| Pekoe Souchong | 18 | 25 | 18 | 25 | 17 | 24 |
| Ceylon—Broken Pekoes | 35 | 42 | 35 | 42 | 34 | 40 |
| Pekoes | 25 | 30 | 20 | 30 | 20 | 30 |
| Pekoe Souchong | 17½ | 40 | 17 | 35 | 17 | 35 |
| China Greens— | | | | | | |
| Gunpowder-Cases, extra first | 42 | 50 | 42 | 50 | ..... | ..... |
| Half-chests, ordinary firsts | 23 | 28 | 22 | 28 | ..... | ..... |
| Young Hyson—Cases, sifted extra firsts | 42 | 50 | 42 | 50 | ..... | ..... |
| Cases, small leaf, firsts | 35 | 40 | 35 | 40 | ..... | ..... |
| Half-chests, ordinary firsts | 22 | 38 | 28 | 38 | ..... | ..... |
| Half-chests, seconds | 17 | 18 | ..... | 23 | ..... | ..... |
| " thirds | 15 | 17 | 16 | 18 | ..... | ..... |
| " common | 13 | 14 | 14 | 15 | ..... | ..... |
| Pingsueys— | | | | | | |
| Young Hyson, ½-chests, firsts | 28 | 32 | 38 | 32 | 30 | 40 |
| " " " seconds | 16 | 18 | 16 | 19 | ..... | ..... |
| " Half-boxes, firsts | 28 | 32 | 28 | 32 | ..... | ..... |
| " " seconds | 18 | 19 | 16 | 19 | ..... | ..... |
| Japans— | | | | | | |
| ½-chests, finest May pickings | 28 | 30 | 38 | 40 | ..... | ..... |
| Choice | 32 | 36 | 33 | 37 | ..... | ..... |
| Finest | 28 | 30 | 30 | 32 | ..... | ..... |
| Fine | 25 | 27 | 27 | 30 | ..... | ..... |
| Good medium | 22 | 24 | 25 | 28 | ..... | ..... |
| Medium | 19 | 20 | 21 | 23 | ..... | ..... |
| Good common | 16 | 18 | 19 | 20 | ..... | ..... |
| Common | 13 | 15 | 17 | 19 | ..... | ..... |
| Nagasaki, ½-chests, Pekoe | 16 | 22 | ..... | .... | ..... | ..... |
| " " Oolong | 14 | 15 | ..... | ..... | ..... | ..... |
| " " Gunpowder | 16 | 19 | ..... | ..... | ..... | ..... |
| " " Siftings | 7½ | 11 | ..... | ..... | ..... | ..... |
| **RICE, MACARONI, SAGO, TAPIOCA.** | | | | | | |
| Rice—Standard B | 3 00 | 3 10 | ..... | 3½ | 3 25 | 3 40 |
| Patna, per lb | 4 25 | 4 50 | 4¾ | 5 | 5 | 6 |
| Japan | 4 40 | 4 90 | 5½ | 6 | 5 | 6 |
| Imperial Seeta | 4 60 | 4 90 | 4¾ | 5½ | 5 | 6 |
| Extra Burmah | ..... | ..... | 4¼ | 4¾ | 4 | 5 |
| Java, extra | ..... | 5¾ | 6 | 6½ | 6 | 7 |
| Macaroni, dom'ic, per lb., bulk | 3¾ | 4¼ | ..... | 7½ | ..... | ..... |
| " imp'd, 1-lb. pkg., French | 8 | 12 | 9 | 10 | ..... | ..... |
| " " " Italian | 8 | 10 | 11 | 12½ | ..... | ..... |
| Sago | 3½ | 3½ | 3¾ | 4¼ | 4¾ | 5 |
| Tapioca | ..... | 8 | 3½ | 3¾ | 4½ | 5 |

## If You Have Money to Burn




Why! Go burn it. There is 10 times more satisfaction in burning money than in losing it in driblets, through carelessness of clerks, or disputed accounts. Who that has "passbook" customers, has not had accounts disputed and partially repudiated? The best way to avoid all complications and misunderstandings is as follows:

### If a Man Wants Credit

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

**For Sale in Canada by** The Eby, Blain Co., Limited, Toronto.
C. O. Beauchemin & Fils, Montreal.

***ALLISON COUPON CO.,*** *Manufacturers,*
***Indianapolis, Indiana.***




**Hock Style**
(Imperial Pint)

## 14 Years' Experience

in refining and bottling Lime Juice with up-to-date methods and latest improved apparatus, using nothing but the best Crude Juice as our raw material, enables us to put on the market **THE BEST VALUE** in bottled and bulk Lime Juice. Our prices are reasonable, consistent with high quality, and at the same time little more than half the cost of imported brands of equal quality.

**NOW,** as the hot weather will soon be with us, do not hesitate to stock our

## "Sovereign" Lime Juice

You stand to win a good profit, without chance of loss, as we guarantee every bottle. . . . .

**SIMSON BROS. CO., Limited,**
Wholesale Druggists,
**HALIFAX, N. S.**

## If you want to please your customers give them

# JAMES' "DOME" LEAD

## It's an old timer, but right.

## Gillard's Sauce

Is still the best and cheapest.

## Gillard's Pickle

The most delicious English pickle made.

We beg to notify that we have appointed Messrs. Hilton, Gibson & Co., of Winnipeg, as our agents for Manitoba and the Northwest Territories.

**GILLARD & CO., Limited, LONDON, ENG.**

## THE PROPOSED BREAD AGREEMENT.

The Subject Discussed by the Grocers' Section of the Retail Merchants' Association.

THE regular monthly meeting of the Grocers' Section of the Retail Merchants' Association of Canada, Toronto branch, was held last Monday evening, July 14, 1902, in their board room, corner of Bay and Richmond streets, F. C. Higgins, chairman, presiding.

A committee was present from the Bakers' Section of the Association to discuss the proposed changes in the sale of bread which had been considered by a joint committee from both the Bakers' and Grocers' Sections.

The agreement was read clause by clause, and some amendments were made thereto, when it was finally adopted by the meeting. Among other conditions the following are proposed: Instead of bakers' leaving bread for sale as they do now, it is proposed that they make their sales outright, so as to avoid the possibility of having the stale bread put on the market at a reduced price and giving a wrong impression to the public as to what bread is actually selling at, and thus injuring legitimate profits.

The proposition will also give the grocers 1c. profit on each loaf instead of ½c., as at present. The date on which the price of bread will be changed will be made known in ample time to give every grocer notice to provide for it when it takes effect.

The question of the operation of the price restrictive plan regarding its application to shredded wheat was fully discussed, and it was reported that a few retail grocers and one wholesale grocer, who had signed the agreement with the company, have been making every effort to purchase shredded wheat through roundabout sources, so as to defeat, if possible, the purposes of the Shredded Wheat Co.

The Shredded Wheat Co., however, have decided that the contracts must be lived up to, and they are determined to enforce them to the fullest extent, and a resolution was unanimously adopted calling upon all retail grocers who have the welfare of the trade at heart to give the Natural Food Co. every assistance in the matter. The agreement will shortly be put into operation in the United States, and it can then be carried out effectually.

The committee who have in charge the arranging for the subjects for discussion at the convention to be held on September 9 and 10 will bring in their report at a special meeting to be held next week.

### A NEW BRUNSWICK SARDINE FIRM.

J. Sutton Clark, of St. George, N.B., who has for several years carried on at Letang, Charlotte county, an extensive business in the canning of sardines, this season established at White Head, Grand Manan, a factory for the putting up of kippered herring. The building is 30 x 80 ft. and two storeys high. A large number of people are employed and the business is rapidly developing. Mr. Clark has purchased a property at Edinburg, N.S., near Weymouth, where he proposes to erect premises for the canning of finnan haddies. The establishment will be 90 x 80 ft. and a two-storey building.

### ONTARIO APPLES FOR FRANCE.

An inquiry has been received in Toronto from a large French fruit firm asking for quotations on 100,000 bbls. of Ontario apples, this year's crop. This is believed to be the first time a Parisian house has interested itself to any extent in Ontario fruits, and the inquiry is consequently causing some interest in export fruit circles. A prominent wholesale dealer estimated this year's Ontario crop at between 300,000 and 400,000 bbls., or over double that of last year, or that of several years back. He expected prices would be very low, and thought it was a most opportune time for the taking hold of the French end of the apple exporting trade.

### HINTS TO BUYERS.

Contributors are requested to send news only not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

L. CHAPUT, FILS & CIE have just received their third cargo of Barbados molasses, the quality of which is reported very fine.

The Eby, Blain Co., Limited, report a brisk demand for Japan teas.

L. Chaput, Fils & Cie are selling gallon apples for spot, at low prices.

"Columbia" goods are selling rapidly with The Eby, Blain Co., Limited.

T. Kinnear & Co. report that they are showing exceptional quality in fine Filiatra and Patras currants.

The Eby, Blain Co., Limited, report large sales of "Sovereign" lime juice and fruit syrups.

L. Chaput, Fils & Cie have still a few boxes of Valencia raisins, fine off-stalks and four-crown layers, which they are offering cheap.

The attention of the trade is called to the advertisement in this issue of 65 ½-chests of new Japan and China green teas offered by E. D. Marceau.

Lorimer's Lemonade Crystals are having a brisk sale with The Eby, Blain Co., Limited.

W. P. Downey will receive a consignment of citron, orange and lemon peels, direct from Livorno, Italy, about September 7.

The Eby, Blain Co., Limited, have just received a car of Californian prunes of all sizes, which they are offering at low prices.

W. P. Downey, Montreal, has just received a large consignment of raisins from Denia, from Andres & Co., whom he represents in Canada.

### SITUATION WANTED.

WANTED—POSITION AS MANAGER OR salesman in grocery business. Seven years' experience. Apply Box 96, CANADIAN GROCER, Toronto. (30)

FRASER GROWS FRUIT

WRITE OR WIRE

J. D. FRASER

Leamington,

for Early Tomatoes, Cucumbers, Muskmelons, PEACHES and Watermelons by the car load.

HOW TO WRITE Show Cards.



This means to the merchant a more up-to-date store and a vast increase in sales; to the window trimmer and salesman, advancement and an increase in salary. My Book of Instruction at One Dollar is the most complete work of the kind yet published. It covers the entire field, revealing all the card-painter's secrets. It will teach you the art from its rudiments to the production of the most difficult and finished work during leisure hours at home. W. Edwards, Box 315 Carleton Place, Ont

BUY

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers

See that you get them.

# Be one of the FIRST, not the LAST

to sell and recommend British Grown Green Tea.

We all wave the flag, but do we do all we can to help keep it supreme?

On equal terms do we always buy goods that are grown or manufactured under the Union Jack?

Ceylon and Indian Black Teas have captured nearly the whole black tea trade, just because they are the best black teas that are grown.

Ceylon Green Teas are just as good and are sure to displace all other green teas.

Why hang on to Japs and Chinas any longer? Everything is in favor of Ceylon Green—quality, profit, patriotism.

One trial of **RED ROSE** Green Ceylon Tea will convince you that these statements are correct.

## T. H. Estabrooks

**Tea Importer and Blender.** - - **ST. JOHN, TORONTO, WINNIPEG.**

# Pure Gold Jelly Powder

# Pure Gold Flavoring Extracts

# Pure Gold Baking Powder

**WE MAKE THE DEMAND, YOU SELL THE GOODS EASILY.**

# The Tea and Coffee Industry of India.

THE CANADIAN GROCER is in receipt of The Planting Directory of South India for 1902. The directory furnishes a comprehensive list of the principal coffee, tea, cinchona and cardamon estates of South India, with the names of their owners and managers, and details of acreage, elevation and rainfall.

The actual area planted with coffee in South India in 1900 was close on 250,000 acres. This practically represents the whole coffee area of India. The production was 21,582,003 lb. Of the above acreage more than half is owned by Europeans, whose plantations vary from 50 to 400 or 500 acres.

The area devoted to tea in South India is still small, but it has increased rapidly of late years. In 1900, the total acreage was over 31,000, as against 491,000 for the rest of India—or about 6 per cent. of the whole; whereas 10 years earlier it was under 11,600 acres, or a little over 3 per cent. of the whole acreage at that time. The variety of tea most in favor is a good type of Assam hybrid, but for low elevations the pure Assam Indigenous is preferred.

Cinchona, owing to overproduction, appeared a few years ago to be virtually extinct, but there has been a small revival and some planters have done well with this crop of late.

At the end of 1900, there were 245 405 acres of land under coffee in India, all, with the exception of 387 acres, in Southern India. The production of coffee is restricted for the most part to a limited area in the elevated region above the southwest coast; the coffee lands of Mysore, Coorg, and the Madras districts of Malabar and the Nilgiris comprising 88 per cent. of the whole area under the plant in India. About 52 per cent. of this area is in Mysore, where there were 128,057 acres in 1900, and the plant is grown on 99,088 acres, being 40 per cent of the whole, in the British district of Coorg (68,596 acres), the Nilgiris and Malabar (30,492 acres). In Madras there is no extensive cultivation except in these two districts and in Salem and Madura. Coffee is also grown, but on a very restricted scale, in Burma, Assam, Bengal and Bombay. There were 22,128 persons permanently and 91,685 temporarily employed on the coffee estates in 1900, making a total of 113,813 persons, which is equal to one person to about 2.16 acres.

The following figures are the average of the 10 years ending 1900 1:

| | Lb. |
|---|---|
| Indian coffee— | |
| Production | 30,040,608 |
| Exports | 30,163,056 |
| Foreign coffee— | |
| Imports | 1,529,819 |
| Exports | 737,520 |

The figures indicate that the Indian producer of coffee has no local market on which he can depend for the consumption of any portion of his production. He is entirely dependent upon the external markets. As France takes on an average about a third of the whole quantity exported, it is obvious that the Indian coffee producer has an intimate interest in the outcome of the question at present under discussion of the application to Indian coffee into France of a rate of duty higher than that which is imposed upon Brazilian coffee.

The area under tea in India at the end of 1900 extended over 522,487 acres, nearly two-thirds (64.6 per cent.) being in the valleys of the Brahmaputra and Surma, which contain as much as 337,327 acres, namely, 204,985 in Assam (the Brahmaputra valley) and 132,342 in Cachar and Sylhet (the Surma valley). In extent of cultivation Bengal comes next, the area under tea being 134 572 acres, or 25.8 per cent. of the whole, and a little more than that in the Surma valley. The production of tea is, therefore, to the extent of nine-tenths of the whole area limited to the two provinces of Assam and Bengal.

Tea cultivation in India has been mainly concentrated in tracts where a heavy rainfall and a humid and equable climate permit of repeated flushes and pluckings of the leaf. In the valleys of the Brahmaputra and Surma the yield averages about 468 lb. to the acre; in Jalpaiguri (the Dooars), 484 lb.; in Darjeeling about 279 lb.; in the northwestern provinces it is 309 lb.; in Travancore it is stated at 360 lb. Elsewhere it is much lower.

The area under tea has expanded from year to year without a pause during the 16 years up to 1900. In 1885 the area was about 284,000 acres; in 1900 it had increased to 522,487 acres, the increase being in the ratio of 84 per cent.

As much as 107,000 acres have been added to the area under tea during the last five years. This area, in full bearing, will yield at least 40,000,000 lb. of tea per year.

The plantations vary greatly in size. In Assam, where the industry is mainly carried on by Europeans with ample capital, where fusions of estates have been in progress for some years in view of economy of management, and where most plantations have large unplanted areas attached to them, the area of a plantation averages as much as 1,318 acres. In Bengal the average area of a plantation is 734 acres; in the Northwestern Provinces the average falls to 121 acres, while in the Punjab, where natives grow extensively in the Kaugra valley there are only about 4 acres to each plantation. In Madras the average is about 172 acres, and in Travancore, 445 acres. The quantity of tea produced has increased in much greater ratio than the area under cultivation, for, while the area has increased 84 per cent., the increase in production has been 176 per cent.

The following is the statement of the actual increase of production each year over the production of the preceding year:

| | Lb. |
|---|---|
| 1886 | 10,899,835 |
| 1887 | 9,826,270 |
| 1888 | 7,340,402 |
| 1889 | 7,250,331 |
| 1890 | 4,993,531 |
| 1891 | 11,831,496 |
| 1892 | —1,873,628 |
| 1893 | 10,253,626 |
| 1894 | 2,465,144 |
| 1895 | 8,694,783 |
| 1896 | 13,018,227 |
| 1897 | —2,643,846 |
| 1898 | 3,693,172 |
| 1899 | 24,322,055 |
| 1900 | 15,663,209 |

The number of persons employed in the tea industry in 1900 is returned at 621,287 permanently and 98,446 temporarily, or altogether a little below three-quarters of a million (719,733) persons, which would work out to about 1.38 persons to the acre.

The tea produced in India is exported, mainly to the United Kingdom, to the extent of about 96.6 per cent. of the average production.

The production of tea in India and Ceylon has increased so much more rapidly than the consumption in the United Kingdom, which is the principal market for these teas, that there has been a heavy fall in price, and the tea industry is at the moment in a position of great embarrassment. Producers are busily engaged seeking relief from the introduction of economies, and from the enlargement of markets other than that in the United Kingdom.

Planting Directory is published by Planting Opinion, Madras, and its price is two rupees.

## A BIG TEA ORDER.

A Toronto broker is just in receipt of a cable from Colombo, Ceylon, accepting an order for twenty-four hundred chests of Ceylon green tea given by a Toronto house.

**Altho'** the weather has been unseasonable there will still be pickles. Therefore, vinegar required. We ship direct from our factory, guaranteed strength, and during July and August will prepay freight.

ENGLISH MALT PROOF
TRIPLE CRYSTAL CIDER
STRONG PICKLING
and the vinegar of commerce which is called X X X.

**F. J. CASTLE, - OTTAWA.**

Established 1845. MODERN MACHINERY. UP-TO-DATE METHODS. Established 1845.



1 and 2-lb. Tins.

# WHY EXPERIMENT

when you can command the perfected products of 57 years' study and experience? **IT IS NO EXPERIMENT** to try **S.H. & A.S. EWING'S** high-grade COFFEE and SPICES, but it will prove well worth the progressive grocer's time to personally test and be convinced of the superior aromatic flavor which characterizes our high-grade Coffee. Compare the quality and uniform excellence of our Spices with others on the market. Handle **S. H. & A.S. EWING'S** goods and feel secure that you have got the best that long experience and improved methods can produce.

**S. H. & A. S. EWING,** Montreal Coffee and Spice Steam Mills, 55 Cote St., MONTREAL, P.Q.

Subscribers wanting goods or special quotations on anything anywhere in Canada, at any time, can get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto or Montreal.

**COX'S GELATINE** Always Trustworthy
ESTABLISHED 1725.

Agents for Canada:
C. E COLSON & SON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO., Toronto, St. John, N.B., and Montreal

SEASON 1902.

**Butter Tubs**

Order now—ship when required. Best goods—fair price.

WALTER WOODS & CO.
HAMILTON.

Established 1862.

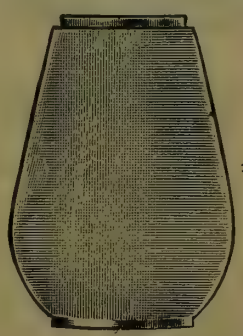
**E. THOMPSON & CO.**
LIVERPOOL,
Offices—11 Victoria St. . . . ENG.
Warehouses—48-52 Thomas St.

We solicit correspondence and offers of all kinds of **CANNED GOODS** and **DRIED FRUITS**, etc., suitable for the English and Continental markets. Consignments will receive best attention and advances made when required.

REFERENCE—Canadian Bank of Commerce.

American Agent—
G. H. THOMPSON,
107 Hudson St., NEW YORK.

ARE YOU USING OUR



Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?

Give them a Trial.
THE SYDENHAM GLASS CO.,
of WALLACEBURG, Limited.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Toronto Fruit Merchants.

*McWilliam & Everist*

Commission Merchants. Fruit Importers and Exporters.
Canadian Apples a Specialty.

CORRESPONDENCE SOLICITED.

Quote us if you have anything to offer.
Ask for our prices when requiring fruit.

25 and 27 Church St., TORONTO, Can.
Long Distance 'Phone Main 645.
Warehouse 'Phone Main 3394.

**Raspberries**

**Watermelons. Tomatoes**

Fresh arrivals daily at lowest market price.
Full stock of Oranges, Lemons and Bananas always on hand.

**HUSBAND Bros. & Co.**
82 Colborne St., TORONTO.
Phones, Main 54, Main 3428.

## BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

THE creditors of A. H. Pare, general merchant, Point de Maskinonge, Que., will meet on July 26.

A. L. Kent is curator of Riorden Bros., traders, Montreal.

Gagnon & Co. are the curators of J. N. Cabana, grocer, Montreal.

J. C. De L'Eglise, grocer, St. Tite, Que., has assigned to V. E. Paradis.

The creditors of R. T. Stone & Co., general merchants, Melanchton, Ont., meet on July 29.

Miss Sarah Smith, general merchant, Metapedia, Que., has compromised at 30c. on the dollar cash.

A chattel mortgagee is in possession of the premises of Murphy & Co., grocers, Sturgeon Falls, Ont.

The creditors of Organ, Elliott & Co., dealers in wholesale grocers' sundries, Montreal, had a meeting on July 22.

Benjamin Gallant, general merchant, Bloomfield Station, P.E.I., is offering to compromise at 25 per cent. cash.

PARTNERSHIPS FORMED AND DISSOLVED.

Leclerc & Frere, grocers, Montreal, have dissolved.

C. R. Stewart & Co., general merchants, Rosenfield, Que., are dissolving. C. K. Stewart will continue alone.

SALES MADE AND PENDING.

The stock of Ferd. Decarie, grocer and liquor merchant, Montreal, has been sold.

The assets of Crabbe & Co., wholesale jobbing confectioners, Ottawa, have been sold.

The stock of W. E. Rood & Co., grocers, Halifax, N S., is advertised for sale by sheriff.

A. M. Blackburn, baker and confectioner, Wolseley, N.W.T., is advertising his business for sale.

Tweed & Ewart, general merchants, Medicine Hat, N.W.T., are advertised to retire from business.

CHANGES.

James Fenley, trader, Montreal, has registered.

Berthelette & Cie, grocers, Montreal, have registered.

A. O'Brien & Co., confectioners, Montreal, have registered.

Wm. Bently, grocer, Toronto, has sold out to W. B. Markle.

V. Lopez & Co., exporters of butter, Montreal, have registered.

S. E. Harris, grocer, London, Ont., has sold out to Norman McLeod.

A. A. Laferriere & Cie, general merchants, Villeray, Que., have registered.

Wallace King, fruiterer, Morden, Man., has sold out to John McConnell.

H. Cooke & Sons, general merchants, Farnham, Que., have registered.

John Fairley, general merchant, Carberry, Man., is succeeded by T. R. Brough.

Hilton, Gibson & Co., manufacturers' agents, Winnipeg, are out of business.

S. B. Baxter, general merchant, Eden, Que., has sold out to G. W. Waggoner.

J. M. Dale, general merchant, Port Hammond, B.C., is succeeded by S. S. Ray.

The estate of R. Hill, general merchant, Ballantrae, Ont., has been sold to W. H. Jones.

C. W. Lavers, cigar dealer, etc., North Sydney, N.S., has sold out to N. N. McLeod.

Walter Le Roux, general merchant, etc., Sandy Point, is opening a branch at St. George.

George W. Parker, grocer and provision dealer, Sydney, N.S., is succeeded by Parker & Ervin.

Parsons & Rogers, wholesale fruiterers aud produce merchants, Winnipeg, Man., are succeeded by A. E. Parsons & Co.

FIRES.

Mrs. C. Rosa Docile, baker, Extension, B.C., has sustained loss by fire.

John A. Snow, liquor merchant, Louisburg, N.S., was burned out.

DEATHS.

J. A. Graves, of Graves Bros., general merchants, Tilsonburg, Ont., is dead.

James A. Chipman, of James A. Chipman & Co., brokers and flour and feed merchants, Halifax, is dead.

## FRUIT MARKS JUDGMENT.

The fruit division of the Agricultural Department, Ottawa, has received notice of the judgment rendered in the appealed James case. The appeal was largely for the purpose of settling certain technical matters arising in connection with the enforcement of the Fruit Marks Act. The judgment makes clear the following points: 1. Either end or both ends of a barrel is held to be the "faced" or "shown" surface. 2. The brand or other mark does not determine the face. 3. Having in possession or offering for sale fraudulently packed fruit, even if the vendor does not know it to be such, is an offence. 4. Fruit admitted by all parties not to be for sale isnot subject to the provision of the Act.

## "CATCHY" BULLETINS AND CARDS.

The grocers, butchers and other retail merchants in small towns or cities, who wish to follow up-to-date methods of securing business through catchy bulletins and show-cards, will find a knowledge of the art of show-card and ticket lettering of the very greatest value to themselves. Neatness and proper display are strong factors in drawing trade. Neat show-cards and price tickets both add to the effectiveness of display and bring the important element of the price to the buyer's attention in a pleasing manner. W. Edwards, Carleton Place, Ont., offers in this issue a book of instruction at $1, postpaid, which will teach you this art in a thorough and practical manner. See it.

POPULARITY is the proof of merit, and no brand has ever achieved popularity so quickly as

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

BOBS costs you only 36 cents, and pays a good profit.
BOBS is well advertised.
BOBS is selling well in almost every store from the Atlantic to the Pacific.
BOBS is A BIG PLUG FOR LITTLE MONEY

Made by
THE EMPIRE TOBACCO CO., LIMITED
MONTREAL, QUE.

The merits and superiority of

# CEYLON TEA

## BLACK AND GREEN

are the principal factors that have led to the growing desirability among the public for this . . .

## healthy, pure, clean, delicious

tea. Facts and figures prove that it is the leading and best-selling tea of to-day. Its high-quality will always retain the position of **LEADER** it now holds.

WHY ARE

# Southwell's

## *Jams*




superior to all other Imported Lines ?

**Because** each Jam has the individual flavor of its own fruit.

Many imported Jams taste all alike.

## Southwell's Don't.

WRITE FOR PRICE LIST, ETC.

## FRANK MAGOR & CO.

16 St. John St., MONTREAL.

DOMINION AGENTS

# Austrian Sugar

ON SPOT—TO ARRIVE or FOR IMPORT.

Samples and quotations on application.

## *ALEX. WILLS,*

27 St. Sacrament Street, - - - MONTREAL.

## H. N. Bate & Sons, Ottawa, Can.

Agents for

STRICTLY UNCOLORED

## Anglo-Saxon Ceylon Green

Same Drawing Qualities as Japaan

Put up in 1-lb. lead packages. 24 packages in case.

Wholesale, 19 cents per lb. Retail, 25 cents per lb.

Sale Guaranteed or can be returned at our expense.

With four cases of above we give one of our handsome polished oak paper bag holders. Best in the market.


# Current Market Quotations for Proprietary Articles

July 24, 1902.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. If a change is made, either an advance or decline, it is referred to in the market reports, as a matter of news whether manufacturers request it or not.

### BAKING POWDER.

| Cook's Friend— | Per doz. |
|---|---|
| Size 1, in 2 and 4 doz. boxes | $ 2 40 |
| " 10 , in 4 doz. boxes | 2 10 |
| " 2 in 6 " | 80 |
| " 12, in 6 " | 70 |
| " 3, in 4 " | 45 |
| Pound tins, 3 doz. in case | 3 00 |
| 12oz. tins, 3 " " | 2 40 |
| 5-lb. tins, ⅞ " " | 14 00 |

| Diamond— | W. H. GILLARD & CO. |
|---|---|
| 1 lb. tins, 2 doz. in case.....per doz. | 2 00 |
| ½ lb. tins, 3 " " " | 1 25 |
| ¼ lb. tins, 4 " " " | 0 75 |

IMPERIAL BAKING POWDER.

| Cases Contain. | Sizes of Cans. | Per Doz. |
|---|---|---|
| 4 doz. | 10c. | $0 85 |
| 3 " | 6-oz. | 1 75 |
| 1 " | 12-oz. | 3 50 |
| 2 and 3 doz. | 12-oz. | 3 40 |
| 2 and 3 doz. | 16-oz. | 4 35 |
| ½ doz. | 2½-lb. | 10 50 |
| 1 doz. | 2½-lb. | 10 40 |
| ½ and 1 doz. | 5-lb | 19 50 |

MAGIC BAKING POWDER

| Cases Contain. | Sizes of Cans. | Per Doz. |
|---|---|---|
| 4 doz. | 5c | $ 40 |
| 4 " | 4-oz. | 0 65 |
| 4 " | 6-oz. | 0 80 |
| 4 " | 8-oz. | 1 00 |
| 4 " | 12-oz. | 1 50 |
| 2 " | 12 oz. | 1 55 |
| 4 " | 16-oz. | 1 80 |
| 2 " | 16-oz. | 1 85 |
| 1 " | 2½-lb. | 4 50 |
| 1 " | 5-lb. | 7 75 |
| 2 " Assrd | 6-oz. | Per case. |
| 1 " Assrd | 11-oz. | $1 90 |
| 1 " Assrd | 16-oz. | |

JERSEY CREAM BAKING POWDER

| | |
|---|---|
| ⅛ size, 5 doz. in case | 40 |
| ¼ size, 4 doz. in case | 75 |
| ½ " 3 " " | 1 25 |
| 1 " 2 " " | 2 25 |

VIENNA BAKING POWDER.

| | Per doz. |
|---|---|
| 1 lb. tins, 4 doz. in box | $1 25 |
| ½ lb. tins, 4 " " | 1 25 |
| ¼ lb. tins, 4 " " | 75 |
| 3 oz. in paper, 4 doz. in box | 70 |
| 5 " " 4 " " | 35 |

### BLACKING.

SHOE POLISH.

HENRI JONAS & Co.

| | Per gross |
|---|---|
| Jonas' | $9 00 |
| Froments | 7 50 |
| Military dressing | 24 00 |

### BLUE.

| | |
|---|---|
| Keen's Oxford per lb. | $0 17 |
| In 10 box lots or case | 0 16 |
| Reckitt's Square Blue 12-lb. box | 0 17 |
| Reckitt's Square Blue, 5 box lots | 0 16 |

### BLACK LEAD.

| | |
|---|---|
| Reckitt's per box | 1 15 |

Box contains either 1 gro., 1 oz. size; ½ gro., 2 oz. or ¼ gro. 4 oz

### CORN BROOMS

BOECKH BROS & COMPANY doz. net.

| | |
|---|---|
| Bamboo Handles, A, 4 strings | 4 35 |
| " " B, 4 strings | 4 10 |
| " " C, 3 strings | 3 85 |
| " " D, 3 strings | 3 60 |
| " " F, 3 strings | 3 35 |
| " " G, 3 strings | 3 10 |
| " " I, 3 strings | 2 85 |

### BISCUITS.

CARR & CO. LIMITED.

Frank Magor & Co., Agents

| | |
|---|---|
| Cafe Noir | 0 15 |
| Ensign | 0 12¾ |
| Metropolitan mixed | 0 09 |

Special price list of Fancy Tins for Xmas trade and other lines on application.

### CANNED GOODS.

MUSHROOMS.

HENRI JONAS & Co.

| | |
|---|---|
| Mushrooms, Rionel | $15 50 |
| " 1st choice Dutheil | 18 50 |
| " 1st choice Lenoir | 19 50 |
| " extra Lenoir | 22 00 |

Per case, 100 tins.

FRENCH PEAS—DELORY'S

HENRI JONAS & Co.

| | |
|---|---|
| Moyen's No 2 | $9 00 |
| " No. 1 | 10 50 |
| ½ Fins | 12 50 |
| Fins | 14 00 |
| Tres fins | 15 00 |
| Extra fins | 16 50 |
| Sur extra fins | 18 00 |

FRENCH SARDINES.

HENRI JONAS & Co.

| | |
|---|---|
| ¼ Trefavennes | $9 50 |
| ¼ Rolland | 9 50 10 00 |
| ¼ Delory | 10 50 |
| ¼ Club Alpins | 2 50 |

### CHOCOLATES & COCOAS.

THE COWAN CO. LIMITED.

| Cocoa— | |
|---|---|
| Hygienic, 1-lb. tins, per doz | $7 25 |
| " ½-lb. tins " | 3 75 |
| " ¼-lb. tins " | 2 25 |
| " fancy tins " | 0 90 |
| Hygienic, 5-lb tins, for soda water fountains, restaurants, etc. per lb | 0 55 |
| Perfection, ½-lb. tins, per doz | 3 00 |
| Cocoa Essence, sweet, ½-lb. tins, per doz | 2 25 |
| Chocolate— | per lb. |
| Queen's Dessert, ¼'s and ½'s | $0 40 |
| " 6's | 0 42 |
| Mexican Vanilla, ¼'s and ½'s | 0 35 |
| Royal Navy Rock " | 0 30 |
| Diamond " " | 0 25 |
| " 8's | 0 28 |

JOHN P. MOTT & CO.'s

R. S. McIndoe, Agent, Toronto.

| | |
|---|---|
| Mott's Broma per lb | 0 30 |
| Mott's Prepared Cocoa | 0 28 |
| Mott's Homeopathic Cocoa (¼'s) | 0 3 |
| Mott's Breakfast Cocoa (in tins) | 0 40 |
| Mott's No. 1 Chocolate | 0 30 |
| Mott's Breakfast Chocolate | 0 28 |
| Mott's Caraccas Chocolate | 0 40 |
| Mott's Diamond Chocolate | 0 23 |
| Mott's French-Can. Chocolate | 0 18 |
| Mott's Navy or Cooking Chocolate | 0 18 |
| Mott's Cocoa Nibbs | 0 35 |
| Mott's Cocoa Shells | 0 05 |
| Vanilla Sticks, per gross | 0 90 |
| Mott's Confectionery Chocolate | 0 21 0 43 |
| Mott's Sweet Chocolate Liquors | 0 19 0 30 |

| Chocolate— FRY'S. | per lb. |
|---|---|
| Caraccas, ¼'s, 5-lb. boxes | 0 42 |
| Vanilla, ¼'s | 0 42 |
| "Gold Medal" Sweet, ¼'s, 5 lb. bxs | 0 29 |
| Pure, unsweetened, ¼'s, 5 lb. bxs | 0 42 |
| Fry's "Diamond," ¼'s, 14 lb. bxs | 0 24 |
| Fry's "Monogram," ⅛'s 14 lb. bxs | 0 24 |

| Cocoa— | per doz |
|---|---|
| Concentrated, ¼'s 1 doz. in box | 2 40 |
| " ½'s, " | 4 50 |
| " 1 lbs. " | 8 25 |
| Homoeopathic, ¼'s 14 lb. boxes | |
| " ½ lbs. 12 lb. boxes | |

| | |
|---|---|
| Epps's cocoa, case of 14 lbs., per lb. | 0 35 |
| Smaller quantities | 0 37½ |

CADBURY'S.

Frank Magor & Co., Agents.

| | per doz |
|---|---|
| Cocoa essence, 3 oz. packages | $1 65 |
| Mexican chocolate, ⅛ and ⅙ lb. pkgs. | 0 40 |
| Rock Chocolate, loose | 0 40 |
| " " 1-lb. tins | 0 42 |
| Nibs, 11-lb. tins | 0 35½ |

CHOCOLATE-MENIER.




| | |
|---|---|
| Chocolate-Menier | ⅛ and ½s 36c. per lb. |
| Croquettes and Pastilles | 1⅛ 4c. per cake. 20c. or per case |
| Menier Breakfast Cocoa of 108 | $30. |
| " " ½-lb. tins | 13c. |
| " " 1-lb. " | 25c. |
| | 50c. |

WALTER BAKER & Co., LIMITED.

| | per lb. |
|---|---|
| Premium No. 1 chocolate, 12-lb boxes | $ 38 |
| Vanilla chocolate 6-lb boxes | 47 |
| German sweet, 6-lb. boxes | 27 |
| B'kfast cocoa, ½-lb. tins, plain ; 6-lb. boxes | 51 |
| Cracked cocoa, ½-lb. pkgs. 12-lb. bxs. | 35 |
| Caracas sweet chocolate, 6-lb. boxes | 37 |
| Soluble chocolate (hot or cold soda) 1-lb. cans | 45 |
| Vanilla chocolate wafers, 48 to box, per box | 1 56 |

### CHEESE.

| | |
|---|---|
| Imperial—Large size jars, per doz. | $ 8 25 |
| Medium size jars | 4 50 |
| Small size jars | 2 40 |
| Individual size jars | 1 00 |
| mperial Holder—Large size | 18 00 |
| Medium size | 15 00 |
| Small size | 12 00 |
| Roquefort—Large size, per doz | 2 40 |
| Small size | 1 40 |

# "THE EDWARDSBURG BRANDS"

# Starch

## . . and Syrup

Are well known all over the Dominion as a **STANDARD OF QUALITY.** ASSORTED STOCKS of all styles of packages now on hand, and PROMPT SHIPMENT guaranteed.

**EDWARDSBURG STARCH CO'Y, Limited**

**Established 1858.**

164 St. James St., MONTREAL.

Works: CARDINAL, ONT.

53 Front St. East, TORONTO.


### COFFEE.

JAMES TURNER & CO.

| | per lb. |
|---|---|
| Mecca | 0 32 |
| Damascus | 0 28 |
| Cairo | 0 20 |
| Sirdar | 0 17 |
| Old Dutch Rio | 0 12½ |

E. D. MARCEAU, Montreal.

| | per lb. |
|---|---|
| Old Crow" Java | 0 25 |
| " Mocha | 0 25 |
| "Condor" Java | 0 30 |
| " Mocha | 0 30 |
| 15-year-old Mandheling Java and hand-picked Mocha | 0 50 |
| 1-lb. Fancy tins choice pure coffee, 48 tins per case | 0 20 |
| Madam Huot's Coffee, 1-lb. tins | 0 31 |
| " " " 2-lb. tins | 0 30 |

100 lb. delivered in Ontario and Quebec.

### CLOTHES PINS.

UNITED FACTORIES, LIMITED.

| | |
|---|---|
| Clothes Pins (full count), 5 gross in case, per case | 0 57 |
| doz. packages 12 to a case) | 0 72 |
| doz. packages (12 to a case) | 0 92 |

### COUPON BOOKS—ALLISON'S.

For sale in Canada by—The Eby, Blain Co., Limited, Toronto C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

| | Unnumbered | Covers and Coupons numbered. |
|---|---|---|
| In lots of less than 100 books, 1 kind assorted | 4c. | 4½c. |
| 100 to 500 books | 3½c. | 4c. |
| 500 to 1,000 books | 3c. | 3¼c. |

Allison's Coupon Pass Book

| | |
|---|---|
| 1 00 books | 3 cents each |
| 2 00 books | 3 cents each |
| 3 00 books | 3 cents each |
| 5 00 books | 4 cents each |
| 10 00 books | 5½ cents each |
| 15 00 books | 6½ cents each |
| 20 00 books | 7½ cents each |
| 25 00 books | 8 cent each |
| 50 00 books | 12 cent each |

### EXTRACTS.

HENRI JONAS & Co.

| | Per gross. |
|---|---|
| 8 oz. London Extracts | $6 00 |
| 2 oz. " " (no corkscrews) | 5 50 |
| 2 oz. " " | 9 00 |
| 2 oz. Spruce essence | 6 00 |
| 2 oz. " " | 9 00 |
| 2 oz. Ancho extracts | 12 00 |
| 4 oz. " " | 21 00 |
| 1 oz. " " | 36 00 |
| 1 lb. " " | 70 00 |
| 1 oz. Flat " | 9 00 |
| 2 oz. Flat bottle extracts | 18 00 |
| 2 oz. Square " | 21 00 |
| 4 oz. " " corked) | 36 00 |
| 8 oz. " " | 72 00 |
| | Per doz. |
| 8 oz. " glass stop extracts | 3 50 |
| 8 oz. " " " | 7 00 |
| | Per doz. |
| 2½ oz. Round quintessence extracts | 2 00 |
| 4 oz. Jockey decanters " | 3 50 |

### FOOD.

| | Per doz. |
|---|---|
| Robinson's Patent Barley ½ lb tins | 1 25 |
| " " " 1 lb. tins | 2 25 |
| " " Groats, ½ lb. tins | 1 25 |
| " " " 1 lb. tins | 2 25 |

### LYE (CONCENTRATED).

GILLETT'S PERFUMED.

| | Per case. |
|---|---|
| 1 case of 4 doz | $ 3 00 |
| 3 cases " | 3 50 |
| 5 " " | 3 40 |

### GINGER ALE & SODA WATER

| | per doz. |
|---|---|
| Cantrell & Cochrane's Imported Ginger Ale and Club Soda Water | $1 40 |

### JAMS AND JELLIES.

SOUTHWELL'S GOODS. Frank Magor & Co., Agents.

| | per doz |
|---|---|
| Orange Marmalade | 1 0 |
| Clear Jelly Marmalade | 1 80 |
| Strawberry W. F. Jam | 2 00 |
| Raspberry " " | 2 00 |
| Apricot " " | 1 75 |
| Black Curran " | 1 85 |
| Other Jams, W. F. | 1 55 1 90 |
| Red Currant Jelly | 2 75 |

Jams— T. UPTON & CO.

| | |
|---|---|
| 1-lb. glass jars 2 doz. in case, per doz | $1 00 |
| 2½-lb. tin pail, 2 doz. in crate, per lb. | 0 07 |
| 5-lb. tin pails, 8 pails in crate, per lb | 0 06½ |
| 7-lb. wood pails, 6 " " " | 0 06½ |
| 14-lb. wood pails, per lb | 0 06½ |
| 30-lb " " | 0 06¼ |

Jellies—

| | |
|---|---|
| 1-lb. glass jars, per doz | $1 00 |
| 7-lb. wood pails, per lb | 0 06¼ |
| 14-lb. " " " | 0 06½ |
| 30-lb. " " " | 0 06¼ |

### LICORICE.

YOUNG & SMYLIE'S LIST

| | |
|---|---|
| 5-lb. boxes, wood or paper, per lb | $0 40 |
| Fancy boxes (36 or 50 sticks) per box | 1 25 |
| "Ringed" 5 lb. boxes, per lb | 0 40 |
| "Acme" Pellets, 5 lb. cans, per can | 2 00 |
| "Acme" Pellets, fancy boxes 40) per box | 1 50 |
| Tar, Licorice and Tolu Wafers, 5 lb. cans, per can | 2 00 |
| Licorice Lozenges, 5 lb. glass jars | 1 75 |
| " " 20 5 lb. cans | 1 50 |
| "Purity" Licorice 10 sticks | 1 45 |
| " " 100 sticks | 0 73 |
| Dulce large cent sticks, 100 in box. | |

### LIQUORS.

COGNAC IN CASES. Ph. Richard.

| | |
|---|---|
| S.O. Quarts, 12's | $22 50 |
| F.C. " " | 15 00 |
| F.C. 1-15 bottles, 180's | 22 00 |
| V.S.O.P. " " | 12 00 |
| V.S.O.P. pints, 24's | 13 00 |
| V.S.O.P. ½-pints, 48's | 14 00 |
| V.S.O.P. 1-15 bottles, 180's | 20 00 |
| V.S.O. quarts, 12's | 10 00 |
| V.S.O. 1-15 bottles, 180's | 18 00 |
| V.O. quarts, 12's | 8 50 |
| V.O. pints, 24's | 9 50 |
| V.O. ½-pints, 48's | 10 50 |
| V.O. 1-15 bottles, 180's | 14 00 |
| V.O. decanters, 12's | 10 50 |
| V.O. " pints, 20's | 13 00 |
| V.O. flasks, Imp. pints, with thumblers | 9 75 |
| V.O. " Reputed " " 24's | 10 50 |
| V.O. " " no " 24's | 9 50 |

Chas. Couturier.

| | |
|---|---|
| Quarts, 12's | 7 00 |
| ½ bottles, 24's | 8 00 |
| ¼ " 48's | 9 00 |
| 1-15 bottles, 180's | 13 50 |
| Flasks, 24's | 8 00 |
| ½ Flasks, 48's | 9 00 |
| Flasks, Imperial pints, Copsule, 16's | 8 00 |

F. Marion & Cie.

| | |
|---|---|
| Quarts, 12's | 6 00 |
| ½ bottles, 24's | 7 00 |
| ¼ " 48's | 8 00 |
| Flasks, reputed 24's | 7 00 |
| Flasks, ½-pints, 48's | 8 00 |
| 1-15 bottles, 180's | 12 50 |
| Flasks, Imp. pints with thumblers, 16's | 8 00 |

Cognac In Wood. Ph. Richard.

| | Gals. | Oct's. | Oct's. | Bbls. | Hhds. |
|---|---|---|---|---|---|
| Couturier | $4 00 | $3 95 | $3 85 | $3 80 | .... |
| Marion | 3 75 | 3 60 | 3 50 | 3 40 | .... |
| Ph Richard V.S.O.P | 5 50 | 5 35 | 5 25 | 5 00 | .... |
| Richard V.O. proof | 4 25 | 4 10 | 4 00 | 3 90 | 3 80 |
| Richard ½ up. proof V. O. | 4 00 | 3 80 | 3 70 | 3 50 | 3 40 |
| Richard Fine champagne | 6 00 | 5 90 | .... | .... | .... |

Gin—Pollen & Zoon, in Cases.

| | |
|---|---|
| Red, 15's | $10 00 |
| Green, 12's | 5 00 |
| Poney, 12's | 2 50 |

Gin Pollen & Zoon, in Wood.

| | Gals. | Oct's. | Oct's. | Bbls. | Hhds. |
|---|---|---|---|---|---|
| Gin, P. & Z. | $3 15 | $3 05 | $3 05 | $3 00 | $2 95 |

Mitchell Bros. Limited - Scotch.

| | 1 case. | 5 cases. |
|---|---|---|
| Heather Dew, ordinary qts. 12's | $ 7 00 | $ 6 75 |
| Heather Dew, stone jars, Imperial, 12's | 12 50 | 12 25 |
| Heather Dew, oval flasks, quart, 12's | 11 25 | 11 00 |
| Special Reserve, oval, pts. 24s | 11 75 | 11 50 |
| " " ordinary qts., 12's | 9 00 | 8 75 |
| Special Reserve, ½ bottles, pints, 24s | 10 00 | 9 75 |
| Extra Special Liqueur, flagon, 12's | 9 50 | 9 25 |
| Extra Special Liqueur, ordinary bottles, 12's | 9 50 | 9 25 |
| Heather Dew, flasks, 48's | 12 00 | 11 75 |
| " " ½ flasks, 60's | 9 00 | 8 75 |
| Mullmore, Imperial oval quart flasks, 12's | 10 00 | 9 75 |
| Mullmore, flasks, Imperial pints, 24's | 10 50 | 10 25 |
| Mullmore, flasks, ordinary pints, 24's | 7 75 | 7 50 |
| Mullmore, ½ flasks, ordinary, 48's | 9 00 | 8 75 |
| Mullmore, ordinary quarts, 12's | 6 50 | 6 25 |
| Mullmore, ordinary pints 24's | 7 50 | 7 25 |

### Scotch Whiskey in Wood.

| | Gals. | ½ Oct's. 9gals. | Oct's. 17gals. | Bbls 40gals. |
|---|---|---|---|---|
| Special Reserve | $4 50 | $4 25 | $4 15 | $3 90 |
| Heather Dew "A" | 4 00 | 3 85 | 3 75 | 3 65 |
| Extra Special Liqueur | 5 00 | 4 90 | 4 80 | 4 75 |
| Old Scotch | 3 75 | 3 70 | 3 65 | 3 50 |

### Whiskey in Cases.

Mitchell Bros., Limited—Irish.

| | |
|---|---|
| Cruiskeen Lawn, stone jar, 12's | $12 50 |
| Old Irish, flasks, Imp. quarts, 12's | 11 25 |
| " Special, quarts, 12's | 9 00 |
| " " Imp. pints, 24's | 11 75 |
| " round bottles, quarts, 12's | 6 50 |
| " round ½-bottles, pints, 24's | 8 00 |
| " 10-o. flasks, 48's | 12 00 |
| " 5-oz. flasks, 60's | 9 00 |

### Irish Whiskey in Wood.

| | Gal. | ½-Oct. | Oct. | Bbl. |
|---|---|---|---|---|
| Mitchell, "Special Old" | $4 50 | $4 40 | $4 25 | $4 10 |
| Mitchell, "Old" | 4 00 | 3 90 | 3 75 | 3 65 |
| " "B" | 3 50 | 3 40 | 3 30 | 3 25 |
| " "C" | 3 00 | 2 | 2 80 | 2 75 |

### Champagne Wine in Cases.

| | |
|---|---|
| Duc de Pierland, quarts, 12's | $14 00 |
| " " pints, 24's | 15 00 |
| Cardinal, quarts, 12's | 12 50 |
| " pints, 24's | 13 50 |
| Vve. Amiot Carte d'Or, quarts, 12's | 16 00 |
| " " " pints, 24's | 17 00 |
| " " d'Argent, quarts, 12's | 10 50 |
| " " " pints, 24's | 11 50 |

### Blandy Bros. Wine.

Blandy's Madeira Wine, in cases.

| | |
|---|---|
| Very Superior, quarts, 12's | 8 50 |
| Special Selected, quarts, 12's | 10 00 |
| London Particular, quarts, 12's | 13 00 |

Blandy's Malaga, in cases.

| | |
|---|---|
| Pale Sweet Blue Label, quarts, 12's | 7 50 |
| " White Label, quarts, 12's | 10 00 |

Blandy's Sherry, in cases.

| | |
|---|---|
| Manzanilla, quarts, 12's | 8 50 |
| Morosa, quarts, 12's | 11 00 |

Blandy's Port Wine, in cases.

| | |
|---|---|
| Good Fruity, quarts, 12's | 7 50 |
| Invalid Special, quarts, 12's | 12 00 |

Blandy Bros'. Wine in Wood.

| | Gal. | Octave. |
|---|---|---|
| Madere, No. ½ | $3 50 | $3 00 |
| " No. ⅝ | 4 50 | 4 00 |
| Malaga Pale Sweet | 3 00 | 2 75 |

### Canadian Whiskies.

| | In barrels. per gal. |
|---|---|
| Gooderham & Worts, 65 O.P. | $ 4 50 |
| Hiram Walker & Sons " | 4 50 |
| J. P. Wiser & Son " | 4 49 |
| J. E. Seagram " | 4 49 |
| H. Corby " | 4 49 |
| Gooderham & Worts, 50 O.P. | 4 10 |
| Hiram Walker & Sons " | 4 10 |
| J. P. Wiser & Son " | 4 09 |
| J. E. Seagram " | 4 09 |
| H. Corby " | 4 09 |
| Rye, Gooderham & Worts | 2 20 |
| " Hiram Walker & Sons | 2 20 |
| " J. P. Wiser & Son | 2 19 |
| " J. E. Seagram | 2 19 |
| " H. Corby | 2 19 |
| Imperial, Walker & Sons | 2 90 |
| Canadian Club, Walker & Sons | 3 60 |

Less than one bbl. per gallon.

| | |
|---|---|
| 65 O. P. | $4 55 |
| 50 O. P. | 4 15 |
| Rye | 2 25 |

## MINCE MEAT.

| | |
|---|---|
| Wethey's Condensed, per gross net | $12 00 |
| " per case of doz. net | 3 00 |

## MUSTARD.

COLMAN'S OR KEEN'S.

| | |
|---|---|
| D. S. F., ¼ lb. tins, per doz. | $1 40 |
| " ½ lb. tins, " | 2 50 |
| " 1 lb. tins, " | 5 00 |
| Durham ¼ lb. jar, per jar | 0 75 |
| " 1 lb. " " | 0 25 |
| F. D., ¼ lb. tins, per doz. | 0 85 |
| " ½ lb. tins | 1 45 |

HENRI JONAS & Co.

| | Per gross |
|---|---|
| Pony size | $7 50 |
| Imperial, medium | 9 00 |
| Imperial, large | 12 00 |
| Tumblers | 12 00 |

| | Per gross |
|---|---|
| Mugs | 13 20 |
| Pint jars | 18 00 |
| Quart jars | 4 00 |

E. D. MARCEAU Montreal.

"Condor," 12-lb. boxes—

| | |
|---|---|
| ¼-lb. tins per lb. | 0 35 |
| ½-lb. tins " | 0 33 |
| 1-lb. tins " | 0 32½ |
| 4-lb. jars per jar | 1 20 |
| 1-lb. jars " | 0 35 |

"Old Crow," 12-lb. boxes—

| | |
|---|---|
| ¼-lb. tins per lb. | 0 25 |
| ½-lb. tins " | 0 23 |
| 1-lb. tins " | 0 22½ |
| 4-lb. jars per jar | 0 70 |
| 1-lb. jars " | 0 25 |

## OLIVE OIL

| | per case |
|---|---|
| Barton & Guestier's quarts | $8 00 |
| " " pints | 9 00 |

## ORANGE MARMALADE.

T. UPTON & CO.

| | |
|---|---|
| 1-lb. glass. 2 doz. case, per doz. | $1 00 |
| 7-lb. pails and 5 and 7 lb. tins | 0 06½ |

## PICKLES.

STEPHENS'.

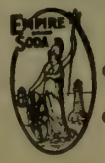
A. P. Tippet & Co., Agents.

| | |
|---|---|
| Pa ent stoppers (pints) per doz. | 2 30 |
| Corked (pints), " | 1 90 |

## SODA.—COW BRAND.




Case of 1 lbr. containing 60 pkgs., per box, $3.00.
Case of ½ lbs. (containing 120 pkgs. per box, $3.00.
Case of lbs. and ½ lbs. (containing 30 1 lbs. and 60 ½ lb. packages) per box $3.00.
Case of 5c. pkts (containing 96 pkgs) per box, $3.00.




EMPIRE BRAND.

Brunner, Mond & Co.

Case 120 ¼-lb. pkts. (60 lb.) per case $2 70.

Case 96 10-oz. pkts. (60 lb.) per case $2.80.

## SOAP




A. P. TIPPET & CO., AGENTS

Maypole Soap, colors per grs. $10.80.
Maypole Soap, black per grs. $15.30.
Oriole Soap, per gross, $10.20.

| | |
|---|---|
| Gloriola Soap, per gross | 12 00 |
| Straw Hat Polish, per gross | 10 20 |

## STARCH.

EDWARDSBURG STARCH CO., LTD.

Laundry Starches—

| | per lb. |
|---|---|
| No. 1 White or Blue, 4-lb. carton | 0 06½ |
| No. 1 " " 3-lb. " | 0 06½ |
| Canada Laundry | 0 07½ |
| Silver Gloss, 6-lb. draw-lid boxes | 0 08 |
| Silver Gloss, 6-lb. tin canisters | 0 08 |
| Edwards'g Silver Gloss, 1-lb. pkg. | 0 08 |
| Kegs Silver Gloss, large crystal | 0 07 |
| Benson's Satin, 1-lb. cartons | 0 08½ |
| No. 1 White, bbls. and kegs | 0 05¾ |
| Benson's Enamel, per box, $1 50 to | 3 00 |

Culinary Starch—

| | |
|---|---|
| Benson & Co.'s Prep. Corn | 0 07¼ |
| Canada Pure Corn | 0 05¾ |

Rice Starch—

| | |
|---|---|
| Edwardsburg No. 1 white, 1-lb. car | 0 10 |
| Edwardsburg No. 1 White or Blue, 4-lb. lumps | 0 08½ |

BEE STARCH.

| | |
|---|---|
| Cases, 64 pkgs. 48's | $5 00 |
| ⅛ Cases, 32 pkgs. 24's | 2.50 |

Packages 10c. each.

BRANTFORD STARCH WORKS, LIMITED.

Ontario and Quebec.

Laundry Starches—

| | |
|---|---|
| Canada Laundry, boxes of 40 lbs. | $0 05½ |
| Acme Gloss Starch— 1-lb. cartons, boxes of 40 lbs. | 0 06 |
| Finest Quality White Laundry— 3-lb. Canisters, cases of 48 lbs. | 0 06½ |
| 4-lb. " " " | 0 06½ |
| Barrels, 200 lbs. | 0 05¾ |
| Kegs, 100 lbs. | 0 05¾ |
| Lily White Gloss— 1-lb. fancy cartons cases 30 lbs. | 0 08 |
| 6-lb. toy trunks, 8 in case | 0 08 |
| 6-lb. enameled tin canisters, 8 in case | 0 08 |
| Kegs, ex. crystals, 100 lbs | 0 07 |
| Brantford Gloss— 1-lb. fancy boxes, cases 36 lbs. | 0 08½ |
| Canadian Electric Starch— Boxes of 40 fancy pkgs, per case | 3 00 |
| Celluloid Starch— Boxes of 45 cartons, per case | 3 50 |

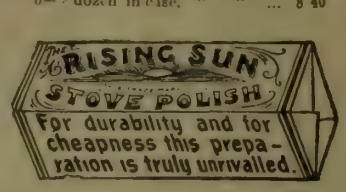
Culinary Starches—

| | |
|---|---|
| Challenge Prepared Corn— 1-lb. packages, boxes 40 lbs. | 0 05¾ |
| No. 1 Brantford Prepared Corn— 1-lb. packages, boxes 40 lbs. | 0 07¼ |
| Crystal Maize Corn Starch— 1-lb. packages, boxes 40 lbs. | 0 07¼ |

## STOVE POLISH.




| | |
|---|---|
| No. 4—3 dozen in case, per gross | 4 80 |
| " 6—2 dozen in case, " " | 8 40 |




| | Per gross |
|---|---|
| Rising Sun 6-oz. cakes, ⅓-gross boxes | 50 |
| Rising Sun, 3-oz. cakes, gross boxes | 4 50 |
| Sun Paste 10c. size, ⅓ gross boxes | 10 00 |
| Sun Paste, 5c. size, ¼ gross boxes | 5 00 |




## TEAS.




SALADA CEYLON.

| | Wholesale | Retail |
|---|---|---|
| Brown Label, 1's | 0 20 | 0 25 |
| " ½'s | 0 21 | 0 26 |
| Green Label, 1 and ½'s | 0 22 | 0 30 |
| Blue Label, 1s, ½s, ⅛s and ⅟₁₆s | 0 30 | 0 40 |
| Red Label, 1s and ½s | 0 36 | 0 50 |
| Gold Labe ½s | 0 44 | 0 60 |




Ceylon Tea, in 1 and ½ lb. lead packages black or mixed.

| | |
|---|---|
| Black Label, 1-lb., retail at 25c | 0 19 |
| " ½-lb., " " " | 0 20 |
| Blue Label, retail at 30c | 0 22 |
| Green Label " 40c | 0 28 |
| Red Label " 50c | 0 35 |
| Orange Label, retail at 60c | 0 42 |
| Gold Lab " 80c | 0 55 |




| | | |
|---|---|---|
| Cases each 60 1-lbs. | .... | 0 35 |
| " " 60 ½-lbs. / 30 1-lbs. | .... | 0 35 |
| 120 ¼-lbs | .... | 0 36 |




LUDELLA CEYLON, 1's AND ½'s PKGS.

| | | |
|---|---|---|
| Blue Label, 1's | 0 18½ | 0 25 |
| Blue Label, ½'s | 0 19 | 0 25 |
| Orange Label, 1's and ½'s | 0 21 | 0 30 |
| Brown Label, 1's and ½'s | 0 28 | 0 40 |
| Brown Label, ¼'s | 0 30 | 0 40 |
| Green Label, 1's and ½'s | 0 35 | 0 50 |
| Red Label, ½'s | 0 40 | 0 60 |

CROWN BRAND

| | Wholesale | Retail |
|---|---|---|
| Red Label, 1-lb. and ½'s | 0 35 | 0 50 |
| Blue Label, 1-lb. and ½'s | 0 28 | 0 40 |
| Green Label, 1-lb. | 0 19 | 0 25 |
| Green Label, ½'s | 0 20 | 0 25 |
| Japan, 1s | 0 19 | 0 25 |

E. D. MARCEAU, Montreal.

| | |
|---|---|
| Japan Teas— "Condor" I 40-lb. boxes | 0 37½ |
| "MD AAA 40-lb. boxes | 0 37½ |
| "Condor" II 40-lb boxes | 0 36 |
| " II 80-lb. " | 0 35 |
| " III 80-lb. " | 0 32½ |
| " IV 80-lb. " | 0 30 |
| " V 80-lb. " | 0 25 |
| " XXXX 80-lb. boxes | 0 23½ |
| " XXXX 30-lb. " | 0 25 |
| " XXX 80-lb. " | 0 20 |
| " XXX 30-lb. " | 0 21½ |
| " XX | 0 19 |
| " LX lead packets | |
| " Assorted cases (1 and ½ lb.) to retail at 40c. | 0 21½ |
| " L lead packets | |
| " Assorted cases (1 and ½ lb.) to retail at 25c. | 0 19½ |
| Black Teas—"Nectar," in lead packets— Green label retails 0 26 at | 0 20 |
| Chocolate label " 0 35 " | 0 25 |
| Blue label " 0 50 " | 0 36 |
| Maroon label " 0 60 " | 0 45 |
| Fancy tins—Chocolate, 1-lb. | 0 32½ |
| " " —Blue, 1-lb. | 0 42½ |
| " " —Maroon, 1-lb. | 0 50 |
| " " —Maroon, 5-lb. | 1 50 |
| Black Teas—"Old Crow" Blend— Bronzed tins of 10, 25, 50 and 80 lb. | |
| No. 1 per lb. | 0 35 |
| No. 2 " | 0 30 |
| No. 3 " | 0 25 |
| No. 4 " | 0 20 |
| No. 5 " | 0 17½ |

LIPTON'S TEA (in packages).

| | Price per lb. |
|---|---|
| No. 1, cases 50 lb. (50 ½-lb. pkgs. / 25 1-lb. pkgs | $0 35 |
| No. 1, cases 50 lb., in 5-lb. tins | 34 |
| No. 2, cases 50 lb. (50 ½-lb. pkgs. / 25 1-lb. pkgs | 29 |
| No. 2, cases 50 lb., in 5-lb. tins | 28 |
| No. 3, cases 50 lb., (50 ½-lb. pkgs / 25 1-lb. pkgs | 29 |
| No. 3, cases 50 lb., in 5-lb. tins | 23 |
| No. 3, cases 50 lb., in 5-lb. tins | 23 |
| Green Ceylon, No. 1 (50 ½-lb. pkgs / 25 1-lb. pkgs | 35 |
| Green Ceylon, No. 2 (50 ½-lb. pkgs / 25 1-lb. pkgs | 34 |
| Green Ceylon, No. 2 (50 ½-lb. pkgs / 25 1-lb. pkgs | 29 |

## TOBACCO

THE EMPIRE TOBACCO CO., LIMITED.

| | |
|---|---|
| Smoking—Empire, 3's, 5s and 10s | 0 39 |
| Royal Oak, 2 x 3, 80 ace, 8s | 0 52 |
| Something Good, 7s | 0 48 |
| Chewing—Bobs, 5s and 10s | 0 36 |
| Currency, 13¾ oz. bars, spaced 9s | 0 39 |
| Currency, 6s and 10s | 0 39 |
| Old Fox, narrow 10s | 0 39 |
| Snowshoe, 1-lb. bars, spaced 6s | 0 43 |
| Pay Roll, 6s | 0 44 |

## VINEGARS.

E. D. MARCEAU, Montreal.

| | Per gal. |
|---|---|
| EMD, pure distilled, highest quality | 0 30 |
| Condor, pure distilled | 0 25 |
| Old Crow | 0 20 |

Special prices to buyers of large quantities.

MICHEL LEFEBVRE.

| | |
|---|---|
| Bull Dog, quadruple strength, registered | 0 55 |
| Lion "L" brand, registered | 0 38 |
| Impe ial, triple strength, registered | 0 33 |
| Cote D'Or, extra super, registered | 0 30 |
| " household vinegar, registered | 0 28 |
| Crystal Pickling, extra | 0 28 |
| " ordinary | 0 23 |
| White Wine, XXX | 0 25 |
| " " XX | 0 20 |
| " " X | 0 17 |
| Cider, XXX | 0 27 |
| " XX | 0 17 |
| " X | 0 12 |
| Pure English Malt triple strength | 0 45 |
| " " " double strength | 0 35 |
| " " " single strength | 0 25 |
| Distilled white malt vinegar | 0 50 |

JOHN HOPE & Co., MONTREAL.

| | |
|---|---|
| Sir Robert Burnett & Co.'s English Malt Vinegar | 0 40 |

## WOODENWARE

UNITED FACTORIES, LIMITED.

| | |
|---|---|
| Washboards, Leader Globe | 1 50 |
| " Improved Globe | 1 60 |
| " Standard Globe | 1 80 |
| " Solid Back Globe | 1 95 |
| " Jubilee (perforated) | 1 95 |
| " Crown | 1 35 |

| | Per doz. |
|---|---|
| No. 1 2-hoop pails | 1 55 |
| " 1 3 " " | 1 70 |
| " 0 Tubs | 8 50 |
| " 1 " | 7 00 |
| " 2 " | 6 00 |
| " 3 " | 5 25 |

## YEAST.

| | |
|---|---|
| Royal yeast, 3 doz. 5c cakes, in case | 1 00 |
| Jersey Cream yeast cake, 3 doz. 5c. | 1 00 |
| Victoria " " 3 doz. 5c. | 1 00 |
| " " " 3 doz. 10c. | 1 80 |
| Gillett's Cream Yeast, 3 doz. | 1 00 |

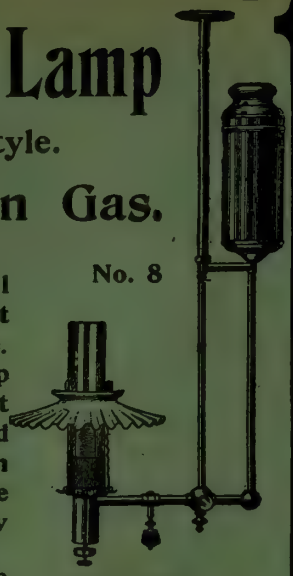
NIXEY'S REFINED BLACK LEAD

BY APPOINTMENT TO H. M. the KING OF THE BRITISH EMPIRE

# The Auer Gas Lamp

Money-Back Style.

## Makes its own Gas.



No. 8

OUR No. 8 is the best all around lamp on the market for either the store or home.

IT IS FITTED with an up and down adjuster so that the burner can be lowered two feet. You can hang it on a hook or screw it up—we supply a hook and a screw plate with it.

IT GIVES a light of a 100 candle power and is a fine lamp to show goods with.

THE COST of running it is less than an oil lamp and there is no smell or smoke from it.

YOUR MONEY REFUNDED IF YOU ARE NOT PERFECTLY SATISFIED.

WRITE FOR OUR CATALOG.

AUER LIGHT CO., 1682 Notre Dame St., MONTREAL.

You can't do better than give you customers the best. That means more sales and a good profit for you when that best is

# "Empire" Soda

BEST FOR BAKING.

Manufactured by

BRUNNER, MOND & CO., NORTHWICH, ENG.

SOLE AGENTS FOR CANADA,

WINN & HOLLAND, MONTREAL, QUE.

ADVERTISING in WESTERN CANADA will be Carefully, Efficiently, and Promptly attended to by

The Roberts Advertising Agency,
WINNIPEG, CANADA

# THE "GLEANER"

KINGSTON, JAMAICA, B.W.I.

The Newspaper with the Largest Circulation in Jamaica and the West Indies.

Canadian manufacturers, merchants, etc., desiring to do business with this country and introduce their goods in this market, should put an advertisement in "THE GLEANER."

Write for scale of charges, etc., to

THE GLEANER CO.,
Limited

"Gleaner" Office, . . . KINGSTON, JA.

CANADIAN ADVERTISING is best done by THE E. DESBARATS ADVERTISING AGENCY MONTREAL

# TANGLEFOOT SEALED STICKY FLY PAPER



Stops the fly in his mad career. Also catches the filthy load he is carrying, thus preventing the danger of contagion.

Long Lasting. A Cash Asset.
Order from Jobber.

The O. & W. Thum Co., Mfrs.
Grand Rapids, Mich, U.S.A.

# BUSINESS NEWS

of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

Write us, giving us particulars of what you want and where you want it from, and we will quote you prices by return.

"Clippings from any Canadian paper on any subject."

CANADIAN PRESS CLIPPING BUREAU,
232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto. Telephone Main 2701.

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER.

The Best Grocers make a point of Keeping it always in Stock.

# Crockery and Glassware

Do you need anything in this line?

**We have it**

And if you will write your wants to our MAIL ORDER DEPARTMENT your requirements will be satisfactorily filled.

We are always glad to answer enquiries concerning any of our goods and will be pleased to give you price on any lines you mention.

## GOWANS, KENT & CO.

Wholesale

**Crockery and Glassware**
**China and Lamp Goods**

Manufacturers of Lamps and Rich Cut Glass.

Decorators of Earthenware, China and Glass.

TORONTO and WINNIPEG.

# Good Impressions

of your store are produced when you sell customers such a highly-pleasing Mince Meat as

## WETHEY'S CONDENSED MINCE MEAT

**For sale by all wholesalers.**

Manufactured by . . .

**J. H. WETHEY,** LIMITED

ST. CATHARINES, ONT.

# Crosse & Blackwell, Limited

## *Pickles, Sauces, Jams and Preserved Provisions.*

**C. E. COLSON & SON,** MONTREAL.

CHAS. P. CLARK, President. JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

## BRADSTREET'S

**Capital and Surplus, $1,500,000.** **Offices Throughout the Civilized World.**

**Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.**

**THE BRADSTREET COMPANY** gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information, no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence Invited.**

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| OTTAWA, ONT. | QUEBEC, QUE. | ST. JOHN, N.B. | TORONTO, ONT. |
| VANCOUVER, B.C. | VICTORIA, B.C. | WINNIPEG, MAN. | |

THOS. C. IRVING, Gen. Man. Western Canada, Toronto. JOHN A. FULTON, Gen. Man. Eastern Canada, Montreal.

**OAKEY'S** The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

**JOHN OAKEY & SONS, LIMITED**

MANUFACTURERS OF

**Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.**

**Wellington Mills, London, England.**

Agent:

**JOHN FORMAN, 644 Craig Street**
MONTREAL

VOL. XVI. MONTREAL AND TORONTO, AUGUST 1, 1902 NO. 31

PUBLISHED EVERY FRIDAY

CIRCULATES IN EVERY PROVINCE

THE CANADIAN GROCER AND GENERAL STOREKEEPER

SELL ONLY THE BEST!

In Competition with the World we have received the

**Highest Awards Made . . .**

These substantiate our claim that : : : : :

# Colman's Mustard

**IS THE BEST IN THE WORLD**



# Quality

is the all important and essential factor in Vinegar—at this time of the year particularly—the beginning of the pickling season, when absolute reliability cannot be overestimated.

# IMPERIAL WHITE WINE

**Is the purest of SPIRIT VINEGARS.**

Delightfully clear, sparkling, fine, even flavored—a perfect Vinegar for table use.

The best by actual test many times over—for pickles.

The sale of IMPERIAL this year has been a grand triumph of unsurpassed quality over inferiority and low price.

An order for a sample lot to your wholesale house will bring every satisfaction to your customers.

**Price**—*Just the same as ordinary standard Vinegar.*

If your customers desire a really fine, pure Table Salt, give them

# Rice's Pure SALT.

It gives Universal Satisfaction.

R. & J. RANSFORD,

Established 1885

Clinton, Ont.




# LICORICE . . .

We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, plain and corrugated; Acme Licorice Pellets; Y. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Bundled Licorice Root; Small Cigars, 300 to box etc. In PLIABLE LICORICE, Triple Tunnel Tubes, Mint Puff Straps, Navy Plugs and Golf-Sticks, 100 to box; Blow Pipes, 200 and 300 to box; Manhattan Wafers, 2½-lb. boxes; Curved Stem Pipes, 200 to box. Write for illustrated catalogue.

YOUNG & SMYLIE

Established 1845. BROOKLYN, N.Y.

Our

# CANS CANS CANS

CAN not be surpassed in point of

Workmanship, Material, Quality.

We are the largest manufacturers in Canada of Key-Opening Fruit Cans, Vegetable Cans, Meat Cans, Spice Cans, Syrup Cans. What are your requirements? Write for quotations to

THE ACME CAN WORKS,

Office and Factory:

Ontario St. and Jeanne D'Arc Ave., - MONTREAL.

JAS. B. CAMPBELL. WILLIAM PRATT.

TO LIVE GROCERS ONLY

We are putting up and are having a LARGE SALE on our famous . . . .



"VICTORIA CROSS" CEYLON TEA

BLACK and MIXED.

Every package guaranteed finest grade grown. 25-40-50 cents per lb., in Handsome Lead Packages.

Write us for Samples and Prices.

J. F. SMYTH & CO.

Tea Packers. WINDSOR, ONT.

## *"Thistle" Brand Canned Fish.*

The oldest brand in the market and the best—the "Thistle" Brand of extra selected Finnan Haddies. Nothing but real Haddock packed and smoked while fresh right at the water side at Little River, N.S. Unequalled for delicacy of flavor and cleanliness.

## *MacUrquarht's Worcester Sauce.*

A rich, full-bodied Sauce that you can sell for very much less than the highly advertised Worcestershire Sauces. Rich, piquant flavor. Not thin and watery, hence most economical to use. Sell it and you will please your customers *every single time!*

## *Wheat Marrow.*

The new and "totally different" Cereal Food that contains only the best and nutritious part of the choicest selected Winter Wheat. A steady seller right through the year, summer and winter alike. Can be prepared for the table "quick as a wink." A fine profit in it for you.

## *Codou's Macaroni.*

Sell "Codou's" and your customers get the best — the best is always cheapest in the end. Delicate, white, tender Macaroni made only from genuine Russian Wheat from Taganrok. *Codou's always sets the Standard.*

*Sold by leading wholesalers everywhere.*

ARTHUR P. TIPPET & CO., Agts.,
Montreal. Toronto.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

---

FRASER GROWS FRUIT

WRITE OR WIRE

**J. D. FRASER**
**Leamington,**

for Early Tomatoes, Cucumbers, Muskmelons, **PEACHES** and Watermelons by the car load.

---

**FLOUR** MAGOR'S DELICIOUS PATENT FLOUR.

**The Purest Flour Made—makes Delicious Bread, Cakes and Pastry.**

Prices For Cash Unequalled.

**JOHN MAGOR & CO., MONTREAL**

---

**"ACME"**
**TABLE SALT**

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

**TORONTO SALT WORKS, Toronto, Ont.**
**Agents for the Canadian Salt Co., Windsor, Ont.**

---

**Wrapping Papers That Please.**

Our kind — for we have in stock only the good kind — the kind that will give satisfaction always to both yourself and your customers.

**CANADA PAPER CO., Limited**
**TORONTO and MONTREAL.**

---

**REFRIGERATORS.**



Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches.

Write for our catalogue, guarantee test and testimonials which are free.

**Eureka Refrigerator Co.**
Wilbert Hooey, Manager.

'Phone Park 513. **54 Noble St., TORONTO.**

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The smallest mouse continually nibbling consumes the biggest cheese. Each customer helping themselves to one raisin soon empties the box and the loss of pennies in down or over weight, if it does not bankrupt the largest business, materially reduces the profits. Stop it at once by ordering a

**Toledo Automatic Springless Scale.**

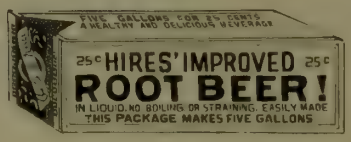
It saves the price of itself in goods therefore costs nothing.

**DEAN & McLEOD,**
**Canadian Agents, HAMILTON, ONT.**

It does not require even a hair to turn it.

---

**The warm weather quickly tires.**
**Don't it make you think of HIRES'?**




Beware of cheap imitations which are offered every season to the trade.

**HIRES' ROOT BEER**

was the first on the market; holds first place today and has never yet been equalled for quality.

**Price, in lots of one gross and over - - - per gross $20.40**
**Price, in 5-gross lots and over - - - - - - " $19.40**
**Freight Prepaid on Two Gross and Upwards.**

SEND YOUR ORDER TO.... **W. P. DOWNEY, Sole Canadian Agent,**
**20 and 22 St. Peter Street, - MONTREAL.**

Handbills, Showcards, etc., on receipt of Business Card.

---

**John MacKay,** Bowmanville, .... Ont.

Manufacturer of **Established 1854.**

**POT AND PEARL BARLEY, SPLIT PEAS, AND CHOP FEED**

Send for Prices or Samples. Prompt Business. **IN CAR LOTS.**

---

**Telephone**
**—OR—**
**Telegraph**
**YOUR ORDERS**

at our expense during travellers' holidays.

All orders shipped same day as received. Inside prices.

**WARREN BROS. & CO.**
**TORONTO.**

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**Perkins, Ince & Co.**

**Wholesale Grocers**

FRONT STREET EAST,
**Toronto.**

---




**For Sale Everywhere.**

—:o:—

**ASK FOR**

**MOTT'S.**

## Good Cigars Make Good Customers

My "Pharaoh" 10-cent, and "Pebble" 5-cent Cigars are GOOD Cigars. I know that they make good customers, because the grocers that buy them of me once buy them regularly and in increasing quantities. They satisfy the consumer so that he comes back again for them and becomes a permanent buyer.

Write to me about the pleasing terms of my trial offer.

**J. BRUCE PAYNE,**
**Cigar Mfr. Granby, Que.**

## "Sterling" BRAND

**—Lime Juice,**
**—Lime Juice Cordial,**
**—Raspberry Vinegar.**

Something in large demand these summer days. But make sure you have the right kind--goods bearing the brand "Sterling."

Ask your grocer for quotations or write direct.

**T. A. LYTLE & CO.**
**124-128 Richmond St., West, TORONTO.**

## A Steady Rise

## MOLINA BREAKFAST FOOD

has grown in popular favor steadily. It is not a sky-rocket—a brilliant flash and then ashes. Every year has shown a marked but material increase as its general merits become more widely known. When it makes friends it keeps them. It is a natural and wholesome food of Wheat sterilized and kiln-dried, but not predigested.

Grocers, your customers will appreciate

## MOLINA BREAKFAST FOOD.

The Breakfast Food that "has a flavor like popcorn."

**THE TILLSON CO., Limited, Tillsonburg, Ont.**

# WHY

is it that . . . .

# JAPAN TEA

is the only tea that can be sold with the positive assurance that it will prove highly pleasing to the drinker? Because it is grown in the only country in the world that possesses soil particularly adapted to the production of good, healthy, strengthening tea.

The best grocers keep the best Imported Biscuits.
Try an assorted case of

# CARR'S




They will bring you additional trade, and mark you as

*One of the live grocers of Canada.*

FRANK MAGOR & CO.,

Agents for the Dominion. 16 St. John St., MONTREAL

C. E. JARVIS & CO., Vancouver, Agents for B.C.

## THEY COST LESS THAN NOTHING




Literally, ALLISON COUPON BOOKS cost less than nothing. By using them a mistake is impossible, thus saving many times what we charge for them. Hence, by absolutely saving a great deal more than you pay for them they not only cost less than nothing, but you receive a great, big premium with every book you buy.

### If a Man Wants Credit

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by — The Eby, Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

***ALLISON COUPON CO.,*** *Manufacturers, Indianapolis, Indiana.*




# IMPERIAL MAPLE SYRUP

The Standard from Ocean to Ocean.

**Merit Acknowledged**
**Superiority Admitted.**

## YOUR MONEY BACK

IF NOT SATISFACTORY.

ROSE & LAFLAMME, Agents
**Montreal.**

# The Success of

## IVORY GLOSS STARCH

is chiefly due to the fact that the manufacturers have never relaxed their efforts to maintain its high quality. Its sales are growing, growing, growing.

—Manufactured by—

## The St. Lawrence Starch Co.

Limited

**PORT CREDIT, ONT.**

## WHITTEMORE'S POLISHES.

THE WORLD'S STANDARD.

THE OLDEST AND LARGEST MANUFACTURERS OF SHOE POLISHES IN THE WORLD.




## "GILT EDGE"

The only Ladies' Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful finish. Once tried always used.

LARGEST QUANTITY, FINEST QUALITY.

**For Sale by all Wholesale Grocers.**

# MOLASSES

When ready to buy don't forget to ask us for our quotations on a carload delivered at your station ; you will be glad you did so.

## The Dominion Molasses Co.,

Limited

Halifax - Nova Scotia.



# Our Travellers Will Start

on the 4th to enjoy their two weeks' holiday. We hope they will come back largely benefited by the change and rest, and feel they have your best wishes for a first-class time. Meantime we want to keep in close touch with the trade; your valued commands by mail, 'phone or telegraph will have prompt attention and your best interests guarded.

## JUST TO KEEP YOU INTERESTED

we offer New Tomatoes, equal to the finest packed, 1902 growth, handsome label, at 90c. For prompt shipment: Corn, 80c., Peas, 80c., Beans, 75c.



Now is the time to secure canned vegetables, as the prospects are for a light pack and a substantial advance in price all round. All mail orders will be filled at these prices.

**TOMATOES** for immediate delivery are worth $1.25. For mail orders, subject to being unsold, we quote $1.15 during the holiday season.

We do not sell Acetic Acid Vinegar at a low price and represent it as a pure spirit vinegar. We cannot afford to endanger our reputation as well as your trade and the health of your customers. We offer

## Imperial White Wine Vinegar

a Pure Spirit Vinegar, made under Government supervision, a clear, sparkling, delightful vinegar for table use and unequalled for pickling purposes, something your customers can rely on every day in the week, at just the price of the ordinary Standard Vinegar.

## Aylmer Canned Goods, 1902 Pack.

The season is backward and new pack uncertain. Canned peas only a half pack.

## The Early Buyer is a Wise Buyer This Year.



We are booking a limited quantity, subject to pack. Prices guaranteed to be the lowest, and quality unsurpassed.

**An early frost would put prices up 20%—Order now.**

Prices will not be lower, but on the contrary may be very much higher.

## W. H. Gillard & Co.

**Wholesale Grocers, Tea and Coffee Importers,** = **HAMILTON.**

---

# JUST STOP!

**I have . . .**

**56** Half-Chests, 1st Crop, new season Sow Mee Young Hyson Points just coming in —Extra value in leaf and liquor at **25c.**

**SPECIALTY OF HIGH-CLASS GOODS IN TEAS, COFFEES, SPICES AND VINEGARS—WHOLESALE.**

## E. D. MARCEAU, 281-285 St. Paul St., MONTREAL

# AN ADVERTISING TALK.

BY BLANK.

GROCERS, why don't you use the same shrewdness in advertising your goods that you use in selling them? Behind the counter you feel a confidence in yourselves which lends persuasion to your tongue and induces your customers to buy your wares. Why not use this same persuasive force in your advertisements?

The average grocer feels that because his neighbors down the street occupy space in the local papers, he, perforce, must do so too. He has a hazy belief that advertising is a good thing, but he can't just see what good it is doing him. So he puts in something and lets it stay there till it's stale. Then with much effort he concocts another adv., and so on, believing, though scarcely realizing, that his insertion is doing good.

The fundamental principle of advertising is all right. In this case the method has been wrong. First, let the grocer realize that he can write a telling ad. if he confines himself simply to his store talk. He gets in a new brand of tea. Just hear him talk about it in the shop. First thing you know he has persuaded you to try a package. But look at his advertisement. There may be a mention of the new tea or there may not. Supposing there is. It is usually nothing but the name mixed up with the names of a number of other articles. Is this calculated to induce people to buy tea? If it does it is a strange thing. Let people

DELICIOUS
"MALAVA"
COFFEE.

LUSCIOUS, SATISFYING, ECONOMICAL.

"Malava" is a Rich Man's Coffee at a Poor Man's Price.

"Malava" gives that satisfied feeling after breakfast which no other Coffee can give.

"Malava" soothes and never excites. For evening entertainments it is admirable.

Housekeepers give "Malava" a trial.

THE LATEST NOVELTY
—AT—
BROWN'S.

know in some telling way that you have a new brand of tea in stock and then let yourself go and describe its qualities.

Take, for instance, the above advertisement for "Malava Coffee." There is nothing very striking about it, yet it must be acknowledged that it is calculated to appeal to the desires of man. It suggests that there is something nice and interesting about this coffee and it is bound to attract some attention. No advantage is lost by confining the whole ad. to the one subject, for everybody knows that Brown sells groceries. They don't know, however, that he has just got in something fine and new in the coffee line.

Having secured public attention with this ad. try to hang on to it, and, to do so, on no account let the ad. become stale. If you use a weekly paper it is imperative that a change should be made every issue, and it is advisable to do so if you use a daily. Get housekeepers to expect something new every time and they will be sure to look you

JUST IN!
WHITE OR YELLOW
MEAL MADE OUT OF FRESH, NEW CORN

For { BREAKFAST FOOD, PORRIDGE, CORN CAKE, JOHNNY CAKE.

Give your breakfast a healthy, satisfying tone by using this Meal every day.

DONE UP IN COMPACT PACKAGES.

GUARANTEED PURE.

There is a mammoth supply of it, enough for every man, woman and child in town.

—AT—
BROWN'S.

up. For instance, along with the Malava coffee, Brown bought a supply of meal, nicely done up in packages. Being more anxious to bring the coffee to public notice, he ran the coffee advertisement first, but next evening the paper contained the above notice of the new meal.

Next is the olive ad. Brown ran on the third night. Many a grocer would consider it a great waste of space, but Brown realized that he must cater to his well-to-do customers as well as to the poor ones and in it went.

Of course these three advertisements are all well enough when six of them appear during the week. In that time a good many subjects can be covered. But for a grocer who can only use a weekly paper it would be a mistake to use all his space for such subjects as have just been noted. Rather let him seize on several vital points in his business and put them in together, or, like

NO MEAL IS COMPLETE
. . . WITHOUT . . .
A DISH OF OLIVES.

We have received to-day something very fine in this line. A new process of preserving and the use of the very finest materials make our new brand exceptionally delicious. We invite all who have a fondness for Olives to make a trial of one of the dainty bottles now on our shelves and those who have not yet acquired the Olive taste cannot do better than begin with a superior variety.

REMEMBER THE PLACE.
. . . BROWN'S.

Mr. Brown in the following example, make a generalization of several lines suitable for the season. A spell of hot weather suggests many things to a live grocer and he should be able to hammer out something attractive:

DELICIOUS DAINTIES
TO TEMPT THE SUMMER APPETITE.

We make a specialty of Catering to the Summer Trade.

We realize that the Summer Appetite demands lots of the Best.

Come and feast your eyes on our special counter for Summer Novelties.

PRICES ARE AMAZINGLY CHEAP.

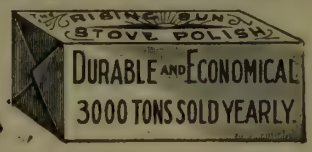
We make up baskets of good things for picnickers.

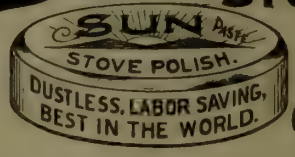
We supply ready-cooked provisions which obviate the hot kitchen stove.

In making plans for the summer, consult
BROWN'S.

After you have once started a series of advertisements and your competitors are running you close, even in the advertising columns of your local paper, sometimes it will be necessary to exercise some ingenuity in your advertisements to keep people's attention centred on them. In Kenton, Ohio, a grocer named Brunson gets out some very ingenious advertisements. He

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE




SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

adopts a conversational style of a direct breezy character. Here is one of his ads.:

> BELIEVE ME, ye sons and daughters of Kenton, believe me! Why don't you believe my Tea, 60c., is the same quality that all other stores sell at 80c. and $1 a pound? If it's any object to get the very best Tea and save 20 to 40c. a pound just condescend to come here and try it a while. I'll bet you will like it and come again.
>
> Believe me, my Shot Gun Blend Coffee, 13c., is a hummer for 13c.—it contains all kinds of coffee except poor coffee. I'll guarantee it's as good or better than other stores sell at 15c.
>
> BRUNSON, OF COURSE.
>
> Who observes that most people repent until their sins are forgotten.

Every ad. that Brunson writes ends up in the same manner, with the exception that the little sentence of wisdom at the end varies each time. They are usually so racy, that people get in the way of looking up Brunson's ads. to read them.

Now there is a gold mine in good advrtiseing for Canadian grocers. Take up any newspaper and how few grocer's advertisements are to be seen there. You will find six dry goods ads. to one grocery ad. Don't make the mistake of imagining that a dry goods ad. is more interesting. There is no reason why it should be. If a grocer gets hold of a good corner in a newspaper and keeps up a daily run of fresh comments on his business, it is bound to tell. Especially where the advertising of groceries is little practised, will a new departure in the way of advertising bring in business? Take a town of 5,000 inhabitants, where there are probably, all told, 12 or 15 grocery stores; it will be found that only two or three advertise at all, and they likely do their advertising in a very slipshod manner. Now, it is a pretty well-known fact that the local papers are read both in the town and in the surrounding county from end to end, and advertisements are by no means neglected. When, therefore, a country reader begins to notice that Jones, the grocer, always has something very interesting to say about his goods and is constantly getting in fresh and tempting foods, will not that country reader find something very alluring about Jones' store, and next time she goes to town will she not likely call around and have a look anyway? After that, if Jones is as good a merchant as he is an advertiser, he ought to make new business. It is easy enough to say all this talk is visionary, but ask the leading grocers (who, by the way, all advertise) and you will find out that there is considerable truth in it all. A grocer who gets in at once with telling advertisements, in a town where little advertising is done, is bound to make his business grow, provided he always backs up what he says in the newspapers.

## CONSTANCY.

A truthful and timely statement is made in a recent issue of Printer's Ink. It reads: "Holding on is the winning card in advertising. The bulldog, the most successful fighter of the canine family, catches hold and stays. Results are rarely immediate in any adventure or enterprise. As soon should one expect to reap in the evening a crop from the sowing of the morning as that the advertiser should think that every dollar he puts in publicity will bring results by return mail. Time is a factor in advertising and one which it is well to consider if one would escape disappointment."

How numerous are the adventurers who expect that their advertising should bring immediate returns. Constancy is perhaps more essential in advertising than anything else. He who constantly keeps hammering at his prospective customers in an unobjectionable, and in a manner calculated to leave a favorable impression, wins the trade. It has been proven beyond a doubt that the dealer, whether retailer or wholesaler, who is best and favorably known stands a much better chance than the man who makes no effort to keep his wares before the public. Advertising is not the prime factor in developing business, but it is a mighty powerful one and cannot be ignored. It is the greatest ally the salesman has. It is the greatest ally the retailer has.

One little step won't take you far,
You've got to keep on walking;
One word won't tell just what you are,
You've got to keep on talking;
One inch won't make you very tall,
You've got to keep on growing;
One small ad. won't do it all,
You've got to keep them going.

## THE QUEEN'S AT HALIFAX.

Tourists to Halifax as well as the general travelling public will hail with delight the numerous improvements which have been made to the Queen's Hotel in that city, of which J. P. Fairbanks is manager. A notable change has been the opening up of a magnificent rotunda at the main entrance, with oak pannelling, bright papered walls, white metal ceiling and new special floor. Every room and hallway throughout the hotel has been repainted, papered and decorated in the most artistic manner. One hundred and forty radiators will now supply ample heating to the large building and new plumbing has been installed throughout. In the matter of lighting a $2,000 electric plant has been secured which will also run a system of fans for cooling and ventilation purposes. Manager Fairbanks is to be congratulated on the energy with which he has transformed the Queen's into such an up-to-date hostelry.

## BUSINESS IN ANNAPOLIS VALLEY.

A well-known business man of Kentville, the pretty little town in the Annapolis Valley, Nova Scotia, writes: "Although the season has been so queer the Valley looks well. Business seems very good all over this county, although crop prospects are not at high water mark."



Canned vegetables, futures, canned meats for prompt shipment, some more of those cheap raisins, and full lines of all seasonable goods at lowest prices. Our travellers will go off the road Saturday, the 2nd of August, and you will not see them again until Monday, the 18th of August. Write, telephone or wire at our expense. All goods shipped the same day as orders are received.

**LUCAS, STEELE & BRISTOL**
Wholesale Grocers, HAMILTON, ONT.

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# Advertising Pays

My advertisements now running in 254 newspapers are producing good results, making it easier to sell

**Wilson's Fly Pads.**

**The only advertised Fly Poison.**

**The best Fly Killer made.**

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## *To Our Friends:*

WE have great pleasure in advising that our travellers will take a well-earned holiday of a fortnight's duration, commencing on the 4th instant. We trust to receive your valued orders per mail or 'phone. You can rest assured such business will receive our attention. Shipments will be made the day order is received, and prices lowest.

Yours very truly,

**JAMES TURNER & CO.**
HAMILTON, ONT.

# IMPERIAL VINEGAR

PROOF
EXTRA STRENGTH
PICKLING
XXX
XX
X

Guaranteed to be the finest Quality of White Wine made in Canada.

FOR SALE BY

## THOS. KINNEAR & CO.,

**Wholesale Grocers,** **49 Front St. East, TORONTO**


## TRADE IN COUNTRIES OTHER THAN OUR OWN.

### CANNED SALMON ON THE UNITED STATES COAST.

COAST mail advices say of salmon: "The Alaska Packers' Association has made its price for the new season's red fish in England at 16s. per case, the lowest in years. The Pacific Packing and Navigation Company have already made considerable firm sales in that territory at more money, which, in compliance with established custom there, will not be rebated, though further sales will necessarily be made at reduced prices. Prices have not yet been made generally on sockeyes, though sales for export are reported at fully equal to $1.10 for talls. The run is now due on Puget Sound."

### CALIFORNIAN PRUNE SITUATION.

San Francisco mail advices say of prunes: "The foreign demand is less active, although plenty of cable offers are being received, but at prices below exports' limits. The situation in the interior shows a certain amount of firmness, which was lacking ten days ago. Growers are less anxious to contract their crops and are holding out for ⅛ to ¼c. advance over early prices. Some of the fruit unions, representing Santa Clara Valley growers, are in a position to contract for future delivery on a 2½c. bag basis for the five sizes, but many of the commercial packers fearing that the heavy sales thus far made for foreign account will make heavy inroads upon the large sizes, demand a premium for 40-50's and 50-60's in straight car lots. France will use large quantities of Californian prunes this season, but demand the large sizes. Outside prunes are offered on 2⅜ to 2¼c. basis for the five sizes. The Oregon and Washington crop is estimated at 60 per cent. of that of last season, or about 500 to 600 15-ton cars, provided weather conditions are favorable at harvest time."

### SUGAR TRADE SITUATION.

Willett & Gray say of raw sugar: "Sugars are certainly on a low level, and some things are occurring which may help to place them on a rather higher basis. Some parties even are looking for ¼c. per lb. advance before October 1. They may be right. Should England decide to pay her colonies the $1,250,000 in bounties as now proposed, this would necessitate our Government placing a countervailing duty of the same equivalent on cane sugars from those colonies which, naturally, would have the effect of improving the value of Cuban and Brazilian sugars to some extent, unless England can find a way to give assistance to her colonial producers in some other form than a bounty. It seems to be generally conceded that the price of sugar has sufficiently declined to cover all contingencies and that any change should now be for the better."

### ALMOND CROP PROSPECTS IN SPAIN.

Mail advices from Spain, referring to the almond prospects, say: "The present outlook is for a fairly good crop, and this would mean from 75,000 to 85,000 boxes of Jordans and from 150,000 to 175,000 boxes of Valencias. The indications were about the same at the same period of last year and were fully realized. There are at present only a few hundred boxes of Jordans left over in stock in Malaga and perhaps 2,000 boxes of Valencias. The last sales were made f.o.b. Malaga at $8.25 for Jordans and $3.50 to $4 per box for Valencias. It is reported here on good authority that Italy will not have more than half a crop this year, particularly in the famous Bari district. As a consequence, Malaga exporters are expecting a slight advance on last year's prices, which were themselves higher than any previous year."

A. A. Delgado, general merchant, St. John's, Nfld., is closing his branch at Tilt Cove.




For CAMPING, CRUISING, TRAVEL or HOME

there is no **CHEESE** as convenient and suitable as

**MacLAREN'S IMPERIAL** or **MacLAREN'S ROQUEFORT**

IMPERIAL VINEGAR

PROOF, EXTRA PICKLING, WHITE WINE, AND CIDER

UNEQUALLED FOR

Purity—Flavour—Strength

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers. 36 Yonge St., Toronto.

## DEFECTS OF THE FRUIT MARKS ACT.

SUGGESTED AMMENDMENTS.

A NUMBER of fruit merchants of Toronto are dissatisfied with the workings out of the Fruit Marks Act. This grievance was recently aired at a meeting of the Fruiterers' Section of the Retail Merchants' Association of Canada and will be discussed fully at the convention of the retail merchants of Ontario to be held in Toronto, September 9 and 10.

The Act is objected to by a number of merchants on account of its holding the person in whose possession fraudulently-packed fruit is found liable to conviction for violation of the Act. The retailer often buys fruit which has, unknown to him, been fraudulently packed, and so he is fined when this fruit is in his possession or before he can repack it, and has no redress on the the packer. The latter is the man who should be fined, they allege, and not the former. Of course, if the goods are inspected while they are in the hands of the packer, he, then, is the party liable to conviction. But in the majority of cases, it is alleged, it is the grocer or fruiterer who is found with the improperly packed goods in his possession and is punished for it, while the real culprit goes free.

Another thing the retail fruit dealers want is to have it compulsory for the packers to place on open packages the quantity of fruit they are supposed to contain. As it is, baskets of fruit come with 8, 9, 10 or 11 quarts of fruit packed in them, and the purchaser is unable to ascertain until he measures the fruit the quantity packed in the basket. It is suggested as a remedy the adoption of a uniform size of basket, and that it be made compulsory to have clearly marked on the outside of the basket the quantity of fruit that it contains.

## GET OUT OR GET IN LINE.

IF the concern where you are employed is all wrong, and the Old Man a curmudgeon, it may be well for you to go to the Old Man and confidentially, quietly and kindly tell him that he is a curmudgeon. Explain to him that his policy is absurd and preposterous. Then show him how to reform his ways, and you might offer to take charge of the concern and cleanse it of its secret faults.

Do this, or if for any reason you should prefer not, then take your choice of these: Get out or get in line. You have got to do one or the other—now make your choice.

If you work for a man, in heaven's name, work for him!

If he pays you wages that supply you with bread and butter, work for him—speak well of him, think well of him, stand by him and stand by the institution he represents.

I think if I worked for a man I would work for him. I would not work for him a part of the time and the rest of the time work against him. I would give an undivided service or none.

If put to the pinch, an ounce of loyalty is worth a pound of cleverness.

You cannot help the Old Man so long as you are explaning in undertone and whisper, by gesture and suggestion, by thought and mental attitude, that he is a curmudgeon and his system dead wrong. You are not necessarily menacing him by stirring up discontent and warming envy into strife, but you are doing this: You are getting yourself upon a well greased chute that will give you a quick ride down and out.—Extract from Elbert Hubbard's "Get out or Get in Line."

JUST OUT

UPTON'S

Pure Fruit Jams

and

Marmalade

BEST QUALITY

1-lb. glass jars, $1.50 per doz.



UPTON'S

Jams, Jellies and Marmalade

12-oz. jars, $1.00 per doz.

GOOD PRESERVES

A. F. MacLaren Imperial Cheese Co., Limited,

51 Colborne St., TORONTO, Agents.

# THE PROVISION TRADE.

The German Meat Trade—The Markets—Miscellaneous Notes.

### THE GERMAN MEAT TRADE.

QUITE an instructive article on meat trade in Coburg, Germany, appears in a report written by the United States Consul-General resident in that city. He says in part:

"Like nearly all German towns of more than 10,000 inhabitants the city of Coburg is provided with an official slaughter house; in 1901, 76 bulls, 434 oxen, 456 cows, 256 young oxen, each weighing less than 250 kgs., 287 heifers, 1,091 young cattle, each weighing less than 200 kgs., 3,321 calves, 11,511 pigs and 3,135 sheep were slaughtered there. Butchers are not allowed to kill on their own private premises and are heavily fined for breaking this rule.

"The killing is usually done in the morning; in summer, work in the slaughter house begins at 5 A. M., and in winter at 8. The cattle are killed by means of the 'Kleinschmidtsche Maske.' This mask—named after its inventor—is fixed on the head of the animal and then by means of a heavy blow, with a heavy mallet an iron bolt is driven into the brain of the animal, which drops it immediatly and it is then stuck. Young cattle, sheep and pigs are hit on the head and stuck afterwards. On the butchers' carts, most of which are open, the disemboweled animals are conveyed to the butchers' stores, where part of the meat is immediately prepared for sale and the rest is used in the making of sausages. Hams are smoked, whilst special parts of both cattle and pigs are salted, or salted and smoked afterwards. No wholesale meat dealers are to be found in Germany, or at least hereabout; each and every individual butcher kills what is necessary for his own trade, makes his sausages and cures his own hams.

"The better class stores have tiled floors and glazed tiled walls, marble counters, etc., whilst the rest are more plainly equipped, but they are all kept very neat—want of cleanliness is a great exception. In winter butchers lay in a supply of ice in order to cool their meat during the summer season. The trade in sausages and ham is very important in Germany, and particularly so in this city. Several butchers here have made large fortunes by devoting themselves specially to this branch of their trade. The most important firm in this line here is 'C. Grossman,' which sends its goods all over Germany to retailers and private people and also exports to all parts of Europe, the Americas and Australia.

"Every animal that is brought to the slaughter house is examined by the inspector, usually a veterinarian, before it is killed. The meat of the slaughtered animal is subjected to a microscopic examination before it is allowed to be taken away for consumption. If certain parts of an animal are found to be diseased and considered unfit for consumption, they are burned, whilst the heathly portions are sold at reduced prices and at a special stall to poor people. Animals that are totally unfit for consumption are soaked with petroleum and burned."

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### A DEALER'S VIEWS.

"The output of cheese and butter in this district will be 20 per cent. in excess of last year, while the price is also a little better," said Mr. Wm. Flavelle, the well-known Lindsay dealer, on July 22, to a reporter. "Eggs are very scarce in Canada. From a letter I received yesterday I find Russian eggs are selling in Liverpool and Glasgow at 13 6c., while Canadian eggs are 16c. in Toronto; so that we have the absurd condition that we could bring Russian eggs to Toronto and sell them at a better advantage than to ship Canadian eggs to Liverpool. The cold weather was very hard on young turkeys last spring and there will not be more than half the usual 'crop.' There will also be a reduction, though smaller, in the number of chickens, from the same cause. There is an excellent market for turkeys in England at Christmas, while the market there for our chickens is practically unlimited. Last year our firm shipped 40,000 turkeys and 40.000 chickens, and at one time employed 300 men, women and children killing and dressing them for shipment. Many of the farmers are taking pains, finding it a profitable branch, and we find the stock has been improved. Besides, we distributed 500 superior male turkeys last fall at equal weight for those received. There is no doubt Canadian butter has secured a better position in the the English market, though we in Ontario suffer somewhat when compared with Quebec through the system of collecting the cream only two or three times a week, while in the neighboring Province, where private separators are not so common, the milk is collected daily when it is fresh."

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### FROM THE PACKERS' STANDPOINT.

"The packers have been paying too high a price for hogs, but I think there will continue to be a good, steady demand during he next few months." This is the opinion of F. D. Fearman, manager of the well-known Hamilton packing firm as expressed to a newspaperman the other day. "The high price is occasioned in the first place by the higher price obtained for the product in England and in Canada; we had a better quality, and the world's market is higher for meats this year than before. A second cause is the competition among the packers for the hogs that are offered; if there were not so many buying hogs the price would not be so high. There is lively competition among the packers. I do not look for any advance in price. I think we have about reached the maximum price that the Canadian consumer will pay, and there is no use going beyond. It has been a good year for the farmer, though it must be remembered that feed has been high where it had to be bought. There has been a great improvement in the quality of the hogs brought in, through better breeding and better feeding. I think the instruction given at the Provincial Winter Fair and the Farmers' Institute meetings, and by the packers themselves, has led to this improvement. The English market has been steady and fairly good. The Canadian market is widening out in the West, and there is generally an increasing demand for pork products since they are put up in more dainty forms."

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### THE PROVISION MARKETS.

TORONTO.

Dressed hogs have advanced 50c. per 100 lb. during the week, but the demand for them is poor and the offerings are little or nothing. There is a good demand for hind quarters of beef, but front quarters are inactive and a decline of $1 per 100 lb. is the result. The prices of live hogs are nominally the same, but the market is weaker. Quotations are as follows: Dressed hogs, $9.50 to $10; beef carcasses, $8 to $8.50 per 100 lb.; hind quarters, $9.50 to $10.50 per 100 lb.; front quarters, $4.50 to $5.50 per 100 lb.; veal, 8 to 9c. per lb., and

Are you selling

REGISTERED
*Bow Park*
BRAND

# Cream Cheese?

Just the thing this hot weather. It sells fast.

Send us your order or ask your wholesaler.

**The Brantford Packing Co.**
LIMITED
**BRANTFORD, ONT.**

When you have any

# BUTTER OR EGGS

to offer, write or wire us. We are buyers.

**The J. A. McLean Produce Co., Limited**
75-77 Colborne Street
Telephone Main 2491. Toronto.

# Pure Lard

"STAR BRAND" Kettled Lard is the finest Lard that good hogs and first-class equipment can produce. There is no better Lard made and we guarantee every package to contain absolutely pure Lard. If you want "LARD COMPOUND," we can sell you that and as fine goods as any on the market. Packages in stock: Tierces, Barrels, Tubs, Pails and Tins, 3 lb., 5 lb., and 10 lb. Also 1-lb. Cartons in pure Lard only.

**F. W. FEARMAN CO.**
(Limited)
**HAMILTON, ONT.**

# Long Clear Bacon.

Your trade demands the best quality obtainable. WE HAVE IT. Cured and stored in Cold Storage of uniform temperature and is absolutely free from Rust.

Quotations on Case or Car-load lots on application.

**The Park, Blackwell Co.,**
LIMITED.
PORK PACKERS,
TORONTO, ONT.

lambs, 9 to 10c. Select live hogs are worth $7.25, and fat and lights, $7 per 100 lb. Choice export cattle are worth $6 to $7 per 100 lb., and lights, $5 to $5.75.

Business in provisions has improved during the week and the market holds firm with an upward feeling. A moderate demand is being experienced by jobbers for lard and the prices thereof are unchanged. Plate beef continues strong. Our quotations are as follows: Long clear bacon, 11 to 11½c.; smoked breakfast bacon, 14½ to 15c.; roll, 12 to 12½c.; medium hams, 13½ to 14c.; large hams, 12½ to 13c.; shoulder hams, 11 to 11½c., and backs, 14½ to 15c.; Canadian heavy mess pork, $21.50; short cut, $23 to $23.50; lard, in tierces, 11 to 11¼c. per lb.; tubs, 11¼ to 11½c., and pails, 11½ to 11¾c.; plate beef, $15.

MONTREAL.

No important change has taken place in the condition of the provision market since last report with the exception that Jones' pork has dropped 75c. per bbl. The inquiry for smoked meats is good, this remark also being applicable to lard. Barrelled pork is quiet. Receipts during last week were 90 barrels of pork and 8,539 packages of lard, and for the previous week 70 barrels of pork and 8,426 packages of lard. A good business is being done in lard. Hams and bacon are meeting with moderately fair demand.

Price of pure Canadian lard is $2 37½ to $2.40 per pail. Fairbank's "Boar's Head" lard compound, 9¾c. tierce basis, with extras as follows: 60-lb. tubs, ¼c. over tierce: 20-lb. tin pails, ¼c.; 20-lb. wood pails, ½c.; 10-lb. tins, ⅝c.; 5-lb. tins, ¾c.; 3-lb. tins, ⅞c. Snow White and Globe compound, $1.95 per pail; Cottolene, 11¼c. for 20-lb. pails, and 11c. for 60-lb. tubs, for Quebec and Ontario; hams, 13 to 14c.; bacon, 14 to 15c.; heavy Canadian short cut mess pork, $24.50 to $25.00; Canadian short cut clear pork, $23.50 to $24.00; American short cut clear pork, $24.00 to $24.50; American fat back, $24.50 to $25.00.

ST. JOHN, N. B.

In barrelled pork some Prince Edward Island stock is offered. Local supply is used up. Light supplies of American are received. Beef is light sale. Prices are rather easier. In fresh beef, light domestic continues easier, but Western is still firm at full figures. Veal is in light supply. Lamb is firm and quite freely received. Mutton sells slowly. Pork is scarce and there is but little demand. A few hams and rolls are sold, but the price is too high for much





C. P. FABIEN

Manufacturer of Refrigerators and Ice Chests. Diplomas awarded at Montreal, Toronto and Ottawa Exhibitions. Over 50 patterns to choose from. Proprietor of Aubin's Patent Grocery Refrigerator, New Dominion, Imperial Dominion, special improved Dairy Palace for Hotels—all hardwood.

3169 Notre Dame St., MONTREAL.

SLEE, SLEE & CO.

Limited

Tower Bridge Brewery,

LONDON, ENG.

FOR English Malt Vinegars.

*Ontario Agents—*

John W. Bickle & Greening,

HAMILTON and TORONTO

From whom Samples and Prices can be obtained.

THIS BRAND ON BACON —AND— HAMS

guarantees the consumer an article perfectly cured, and prepared by the most improved process in the world.

TOMAHAWK CANADA

The Farmers' Co-Operative Packing Co.

of BRANTFORD, Limited.

Makers of Breakfast Bacon, Long Clear Bacon, Short Roll Bacon, Long Rib Bacon, Long Roll Bacon, Square Cut Shoulders, Back, or Windsor Bacon, Shoulder Butts, Wiltshire Bacon, Mess Pork, Cumberland Bacon.

All first-class Grocers and Provision dealers should handle the

"L. & S." and "Imperial"

Brands of Smoked Hams, English Breakfast Bacon, Backs, Lard, Etc.

The best and most favorably known brands on the market. They are delicious and appetizing. Once used, always used.

Fowler's Canadian Company, Limited,

Pork Packers and Exporters, HAMILTON, CANADA.

Fowler's Packing Houses: Chicago, Ill., Omaha, Neb. Kansas City, Kan., Hamilton Can.

New York Office: Produce Exchange Building, N.Y.

Fowler's English Houses: Fowler Bros., Limited, Liverpool, Eng. Fowler Bros., Limited, London, Eng.

—ALSO—

The L. & S. Rosemary Company, Limited,

Manufacturers of Jams Jellies, Cocoanut, Extracts, Baking Powder, Vinegars, Pickles, etc.

32 McNAB STREET SOUTH, HAMILTON, CAN.

business. Lard is rather easier, but sales are not active. We quote : American mess pork, $23 to $23.50 ; domestic mess pork, $21.50 ; plate beef, Canadian, $14 to $14.50 ; clear pork, American, $25.50 ; plate beef, American, $17 to $18 ; veal, 4 to 7c.: lamb, 4 to 5c.; mutton, 10 to 12c.; fresh beef 8 to 10½c.; round hogs, 7½ to 8c.; pure lard, tubs, 12c.; pure lard, pails. 12¼c.; compound lard, tubs, 9½c.; compound lard, pails, 9¼c.; refined lard compound, Fairbank's, tubs, 10¾c. to 11c.; pails 11¼ to 11½c.

Mr. Wiley, Mr. Fawcett and Mr. Saunders, all representatives of Armour & Co.'s provision department, were in the city this week; also one of their representatives from the New York office selling soap.

WINNIPEG.

DRESSED AND CURED MEATS — The market for beef has been active all week, but as the supply is large prices continue easy and are rather lower than at last writing, 7 to 8c. being the range of the market. Veal is in moderate demand at 8 to 8½c. Mutton is now in very fair supply at 8½c. Lambs are more abundant and lower, selling now at 12½c. per lb.

Cured meats continue to be in active demand for all lines, but no change of price is announced for the week. Hams, 14½c.; shoulders, 11c.; breakfast bacon, bellies, 15¼c.; backs 14½c.; long clear, 12½c.; spiced rolls, 12c.; dry salt backs, 12½c.

LARD—Very fair demand for lard and prices are firm and without change : 20-lb. pails, $2.50; 50-lb. tubs, $6.25; 3, 5 and 10-lb. tins, $8.

## A RESULT OF ADVERTISING.

The Home and Colonial Mail, of London, Eng., says : "The Toronto papers received this week give descriptive notices, with illustrations, of the new building of The 'Salada' Tea Co. This concern, under the guidance of P. C. Larkin, has developed in all directions, and the handsome structure now occupied bears witness to the enterprise of the management. The expansion of trade in Ceylon tea has been remarkable. Believing in the efficacy of advertising Mr. Larkin has acted up to his belief, and the result is that The 'Salada' Tea Co., and its teas are known all over the American continent."

## RETAIL MERCHANTS' MOONLIGHT.

The Toronto Branch of the Retail Merchants' Association of Canada will hold their annual moonlight excursion on Wednesday, August 13, 1902, on the steamer Chippewa.

## INQUIRIES ABOUT CANADIAN TRADE.

THE following were among the recent inquiries relating to Canadian trade received at the Canadian Government Office in London :

1. Inquiry is made for Canadian shippers of wood flour by a firm who are needing a considerable quantity.

2. A London firm have asked to be placed in communication with some of the principal oilcake mills in Canada.

3. A firm in a good position to undertake the agency in London of a large wood pulp mill in Canada desire to correspond with an important concern not already represented.

4. A Welsh importer is desirous of obtaining f.o.b. prices at Canadian ports, and c.i.f. prices Bristol or Liverpool for Canadian spruce and pine lumber, mouldings, etc.; also for oils and greases in barrels or drums. He is also prepared to quote for high-grade Portland cement for export.

5. An Italian house ask to be referred to a leading Canadian exporter of Labrador cod.

6. An English firm manufacturing agricultural tools, steel files, etc., make inquiry respecting the opening in Canada for their goods.

7. A Canadian firm of engineers with a branch in England are open to take up the agency for Canadian manufacturers of pig iron, steel rails, billets, iron and other ores, wood pulp, etc.

8. A young Canadian now on a visit to Europe desires to get into touch with some English firms in the grocery and smallware line who require such an agency in the Dominion as he can offer on his return.

[The names of the firms making the above inquiries can be obtained upon application to the Editor of THE CANADIAN GROCER.]


LARD




Orders can be filled by any of the leading packing houses or jobbers in Canada or direct.

The increased consumption of compound lard in the last six months is phenomenal. It is not long ago that retailers claimed they were totally unable to sell compound. This is due to improved methods and the high grade of goods that is now being offered by **The N. K. Fairbank Company.** Every pail of **Fairbank's "Boar's Head"** brand of **Refined Lard Compound** is sold on a guarantee as to quality. Costs less, goes further, is better than hog lard.

| | | | |
|---|---|---|---|
| Tierces - | 400 lbs. | Pails, tin - | 10 lbs. |
| Tubs - - | 60 lbs. | " " - - | 5 lbs. |
| Pails, wood | 20 lbs. | " " - | 3 lbs. |
| " tin - | 20 lbs. | | |

THE N. K. FAIRBANK COMPANY.

Wellington and Ann Sts., MONTREAL, QUE.

Chicago. New York. St. Louis. New Orleans. San Francisco. Baltimore. Boston. Philadelphia. London, Eng. Hamburg, Ger.

## FOOD-PRODUCING LANDS OF BRITISH COLUMBIA.

CANADIANS are too accustomed to identify the possibilities of their country with one or two industries. Canada has limitless resources. It is a short-sighted view which sees in one Province the opportunity for developing one resource. It is true that mining interests and fishing operations are the features that bulk most largely in the general conception of British Columbia. Canadians, generally, and British Columbians particularly, have overlooked magnificent opportunities for agricultural development. The rugged country enchants the tourists and delights the miners, and gives rise to gushing streams that teem with fish to make glad the hardy fishermen.

As yet almost undetected are the magnificent resources of British Columbia as an agricultural country. Vancouver especially possesses arable land and throughout the Province stretch tracts of country very fertile for cultivation, and blessed with an easy climate which does not necessitate the winter housing of stock.

The Courtney Valley, north of Comox, has one of the most prosperous and thriving communities in Canada. In Vancouver Island, with an area of 16,000 square miles, the survey made by Mr. Gray has shown that between the Camel River and Fort Rupert there lie about 140,000 acres of first-class farming land, which extent of country will support in France 140,000 people. In British Columbia the acreage per head of agricultural population should be about four acres, so that this neglected land should support 35,000.

An English explorer has said that the potential population of Vancouver Island is 4,000,000. This was estimated on the basis of arable lands, the timber, mineral and other resources.

At the present time the Province sends away hundreds of thousands of dollars annually for the purchase of farm produce. Last year $900,740 went to the United States alone—excluding Eastern Canada—for the purchase of hogs, sheep, grain, fruits and dairy produce. If all that money could be kept in the country and circulated the Province would be much more prosperous.

Some are of the opinion that the 2,000,000-acre land grant on the Island has put back the settlement of the country. People who go out there want to make money fast and do not desire to go into agriculture.

Land agents connected with the Lands Department should be appointed to ascertain the exact area of arable lands and to show intending settlers the lands available.

### A BIG PLANT.

Mr. John Carsley, president of The "Ozo" Co., has purchased the plant of Brosseau & Co., vinegar and pickle manufacturers, Montreal, and is moving it to the premises of The Michel Lefebvre Vinegar Works, already owned by him, on the corner of Mount Royal avenue and Drolet street. The combination of these two plants under one roof will give Mr. Carsley one of the largest factories of its kind in Canada. The premises are to be enlarged, and, with the latest improvements in plant and facilities, which are to be added very shortly, it is claimed no factory on the continent will be better equipped. The entire plant of Brosseau & Co. was purchased, including the registered trade marks.

The new stock is expected to be ready about August 15. Several novelties in wooden and glass ware will be introduced. Mr. Carsely has shown a good deal of enterprise in combining these two large plants, and there is little doubt but that under his management the new factory will take its place among the most important in the vinegar and pickle manufacturing industries. The excellent quality of the goods already produced by both these factories is well known, and with the added facilities we may look for an even finer product, if possible. Mr. Carsely will have many well-wishers among the trade, particularly among those who have already patronized the Michel Lefebvre vinegar and know its value.

### "TANGLEFOOT"

The O. & W. Thum Co., manufacturers of "Tanglefoot" sticky fly paper have sent out the following: "Do you like fly-blown goods? Does your customer like them? A word to the wise, etc. A few sheets of 'Tanglefoot' sticky fly paper spread out in your store and show windows will make you many profitable sales besides proving to your patrons that you are anxious to please them with clean, wholesome goods."

### BUSY IN SPITE OF FIRE.

Although one of the most disastrous fires in the history of cereal milling in Canada completely destroyed the large warehouse and cereal mill of P. McIntosh & Son, Toronto, with heavy loss, the firm, by their prompt action and commendable enterprise, have been able to carry on business without a single day's intermission. Their newly acquired mill at North Toronto, formerly operated by The Ireland Food Co., has been busy night and day since the fire in an effort to fill all orders, while the firm have taken temporary possession of the large warehouse and offices at 47 Front street east for the other branches of their business, so that "Swiss Food" and its kindred breakfast cereals may be had in any quantity required by communicating with the new address. The firm intend branching out this fall on a still larger scale.

### LONDON GROCERS' PICNIC.

The annual excursion of the London, Ont., Retail Grocers' Association was held at Niagara Falls on July 23. Two hundred and fifty passengers went by the Michigan Central and about 50 by the Grand Trunk railway. About 150 more passengers joined the excursion from different places on the route. A special train left London and conveyed the passengers to the Falls.

### SHOW-CARD WRITING.

THE business of card-writing is fast becoming an exclusive profession among the clerks of this country. The fact that it opens a new field of pleasant as well as remunerative work to the overburdened clerk and others has caused those better versed in the work to come to their aid with the correct knowledge and instruction of show-card writing. Every periodical quoting the daily wants of the merchant throughout the land contains calls for proficient card-writers. And there are more calls than people to respond.

In this issue W. Edwards, Carleton Place, Ont., offers a book of instruction at $1 postpaid, which will teach you this art in a thorough and practical manner. This instruction is inexpensive to the country merchant, who in himself must be card-writer, window-trimmer and all else progressive about his store, as the work can be studied at leisure hours, thus fitting himself to economize rather than to expend for a card-writer.

You may, perhaps, regard his instructions as questionable, owing to the rate, but when you consider that he is in a small place with less expensive office rooms than is possible in a large city, you will easily see the reason. Now is the time to take up this work. It means dollars to you—it means swift and sure advancement. The work is light, varied and congenial, and always yields a good salary—much above that of the average clerk or office assistant.

# IF YOU ARE IN A HURRY

FOR ANYTHING IN **GROCERIES**—DURING THE NEXT TWO WEEKS, WHILE OUR TRAVELLERS ARE AWAY ON THEIR HOLIDAYS,

## WRITE, WIRE OR 'PHONE---US

AT OUR EXPENSE, FOR YOUR REQUIREMENTS. **WE GUARANTEE PROMPT SHIPMENT.**

THE **EBY, BLAIN CO.,** LIMITED

**WHOLESALE GROCERS, ETC.** **TORONTO.**


## HINTS TO BUYERS.

Contributors are requested to send news only not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

JAMES TURNER & CO. have been appointed sole agents for Hamilton for Goodwillie's pure fruits, packed in gem jars, and they report a large trade in these goods. Any buyers who handle these fruits should get their business in quickly.

A car of Californian prunes arrived this week for H. P. Eckardt & Co.

A new shipment of Dixon's Carburet of Iron Stove Polish is just to hand with W. H. Gillard & Co.

The Eby, Blain Co., Limited, have a snap in Californian muscatel raisins, which, owing to the high price of Valencias, are selling freely.

James Turner & Co., Hamilton, tell us they are booking large lots of canned goods, and that they have splendid values to offer in these goods.

H. P. Eckardt & Co. report a splendid demand for Japan teas at 19 to 20c.

W. H. Gillard & Co. report large shipments daily of Pilgrim Bros.' New York ginger ale.

The Eby, Blain Co., Limited, have put on the market a line of pickling spice, "Gold Medal" brand, in handsome 2 and 4 oz. cartons, that is meeting with favor with the retail trade.

H. P. Eckardt & Co. advise having received two cases currants last week, and, as the prices are low, they are going out lively.

The quotation of 30c. for "Condor" tea in E. D. Marceau's advertisement last week was wrong. It should have been 32½c. per lb.

James Turner & Co., Hamilton, report a heavy trade going on in "Imperial" vinegar, which goods are giving elegant satisfaction.

W. H. Gillard & Co. are offering some nice Valencias, Ondara layers, in 28-lb. boxes, being in prime condition for this season of the year.

The Eby, Blain Co., Limited, report a very gratifying increase in the sales of "Wheat Os"—the ideal breakfast food. This is proving an exceedingly popular seller during the hot weather.

## EXCURSION OF GUELPH SALESMEN.

About 500 salesmen and clerks, of Guelph, enjoyed their second annual outing to Berlin on Thursday, July 24. The Royal City Association had chartered a special train.

The officers were as follows: Secretary, O. L. Dunning; starter, J. Gould; judges, C. L. Nelles, F. Hendley and James Hewer. President Wallace, with the other officers and members of the committee, assisted these gentlemen, and the manner in which the sports were run off was indeed creditable.

In the evening, through the kindness of His Worship Mayor Eden, the Berlin band gave a concert at the park for the pleasure of the visitors, at which about 3,000 people were present.

## A MOOSE JAW GROCER MARRIES.

Mr. Alex. McKenzie, of McKenzie Bros., grocers and butchers, Moose Jaw, N.W.T., and Miss Eunice Carrie Hutton, fourth daughter of Mr. W. B. Hutton, Gravenhurst, Ont., were the principals of a pretty marriage ceremony, July 16, at the home of the bride's sister, Mrs. Jas. Sutherland.

## BUTCHERS' PICNIC.

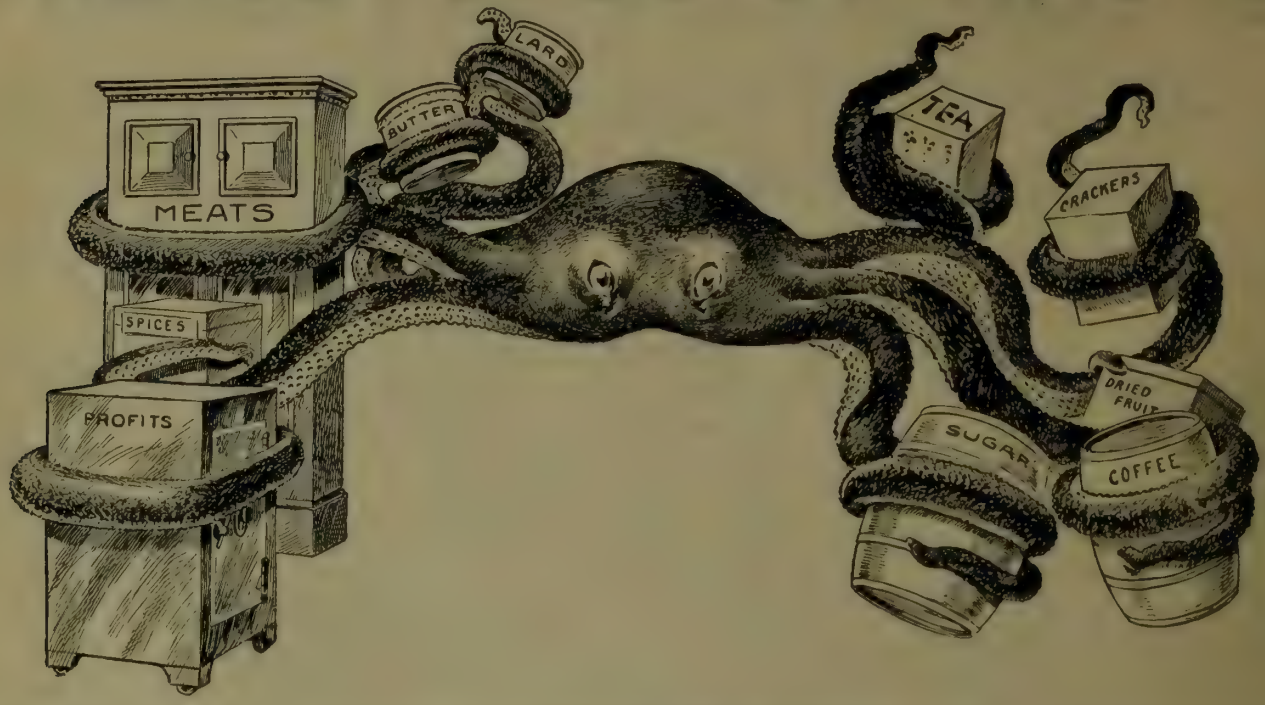
The Butchers' Section of the Toronto Branch of the Retail Merchants' Association of Canada held their third annual picnic in Exhibition Park, Toronto, on Wednesday, July 30. There was a large number present and everything was made enjoyable. In front of the grand stand Geo. Banks gave an impromptu vaudeville show. Besides this several races were run off. In the nail race ladies ran with a hammer and drove nails into a board. In the dog race—to carts—the dogs would fight every few yards and gave their jockeys no end of trouble. There was also a spoon and jam feeding contest; a greasy pig was let loose and caught, and 10 boys tried to beat each other eating half a watermelon. In the baby show the first prize was awarded to Grace Lilian Campbell; second to Albert Arthur Smithers, and the third to Christina Batt. Several races were also run off on the track. A baseball match between the master butchers and the butchers' clerks resulted in a victory for the former.

## WOULD BUY CANADIAN GOODS.

CANADA is being visited just now by Mr. Arthur Sutcliffe, of Sutcliffe & Bingham, Limited, Kkora Works, Manchester, England. Sutcliffe & Bingham are manufacturers of grocers' specialties, such as jellies, fruit crystals, lemon churd, blanc-mange and fruit syrups, and have a number of travellers covering the United Kingdom. It is less than a year since they began to prospect the Canadian market, and they have so far met with gratifying success. The Greig Manufacturing Co., Montreal, are their Canadian agents.

Mr. Sutcliffe's visit to Canada is for a double purpose. In the first place he is looking after the products of his own firm, but he has also got an eye open for Canadian products, principally canned fruits and canned vegetables, which he might be able to sell in Great Britain. He feels certain his firm can sell these goods if quality and price is right. He is not looking for agencies. His firm proposes to buy the goods outright.

# THE OCTOPUS OF WASTE




Don't let this hideous monster (the pound and ounce method of weighing merchandise) fix its tentacles on your store. It is death to profits and everlasting ruin to business.

**The Moneyweight System will rescue you from this vampire.**

**THE COMPUTING SCALE COMPANY,**
**OF CANADA, LIMITED**

163 Notre Dame St., Montreal, Que.
814 Pender St., Vancouver, B.C.

164 KING ST. WEST, TORONTO, ONT.

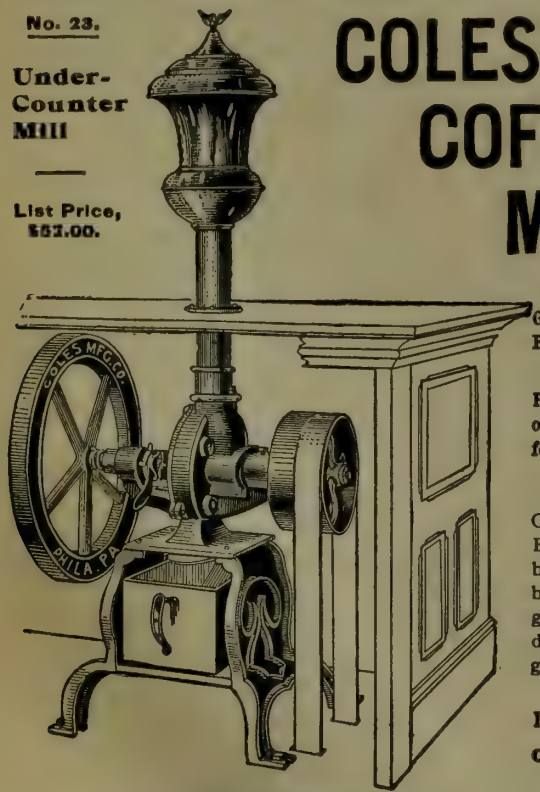
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DAYTON COMPUTING SCALES,
MONEYWEIGHT SCALES.

---

No. 23.

**Under-Counter Mill**

**List Price, $57.00.**




# COLES COFFEE MILLS

**None better for Granulating or Pulverizing.**

**Our mills will Pulverize without heating Coffee.**

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

**A GREAT LABOR-SAVER.**

**Our Grinders wear longest.**

**Agents** { TODHUNTER, MITCHELL & CO., Toronto.
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FORBES BROS., Montreal.
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**COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.**

---

# PERHAPS

you are selling

# Paterson's Worcester Sauce.

If not, you are missing an opportunity for profitable extension of our business. Remember it sells quicker than any other sauce, because its price is away below its quality.

ROSE & LAFLAMME,
AGENTS,
MONTREAL.

THE CANADIAN GROCER

*President:*
*JOHN BAYNE MacLEAN,*
*Montreal.*

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WHEN WRITING ADVERTISERS PLEASE MENTION THAT YOU SAW THEIR ADVERTISEMENT IN THIS PAPER

## HELP THE FARMERS.

ULTIMATELY the success of the merchant depends on the success of the farmer. A merchant's good times come around when the farmer comes to town on market-day with a good fat purse. Retailers in country towns all know this, and realize that in the farmer is to be found their best customer.

Under the circumstances it will be to the merchant's best interest to keep the farmer well posted on those matters of public importance which will tend to increase his prosperity. For instance, a pamphlet has just been published by Mr. J. G. Rutherford concerning the breeding in Canada of horses for army use, which contains matter of vital interest to the farmer. In this document Mr. Rutherford points out that the South African campaign has demonstrated the necessity for equipping the army with serviceable mounts. Such an equipment to day has become imperative in every army with any pretence of being modern.

Canada, which would naturally be expected to supply any number of suitable horses, has been found strangely lacking in this respect. It is not an easy matter at present to obtain in this country any large number of horses altogether suitable for army use. This lack is due to the want of encouragement shown to breeders and the absence of a demand for such horses. To-day there is a demand and there should be an encouragement. Therefore, in self-interest, our merchants ought to direct their country customers' attention to the new demand. Very little extra effort or expense will be required to increase the present small supply enormously. Instead of rearing light horses and ponies, which are of but little value, breeders might just as well raise animals better suited to military service.

## WHITE BEAN SITUATION.

IT is the opinion of a leading firm in Montreal that the price of beans will be materially affected by the damage to crops by rains, and that an advance exceeding that which took place last year can be anticipated.

Last season, it will be remembered, a sharp advance took place on the strength of reported shortage in crops. Then, when it was discovered that these rumors were ill-founded, a decline was the result. As a consequence, dealers are inclined to be suspicious this season, but the continued fall of rain, which has been general, will substantiate the unfavorable reports.

Advices from Michigan say that the reports from all the principal districts are to the effect that the cold weather has materially reduced the prospects for the coming crop. The acreage planted was in several sections a little larger than last year, but a wet spring and other causes have thinned out the growing vines considerably. The Michigan Government crop report refers to the situation as unfavorable.

Reports from Essex County, Ontario, say that the new crop has been severely damaged. White beans in particular will be scarce, while yellows are more plentiful. Trade is reported fairly good.

## QUEBEC CROP REPORT.

THE Department of Agriculture of the Porvince of Quebec has issued the official crop report for the Province, and the general impression to be gathered from it and the numerous county reports is that only warm weather is needed to produce a very good crop all around.

The following is the list of the average yield of the different chief products, 100 representing an excellent crop, 87½, very good; 75, good; 67½, fairly good; 50 poor, and 25, bad.

| | Per cent. |
|---|---|
| Wheat | 61 |
| Barley | 62 |
| Oats | 55 |
| Rye | 61 |
| Buckwheat | 59 |
| Flax | 60 |
| Peas | 60 |
| Beans | 59 |
| Indian corn | 52 |
| Mangolds | 58 |
| Carrots | 62 |
| Swedish Turnips | 65 |
| Potatoes | 67 |
| Green Fodders | 71 |
| Clover | 77 |
| Timothy | 76 |
| Pasture | 76 |
| Tobacco | 56 |
| Apples | 69 |
| Other fruits | 61 |
| Total average | 63 |

The above report covers the entire Province, the average being sustained from 650 reports. It will be seen that the average condition of the crops, being only 63, is not, in itself, very encouraging, but the reports from most of the counties speak hopefully of the outlook should warm weather, which seems to be here now, prevail during the rest of the season. The rain and cold weather has, no doubt, greatly retarded some crops, but their condition is not such that warm weather would not restore them to a normal size.

The hay crop looks well, and as the pastures and fodder crops occupy the greater part of the land under cultivation, the outlook is brighter than would be gathered from the figures alone. Apples show up well, as do potatoes, and the probability is that these crops will be good. Grains, it will be noticed, come somewhat below the "fairly good" mark, 67½ per cent., oats running pretty close to 50, which represents a poor crop. Several reports from the counties state that everything is too backward to at all forsee the outcome.

## LOCAL INTERESTS AND THE ATLANTIC SERVICE.

IT is to be hoped that local jealousy will not be sufficiently strong to prevent the realization of a fast Atlantic service between Canada and Great Britain.

For ten years scarcely any question has been more largely in the public mind than the necessity of a fast Atlantic service. There have been times when it has been relegated to the background or eclipsed for the time being by some other question, but it has again and again come to the front ; and it will continue to do so until it has been dealt with in a way that the necessities of the case demand.

Among the various problems which are to-day demanding solution that regarding transportation transcends all others. The tariff is important. Imperial trade is important. But unless we have efficient transportation facilities the trade and commerce of the country must labor under disabilities no matter how favorable the conditions may be in other particulars. And the fast Atlantic service is at least one of the pivotal points of the transportation problem.

On some of the questions before the public it would be practically impossible for the business men to unite, because of the political atmosphere which surrounds them. But there is no political atmosphere around the transportation question. As far as the Atlantic service is concerned there is no doubt in it a mixture of sentiment, particularly since the Morgan merger startled the British world, but the sum and substance of the matter is, after all, business. It therefore demands the attention — the careful attention—of business men. If they cannot solve it in a satisfactory manner no one can. To leave it to the politicians would be idle. And yet there is danger of business men delaying solution of the question by viewing it from a local or provincial and not from a national standpoint.

What we want to keep before our mind is not the particular interests of Montreal or Quebec or of Halifax or St. John. The paramount interest to consider is that of the Dominion. And the more we allow that interest to overshadow all others the more easily will the question be settled.

### SCARCITY OF GOOD TEAS.

THE scarcity of the first-class in both men and merchandise is a peculiarity about which one hears a great deal these days. And there is at least one staple line appertaining to the grocery trade to which this peculiarity applies at present.

With common descriptions the market is over-burdened and prices are at their lowest point, but of really good teas there is a scarcity and prices are firm.

On the Canadian market there is not enough of good to fine teas to supply the demand, while common grades are going begging.

As an evidence of the firmness of the former it may be mentioned that teas which sold here a short time ago to the wholesale trade at 11d. cannot now be matched except at an advance of 2d. per lb.

The need of curtailing the output of low-grade black teas is becoming more and more evident.

### MISMANAGED COUNCILS.

MISMANAGEMENT of the city's affairs is even a more than usually fashionable subject for discussion in Toronto at present. It is asserted that the affairs of the city are not run in a business-like way. No doubt this is quite true. And the cause is not far to seek : It is the lack of practical business men in the council.

If the ward heeler is the predominating influence in the council, the citizens cannot expect anything else but mismanagement. Like begets like.

We are quite aware that the self-respecting business man has very little to encourage him to enter public life through the door of the municipal council in Toronto or any other city. Influences without number are brought to bear against him the moment he steps into the arena. But these influences, even if in the beginning they defeat him, cannot finally do so. Next to fitness the essential to success is persistency.

Business men are gradually awakening, and it is to be hoped that when the next municipal elections come around they will be wider awake than ever before, not only in Toronto, but in every Canadian city as well.

Some attention to this matter might, with profit, be given by such organizations as the Canadian Manufacturers' Association, the Retail Merchants' Association, the Maritime Board of Trade and the Master Plumbers' Association when they meet in annual convention in the course of the next month or two.

### TO SAVE THE LOBSTERS.

THE lobster industry of the Maritime Provinces has been engaging the attention of the Department of Marine and Fisheries lately, the application recently made by the fishermen for the extension of the season for 10 days having aroused them to the fact that the lobster fishing business might possibly suffer extinction. As the industry is of the utmost importance to the Maritime Provinces, any measures taken towards its preservation are watched with close interest.

A New Brunswick packer says that the reason for the fishermen's petition in regard to the extension of the season was not on account of any failure in the catch, as many supposed, but the bad weather of May and June, which prevented the fishermen from attending to their traps.

The lobsters are growing smaller, according to various reports from the Province, and with the decrease in size there is also less profit in handling them. While in former times lobsters between 18 and 20 in. long were no uncommon thing, now the average is between 9 and 12 in. and none of the 18 and 20-in. fish are caught.

The Department of Marine and Fisheries has put a number of questions to those engaged in the lobster industry regarding the protection of the fish and preservation of the industry. Among them is one in connection with spawning reserves which it is proposed to establish at different places along the coast. The fishermen think that should these reserves for breeding be established it would do much to help the industry. The general opinion is that hatcheries should be established. One hatchery at Pictou, N.S., successfully planted 120,000,000 lobsters in the waters of Nova Scotia and New Brunswick, which must have done considerable good to the fisheries. It is understood that the Department of Marine and Fisheries will establish other hatcheries, and it is hoped that all the fishing centres may be covered.

# CANADA AND SOUTH-AFRICAN TRADE.

**A Letter from a Cape Town Merchant.**

DAY by day Canadians are being reminded of the important trade prospects that are being opened up in South Africa, now that the inhabitants of that country can turn their attention to the pursuits of peace. Rumors that United States and German business firms are already getting hold of the Cape business are everywhere rife. Canadians must not allow any reasonable opportunity to slip by means of which they can seize a share of this business. There is already a Canadian Trade Commissioner on the field in the person of Mr. J. G. Jardine. He has been presenting the claims of this country on South-African merchants in speeches and interviews, and his work is doing good.

Another opportunity for a coneentrated effort will be afforded by the Cape Town Exhibition, which will take place very probably from November 1903 to February 1904. This exhibition will be primarily for the advantage of the Empire, and every colony is urged to exhibit its products there. Arrangements are already on foot for adequate buildings near the Botanical Gardens, Cape Town, and many eminent men are extending their patronage to the movement. There can be no doubt that this exhibition will be a splendid opportunity for Canadian manufacturers.

But the question naturally arises, what is the present situation in Cape Town with regard to the importation of goods which this country can supply? Happily a correspondent on the spot, Mr. Otto Vogt, has furnished THE CANADIAN GROCER with several details concerning this question, and he offers some valuable suggestions as to what lines should be encouraged. It is always advisable as far as possible to get the opinion of one intimately connected with the trade and commerce of a country, for very often such a one will disclose matters that an outsider can with difficulty get at. Mr. Vogt says in his letter of July 2 :

CANADIAN CHEESE IN AFRICA.

"Until now, as far as my knowledge goes, only your cheese has found an opening here, and a limited one at that. It arrives here via London in loaves of some 80 lb., and is dealt in just now at 1s. per lb. less 5 per cent. discount and 30 days open credit. The duty is 3d. per lb., and, as invoice weight has to be taken into account, it is generally more than its actual turn-out. Freight from England to this country is 33s. 9d. and 10 per cent. per mail boat, and 32s. 6d. and 10 per cent. per extra steamer or intermediate steamer, as they are called, for the ton of 40 cubic feet measurement. Dock dues and landing charges are together 5s. per ton of 40 feet or, if dead weight, per so-called Cape ton, which measures only 2,000 lb. Further, there is store rent and fire insurence which you may safely take at 2½ per cent., as storing room is hard to obtain and the premium for insurance is sure to be raised, because just now we had another huge conflagration right in the centre of the town which, I take it, will cost the various companies some £250,000, if not more.

AUSTRALIA AS A COMPETITOR.

"In fruits, you have, barring others, a very severe competitor in that giant like and, since a recent date, rising British colony, Australia, which has been for the last two years or so likewise supplying us with frozen meat, without which we would have simply starved by reason of the war, which, thanks to fate, has now been brought to a close.

"The cheese, I have omitted to state, very often turns out to be strong, bitter, occasionally quite rank, at which the importer uses imprecations loud and deep, which, however, do not change existing facts, and he has to bear the loss.

HAMS AND BACON,

the latter in large, whole sides, are now also largely imported from Australia, and in tinned meats of all classes Armour and Libby, McNeil & Co., of United States fame, are formidable rivals.

"Perhaps Canadian business may be feasible in cereals and the various kinds of wood and deals, in the former of which Australia is to the fore again and in the latter Sweden and Norway, though, particularly in the case of the former, business varies largely as grain has risen by 1s. per bush. of 56 lb. in both Australia and New Zealand. Just now a cargo has come in from California.

"The duty on all grain has in the course of the last 20 years been raised here from 8d. to 2s. per 100 lb. net.

"There is a rumor of a direct line between here and your country. How far it has progressed, if at all, I am just now unable to say.

BUTTER.

"I may as well add that of late an attempt to introduce your butter into this market has been undertaken, with what result has unfortunately escaped my attention. I report on this article as follows: For years past almost our entire wants were supplied by Denmark, principally by two firms, both firms proclaiming their produce as first class; it was labelled 'Choicest quality,' but neither house have been able to merit my own approbation, as their butter always had a tallowy flavor. It was packed in cases containing six air-tight soldered tins of 28 lb. (English) net, or 12 tins of 14 lb., or 36 tins of 2 lb., or 72 tins of 1 lb. The duty was and is still 3d. per lb., dock dues, handling, freight, etc., the same as on all other goods, and prices varying according to the yield from year to year—on an average of about 1s. 7d. to 1s. 8d. per lb., duty paid less 5 per cent. discount and 30 days open credit. There have been seasons, however —I am speaking of a span of over 20 years, during which time I have been in the colony—when it was as high as 1s. 10½d. and 1s. 11d. per lb. (I refer to the 28-lb. tins, the staple article) and others when it could hardly find buyers at 1s. 5d. and 1s. 4¾d. per lb., under the same conditions as above. Then Australia, that rapidly-advancing, world-astounding continent, stepped in and, to use an ordinary expression, within three shakes of a duck's tail Denmark was and has remained crushed out of the market. Not only is its produce butter, pure genuine butter, and not only is it delicious in flavor, taste and appearance, but Denmark's price is not a patch to its price. All conditions being the same, it has been sold here on the average at 1s. 4½d., and that exporter as well as importer are satisfied is proved by the repeated and constant shipments of thousands and thousands of cases. Australia's mode of packing is different however. Their produce is packed in wooden boxes of 56 lb. net, which are simply laid out with a sort of very thick impenetrable tissue paper between and nothing else.

"The brands imported are manifold. They hail principally from Sydney and Melbourne. Adelaide and Freemantle are less to the fore. Just now, however, a rise has taken place and really first-class butter is hard to obtain at 1s. 5d. if at all. It is, I believe, due to the failure of the crop, owing to adverse weather."

# "OUR FRIENDS" and ENEMIES ALIKE

(We hope we haven't many of the latter), need : : : : : : : :



# "SALADA" CEYLON TEA

to WIN and HOLD a trade, which is essential to success. There is nothing "theoretical" about this statement. It's a proven living "**FACT.**" No doubt, you can "hold off" a little longer if you feel so disposed; but believe us, it's not good wisdom, as more alive competitors are simply getting away with sales that might be yours.

"**SALADA**" is sold in sealed Lead Packets only.
No cutting allowed. Fixed selling prices always maintained.

} **Black, Mixed or natural Ceylon Green.**

**WE SHALL BE GLAD TO HEAR FROM YOU.**

**Address, "SALADA," Toronto or Montreal.**

# *LILY WHITE GLOSS STARCH*

In 6-lb. Toy Trunks
with real locks and keys.

This beautiful and useful package will be appreciated by every householder.
Try a case or two with your next ten-box order.

THE BRANTFORD STARCH WORKS, Limited, BRANTFORD, ONT.

# PRINGLE MACAROONS

A new Biscuit, very tasty.
Not a high-priced one either.

# The Canada Biscuit Co., LIMITED,

**KING** and **BATHURST STS., TORONTO.**

**TORONTO COLD STORAGE**

9-11-13 Church St., - - - TORONTO

Under new management.
Chill rooms now being repaired. Service improved.
Storage solicited.

**W. HARRIS & CO., - PROPRIETORS**
Telephone Main 1831

**LEMONS** —Choice, - $3 25
—Sorrentos, $4 00

If you want best value in market send us your order for Sorrentos.

**Bananas**

Fine large fruit—$1.75 to $2.00 per bunch.

**All orders shipped promptly the day ordered.**

**SMITH & CARMICHAEL**
70 COLBORNE ST., TORONTO.

Butter Cheese
Eggs Poultry

Consignments Solicited.
Highest Prices. Prompt Returns.

**The Wm. Ryan Co.,**
... Limited.
70 and 72 Front St. E., Toronto.

**EGGS—BUTTER**

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Special attention given Mail and Telephone orders.

Your consignments, produce and fruit carefully handled.

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## QUEBEC MARKETS.

### *GROCERIES.*

Montreal, July 31, 1902.

BUSINESS throughout the week has been good, considering the season. The midsummer term is usually of a quiet nature, and this is no exception. In canned fish, fruits, and other lines, in demand during the picnic and outing season, there has been an active movement. White beans have been getting dearer, as the old-crop beans are becoming scarce on the market and the outlook for the new crop is none too bright. The price now is 2⅝ to 2¾c. A slight advance has also been made in pot barley, barrels now being quoted at $4.35 and bags, at $2.12½. Pearl barley is considerably higher, and $4.60 is now charged for ½ barrels.

SUGAR.

This still remains unchanged in price, $3.65 for granulated and $3 to $3.55 for yellows. The demand, locally, has kept up well and a good business has been done through the week with country buyers. The market is steady, and dealers, judging by conditions on the primary market, are not looking for any change in the price at present. Reports from New York state that a good business is doing in the raw article, refiners having been free buyers of sugar for shipment from Cuba. An increased demand has also been felt for refined sugar, and a slightly firmer feeling is reported.

TEAS.

Trade is not particularly active, but all dealers report an improving demand from local and country buyers. One report received here states that the second crop of Japan tea has been large, and taking the first and second together, the amount of tea from Japan will be larger than last year. As the second crop is the one which gives the Canadian market its chief supply, it looks as though we would have as low prices as last year. One buyer has received quotations at 1c. lower than a week ago, and he is looking for a further decline. At that price, Japan teas, second crop, are still from 1½ to 2c. higher than last year. A cable of July 27 states that in the eastern district of Japan it has been decided to stop picking the third crop after August 31. Should this be done it will tend to maintain the price unless some large amount should be unexpectedly brought in.

SYRUPS AND MOLASSES.

Corn syrups are still moving slowly on this market. Prices show no change, and our quotations are as follows: 3½c. in bbls.; 3⅝c. in ½ bbls.; 3¾c. in ¼ bbls.; $1.60 in 38½-lb. and $1.20 in 25-lb.


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CUT TOBACCO . . . .
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CIGARETTES . . . .
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**California Fruits**

**Peaches, Plums, Apricots.**

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pails. In Barbados molasses there is no improvement whatever. The demand is very light, although it is expected that business will improve before long, as retailers' stocks will have to be replenished. Barbados molasses is quoted at 23 to 24c., according to quantity. The price of Antigua and Porto Rico molasses has not been changed, the former selling at 24c. and the latter at 38c.

### CANNED GOODS.

Most lines of canned goods are now in very good demand. Stocks are running low in some lines, there being very few tomatoes, while as to 3-lb. apples, it is impossible to get them at any price. Salmon is moving well, as also are all lines of vegetables. Jobbers are now quoting prices on the new pack for future delivery as follows: Tomatoes, 90 to 95c.; corn, 80 to 85c.; peas, 80c. to $1.20; string beans, 80 to 85c.; strawberries, $1.45 to $1.60; raspberries, $1.45 to $1.60; gooseberries, $1.45 to $1.60; pears, 2's, $1.60 to $1.70; 3's, $2.10 to $2.15; peaches, 2's, $1.65 to $1.70; 3's, $2.50 to $2.75; 3-lb. apples, 85 to 90c.; gallon apples, $2.10 to $2.20; 2-lb. sliced pineapples, $2.20 to $2.30; grated pineapples, $2.50; pumpkins, 95c. to $1; spinach, $1.50; sugar beets, 95c. to $1. There has been no change in the price of spot goods, which are still quoted as follows: Peas, 82½c. to $1.15; corn, 82½ to 85c.; tomatoes, $1.12½ to $1.17½; gallon apples, $2.95 to $3; salmon, pink, 92 to 95c.; spring, $1.25; Rivers Inlet, red sockeye, $1.30; Fraser River, red sockeye, $1.40.

### SPICES.

Business in spices has improved of late and jobbers report a fair demand for almost all lines. No quotable change has occurred. Our quotations are now as as follows' Nutmegs, 35 to 55c. per lb., as to size; penang mace, 45 to 50c. per lb.; as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 22c., according to grade; white, 25 to 27c.; ginger, whole, Cochin, 15 to 17c.; Japan, 13 to 14c.; Jamaica, 16 to 20c.; Afghan, 12 to 13c.; ground, Japan, 15c.; Cochin, 16 to 17c.; Jamaica, 20 to 22c., and Afghan, 13 to 14c.

### RICE AND TAPIOCA.

There is nothing new to report. Both these articles are moving out fairly well at unchanged prices. Quotations are as follows: B rice, in bags, $3.02½; in ½ bags, $3.07½; in ¼ bags, $3.12½; in pockets, $3.17½. In 10-bag lots an allowance of 10c. is made. CC rice,, $2.92½ in bags; $2.97½ in ½ bags; $3.02½ in ¼ bags, and $3.07½ in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4 to 5c. per lb., and tapioca, 3c.

### FOREIGN DRIED FRUITS.

The demand, locally, for currants keeps up at steady prices. As the active season approaches, a gradual improvement is noted in the sales. Our quotations follow: Fine Filiatras, 5⅛ to 5½c. in ½ cases; cleaned, 5⅝ to 5¾c.; 1-lb. cartons, 6½ to 7c.; finest Vostizzas, 7 to 7½c. per lb.

VALENCIA RAISINS.—There is nothing new to report in this market. Very little good fruit is procurable. In the primary market a recent report states that some 400,000 boxes were destroyed, which will mean a serious loss, one firm placing it at 25 per cent. of the crop.

SULTANA RAISINS.—There is a moderate business doing. The price has not changed from 9c. per lb. The new crop is expected to be between 30,000 and 35,000 tons, which should mean at least moderate prices.

CANDIED PEELS.—These are steady and unchanged in price. The demand is fair. We quote: Citron peel, 15c.; orange, 11½c., and lemon, 10½c. per lb.

MALAGA RAISINS.—There is nothing new to report in this market. The prices are unchanged and the situation remains about the same as a week ago. We quote as follows: London layers, $1.50 to $1.60; "Connoisseur Clusters," $2.15 to $2.25; ½'s, 65 to 70c.; "Royal Buckingham Clusters," $3.30 to $3.35; ¼'s, $1.05 to $1.10; "Excelsior Windsor Clusters," $4.50 to $4.60; ½'s, $1.30 to $1.40.

DATES.—We quote Hallowees at 4½c., with a small amount of business doing. The crop is progressing favorably, and prices will not be high.

FIGS.—Private cables from Smyrna fig shippers report a further advance on future figs of about 1s. 6d. above last cable quotation. A private letter states that the crop outlook is for not over 5,000 camel loads, and the writer says that he would not care to sell at present at 32s. per cwt.

CALIFORNIAN EVAPORATED FRUITS.—There is no change and the demand is light. We quote: Pears, 10c.; peaches, 10½c and apricots, 14½c.

CALIFORNIAN RAISINS.—The price of seeded raisins remains at 9¾ to 10½c. per lb. In regard to the price named on the 1902 crop raisins, a New York operator says: "The basis fixed at 4½c. for 2-crown, 5c. for 3-crown and 5½c. for 4-crown loose is too high to admit of business with the present crop outlook, and the fact that the association will not, from present indications, cut much of a figure this season. Taking 3-crown loose, the basis of 5c. is from ¼c. to ½c. higher than the selling price last season at the opening. No one will venture on purchases at that figure under existing conditions. The crop outlook is for a yield of fully 4,500 carloads at the present time. Last year's crop was about 3,500 carloads."

PRUNES.—Mail advices from New York say of prunes: "An offer of new crop prunes, Sonomas, 40-50s and 50-60s was reported to-day on the 2⅜c. four-size basis. Santa Clara's new crop are offering at 3c. basis for 40-50s, and from 2½ to 2¾c. four-size basis for the four sizes, according to what grower holds them. Offerings, however, are not freely made on Santa Claras. According to a late estimate the Californian output is figured up to 150,000,000 lb. Sales made to date on new crop have, it is stated, been largely for October shipment." Locally, the demand for prunes is fairly good. No quotable change has occurred. We quote: 8½c. for 40-50's; 8c. for 50-60's; 7¾c. for 60-70's; 7½c. for 70-80's; 6¾c. for 80-90's; 6½c. for 90-100's.

### NUTS.

A further advance of ½c. is reported in Grenoble walnuts, making the present price 10¼ to 11½c. Peanuts continue dear and are somewhat scarce. Advices from Italy estimate the crop of almonds at 50 per cent. less than last year. From Sicily, reports show a much stronger market for shelled almonds, the quotations being equal to 27c. cost laid down here. The local prices are as follows: Walnuts, 9¾ to 11c.; Tarragona almonds, 12 to 13c.; shelled walnuts, 17 to 17½c.; shelled almonds, 25 to 27c.; filberts, 8¾ to 9¼c.; pecans, 15 to 16c.

### GREEN FRUITS.

With the arrival of a few days of warm weather business in green fruits picked up wonderfully, and during the past week the market has been active all round. Californian fruits of all descriptions have been in excellent demand, as many as ten cars a day being received. Valencia oranges are now completely out of the market. Potatoes have taken a big drop, being quoted 60c. to $1.15 per barrel lower. Strawberries are 1c. lower, and but very few are offered. Cucumbers are also somewhat lower. We quote as follows: Jamaica oranges, in barrels, $4.50 to $4.75; in boxes, $2.75; Messina lemons, $2 to $3 per box; pineapples, 13 to 20c.; cocoanuts, $3.50 per bag of 100; bananas, No. 1, $1.25 to $2, and 8 hands, $1 to $1.50; sweet potatoes, Vinelands, $4; grape fruit, $4.25 to $5 per box; radishes, 15c. per doz.; strawberries, 10c. per box; asparagus, 10c. per bunch; Boston lettuce, 35c. per doz.; cucumbers, 35c. per dozen; wax beans, $2.50 per basket; green beans, $3 per basket; Californian cherries, $2 to $2.50 per box; Canadian cabbage, $1.25 per barrel; potatoes, $1.15 to $1.30 per barrel; tomatoes, four-basket carriers, 90c. to $1.00; watermelons, 25c.; muskmelons, $3.50 per crate; raspberries, 10 to 12c. per box; gooseberries, 65c. per basket; blackberries, 6 to 7c. per box; Californian apples, $2 per box; peaches, $1.25 per box; plums, $1.25 to $1.75 per box; pears, $2.50 per half box; apricots, $1.25 per box; limes, $1.50 per box; red currants, 6c. per box.

### FISH.

The demand for haddock is fairly good, and dore is also moving out well. The latter, however, is growing scarce. Other fish, excepting trout, are in good supply. British Columbian salmon is commencing to arrive, and sells for 14c. No quotable changes have occurred. Gaspe salmon has now disappeared from the market. Our quotations are as follows: Haddies, 7 to 7½c.; smoked herrings, 9 to 10c. per box; fresh haddock and cod, 3½ to 4c. per lb.; whitefish, 7½c.; dore, 7½ to 8c.; pike, 6c.; halibut, 10 to 12c.; salmon, 14c.; trout, large and medium, 8c.; No. 1 herring, Nova Scotian, $4.75 to $5.25 per bbl., and $2.50 per ½ bbl.; No. 1 Holland herring, $6.50 per ½ bbl.; No. 1 Scotch herring, $6.50 per ½ bbl., and 95c. per keg; Holland herring, 75c. per keg; No. 1 green codfish, $5 per bbl.; mackerel, $12.50 per bbl.; boneless cod, 1 and 2-lb. blocks, 6c. per lb.; loose, boneless cod, 5c. per lb. in 40-lb. boxes; dried codfish, $4.75 per 112-lb. bundle; No. 1 Labrador salmon, $17.50 in tierces, and in barrels, $12.50; No. 1 British-Columbian salmon, $6 per ½ bbl., and $12 per bbl.; standard bulk oysters, $1.50 per gallon; Marshall's kippered herring, $1.45 per doz.; Canadian kippered, $1 per doz.; Canadian ¼ sardines, $3.75 per 100; canned Cove oysters, No. 1 size,




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In 1 and 2-lb. Cans only.
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# CHASE & SANBORN, Importers, Montreal.


$1.30 per doz.; canned Cove oysters, No. 2 size, $2.20 per doz.

### FLOUR AND GRAIN.

FLOUR.—Business in flour has been fairly good, the demand from both local and country buyers, for carload lots, being steady throughout the week. A small amount of business on export account has been done. The market is steady and shows no change in price. Our quotations are as follows : Manitoba spring wheat patents, $4 to $4.30 ; winter wheat patents, $3.90 to $4.10 ; strong bakers', $3.70 to $4.00 ; straight rollers, $3.60 to $3.70.

GRAIN.—The demand for oats, in carload lots, for outside points has continued, but in other lines trade is quiet. Corn is quiet and lower in price. Barley is higher and firm. We quote : Manitoba oats, No. 2 white, 49¼ to 49½c.; No. 2 Ontarios, 48¾ to 49c.; No. 3, 48¼ to 48½c.; rye, 67c.; peas, 86½ to 87c.; corn, 72c. ; buckwheat, 68½ to 69c.; barley, 58 to 59c in store.

FEED.—The market for feed has been steady with a fair demand. The offerings of shorts continue small, and prices are firm. We quote : Manitoba bran, $16 to $17 ; Ontario bran, $15 to $15.50; Manitoba shorts, $23 ; Ontario shorts, $24.

OATMEAL.—There has been no change in the market for rolled oats, which continue in fair demand in small lots. The price is $5.40 per barrel and $2.65 per bag.

BALED HAY.—The demand is fair from local buyers. The prices are unchanged. We quote No. 1 timothy, $8.50 to $9 ; No. 2, $7.50 to $8 ; clover, $7 to $7.25 per ton in carlots.

### BUTTER AND CHEESE.

BUTTER.—The market still remains firm, but business is somewhat quieter than a week ago. On Monday of this week 1,000 packages of creamery brought 19½ to 19¾c. Prices are much as before. We quote : Fancy Townships creamery, 20 to 20¼c.; finest Townships creamery, 19⅞ to 20c.; finest Quebec creamery, 19¾ to 20c.; finest Ontario creamery, 19¼ to 19½c. Fine creamery, 19 to 19⅛c.; dairy butter, 16½ to 16¾c. Considerable demand for western dairy butter is experienced for export.

Shipments from the port of Montreal last week were : 29,505 packages, or 6,124 packages more than for the same week last year. Since May 1 the total shipments were 178,808 packages, an increase of 38,598 packages over the corresponding period last year.

Last week the steamships Pretorian and Manxman, for Liverpool, carried away 5,366 packages ; the steamship Manchester Commerce, for Manchester, 5,251 packages ; steamships Iona and Montevidean, for London, 9,247 packages ; steamship Monterey, for Bristol, 8,253 packages.

CHEESE.—The tone of the cheese market is still very firm and an upward tendency in prices to be noted. For comparison sake, we give the prices quoted on July 22 and those of July 29 :

July 22, finest Ontarios, 9⅞ to 10c., July 29, do., 10⅛ to 10¼c.; July 22, finest Townships, 9¾ to 9⅞c., July 29, do., 10 to 10⅛c.; July 22, finest Quebecs, 9⅝ to 9¾c., July 29, do., 9⅞ to 10c.

Shipments from the port of Montreal last week were : 140,557 boxes, or 49,856 more than for the same week last year. From May 1 781,389 boxes were shipped, being 178,558 boxes more than for the corresponding week last year. For the week ending July 19, 76,478 boxes were shipped.

Steamships Pretorian, Lake Megantic and Manxman, bound for Liverpool, carried away 32,761 boxes. The steamship Manchester Commerce, for Manchester, 3,233 boxes ; steamships Orcadian and Concordia, for Glasgow, 4,323 boxes ; steamships Iona, Montevidean and Montezuma, for London, 56,686 boxes, and the steamship Monterey, for Bristol, 41,893 boxes.

### COUNTRY PRODUCE.

EGGS.—Some inquiry for fresh eggs for export has been made. Hens are now commencing to be grain fed, so that the quality of the eggs should improve. There is a scarcity in supplies in the country which is affecting the prices in the city. In the city prices are as follows : Straight gathered stock, 15¼ to 15½c.; straight candled, 16 to 16¼c. No. 2 stock are still selling at 13 to 13½c., according to selection. A considerable quantity of Prince Edward Island eggs are offering, but the quality is reported to be somewhat unsatisfactory, as evidenced by the prices being paid.

POTATOES.—Still a further decline in the price of potatoes has taken place since our last report. At the Bonsecours Market here farmers were selling potatoes at $1 per bbl., while jobbers were asking $1.25. The demand is exceptionally

# TEAS TEAS

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good. If the present satisfactory weather continues, which will give the farmers an opportunity of turning their attention to their hay crop, an advance over the above prices is expected.

HONEY.—Very little attention is being paid to this article at present, and, as a consequence, business is exceedingly slow. Prices are unchanged. We quote: White clover comb, 13 to 14c.; tinged, 10 to 11c.; strained, 9 to 10c. per lb. Buckwheat honey in comb, 9 to 10c.; extracted, 7 to 8c.

MAPLE PRODUCTS.—Trade is as slow as ever. Prices are the same as last week. We quote: Syrup, in large tins, 70 to 80c.; small tins, 50 to 60c. In wood, 15 to 30-gallon casks, 5 to 5½c. per lb. Sugar, in round lots, 7 to 9c., as to quantity and quality.

POTASH.—Prices have declined considerably and the market is very weak. We quote: Firsts, $4.10 to $4.15. Last week they were $4.20 to $4.30. Seconds, $3.35 to $3.45. Last week they were $3.80 to $3.85. Pearls, $6 per 100 lb.

HOPS.—If reports from Prince Edward (Ontario) county are authentic, to the effect that there is a very poor crop, prices will take a jump upwards.

TALLOW.—We quote: Refined, 6 to 6½c. and rough, 2½ to 3½c. The market is quiet.

### MONTREAL NOTES.

Grenoble walnuts are ½c. higher.

Valencia oranges are out of the market.

American pork (Jones'), is 75c. per bbl. lower.

Potatoes are much lower, and are now quoted at $1.15 to $1.30 per barrel.

Pearl barley has advanced considerably, being now quoted at $4.60 per half bbl.

### MANITOBA MARKETS.

Winnipeg, July 28, 1902.

THE week has been the busiest Exhibition week ever known in the West, and the crowds attending the largest. Jobbing houses have done a good trade, and retail houses the largest Exhibition trade in the history of the city. Among the visitors have been thousands of Americans that stayed, one, two, and three days. The city has been gay with flags, and the illuminations prepared for the Coronation have been used every night, so that the city has had quite an unusually gay appearance.

With reference to the Exhibition, it showed advance over former years in main lines, particularly that of beef cattle and bacon hogs. With reference to the latter, the judge of the swine, Prof. Ferguson, of the Michigan Agricultural College, pronounced the exhibit very good indeed, more especially along the bacon types.

Jobbers declare they have been far too busy to think about markets, and there are few changes to record.

TEAS.—There is an easier feeling in Ceylon teas, and prices are about 1½c. lower.

COFFEE.—The coffee market is slightly firmer, and No. 5 Rios are now quoted at 8¼ to 8¾c.

EVAPORATED AND DRIED FRUITS.—Advices have been received on this market that the fig crop has been seriously damaged and brokers have for the present withdrawn quotations. The actual extent of the damage is not known. Currants and raisins are in normal demand and without change of price. We quote: Fine off-stalk, $1.85 to $1.90; layers (Valencias), $2.20 to $2.25; muscatels, 2 to 1-crown, 8¾ to 9½c. There is no change in the price of Californian evaporated fruits, and the demand is light.

CANNED GOODS.—No change has taken place in these goods and the trade is active. Reports of shortages in peas and also a shortage in the corn crop continue. Reports from reliable sources are current on the market here that the association is paying eastern canners not to pack. One representative of a cannery admitted, while in town during the week, that he was to receive a certain percentage for goods not packed.

CREAM OF TARTAR.—There is an advance of 1c. per lb. quoted on this market.

RICE.—The phenomenal advance in Japan continues and the present price here is 5½c. per lb. Other grades of rice are without change.

FLOUR.—The market is steady with a good local demand and considerable export trade. Prices are without change. We quote: No. 1, $2.05; No. 2, $1.90; No. 3, $1.75; No. 4, $1.60; No. 5, $1.25.

CEREALS.—Rolled oats is practically the only cereal in demand in sack form, and trade in this is slow locally, although there is considerable export demand. Prices are without change. We


The best selling tea in Canada today is
Blue Ribbon Ceylon
packed and sold by
Blue Ribbon Tea Co.
12 Front St. East - Toronto

quote: 80-lb. sacks, $2.20; 40-lb. sacks, $2.25; 20's, $2.30. Granulated and standard oatmeal, $2.75.

DAIRY PRODUCE.—Creamery Butter.—Receipts are still comparatively small and the market is holding firm at 16 to 16½c. factories, with 17c. as the outside figure for the make of one or two creameries. Dairy Butter.—The supplies are somewhat more liberal and there is a very active demand. The past week has certainly been a time of testing for poorly made butter, and a considerable percentage of that comes under that head. The price is slightly better for a good article, some dealers paying 13c. for the best grade, and the price generally is 12 to 12½c. for good butter, but for much that is offered not more than 10c. Winnipeg is paid.

CHEESE.—The offerings continue small and the price is firm at 8½c. Winnipeg, with 9c. paid for small lots of extra choice cheese. There is a noticeable falling off in the make this season, due largely to the wet weather early in the season.

EGGS.—Receipts are still somewhat limited though larger than at the same date last year. The consumptive demand of the city has been enormous for the week, so that stocks are well cleared up, but prices are expected to drop within the next few days. The price is 13c. Winnipeg for fresh case eggs.

GREEN FRUITS.—The market was bare of bananas for the first days of Exhibition week, and when a stock did arrive the fruit was in bad condition, being over ripe. Price, $3 per bunch. Peaches, suitable for canning, are now abundant at $1.50 per crate; red plums, $1.75 and blue plums, $2; pears, $4.50 per crate. Washington apples have arrived and are selling at $3 per box. Watermelons are down to $4 per dozen. Oranges, $5 to $6, according to number in crate. Lemons are firm at $6.

VEGETABLES.—New potatoes, in sacks, 2c. per lb.; cucumbers, 60c. per doz.; celery, 60c.; tomatoes, in 4-basket crates, $1.25; cabbage, 60c.; cauliflower, 75c.

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NOTE

One of the finest exhibits at the Fair was that of The Ogilvie Milling Company, and the first prize exhibit was that of G. F. & J. Galt's "Blue Ribbon" goods. The whole process of weighing, packing and labeling tea and the weighing, roasting, grinding and packing of coffee was given practical demonstration to the visitors.

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M. J. Hughes, general merchant and hotelkeeper, South Wellington, B.C., is removing to Wellington.


# For Camp or Picnic

Nothing more desirable than

# Clark's Meats.

Now's the time to carry a FULL STOCK.

# EPPS'S

GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

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Six GOLD Medals

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W. EDWARDS, Carleton Place, Ont.

## NOVA SCOTIA MARKETS.

Halifax, July 29, 1902.

THE grocery business, which has shown such extensive and continued activity so far during the season, is now passing through the dullest season of the year—the midsummer vacation season, when orders are smaller and less numerous, and the principal trade lies in the local and country markets adjoining the city.

* * *

This is the season when the head of the firm hies away to the cool beaches or takes up his abode in his summer residence on the Northwest Arm, or at Cow Bay, to recuperate his tired brain, while the industrious clerks who, too, have earned their vacation, hie away to their country homes and enjoy the scenes and surroundings of their boyhood—for it is a well-known fact that the best clerks in the city are country born and bred.

* * *

Though business is dull the price situation, generally, remains firm, and there are few important changes worth noting. The firm position which beef and pork products have held in the market for some weeks shows no indication of appreciation, and this has had a material effect on the part of buyers. These products rose with a jump, and it is not unlikely that the same kind of a decline may take place. Buying is done only in small quantities, and resource is also had to the use of other food substitutes.

* * *

New canned peas and strawberries are now on the market, though there is not much retail sale in these at present, as our own fresh crop is in the market. Wholesalers are placing their orders at about the same price as for last year's product. It is reported that corn, which will soon be on the market, will be higher than last year, as the crop is likely to be short.

* * *

On a report from Ontario districts that the wet weather had hurt the bean crop considerably, this commodity has advanced 20c. per bushel. Flour continues firm, and in some brands there is an advance of 15 to 20c. per barrel. Cornmeal is now quoted at $3.45 in carload lots, or $3.50 in smaller quantities. This quotation is less than in the corn centres of the west. Round peas have advanced 20c.

* * *

The hay situation is now easier. The demand from South Africa having ceased has affected the market somewhat. It is too early in the season yet to predict exactly how this season's crop will stand, but it is the general opinion that the crop will be under the average. That on light soils will be good, but on heavy land the backward wet season had a marked effect for a light crop.

* * *

Salmon, mackerel and other kinds of fresh fish, owing to the high price of meats, are in good demand, and the local market is well supplied. Considerable dry fish is coming in, but the prices remain low, there being no very material improvement in the Southern markets.

R. C. H.


THE PURITY AND EXCELLENCE OF

COWAN'S

Hygienic and Perfection COCOA,
Queen's Dessert, Royal Navy
and Perfection CHOCOLATE,
Cowan's CAKE ICINGS,
Chocolate Cream Bars, Chocolate Ginger, Wafers, etc.,
and Cowan's Famous Blend COFFEE

make them the most popular goods with all grocers.

THE COWAN CO., Limited, TORONTO

Austrian Sugar

ON SPOT---TO ARRIVE or FOR IMPORT.

Samples and quotations on application.

ALEX. WILLS, 27 St. Sacrament Street, MONTREAL



Bennett's Grocery Cabinet.

SATISFIED CUSTOMERS

our best recommendation.

"Lindsay, April 14.—I am well pleased with cabinet.
"A. FISHER."

"Port Arthur, June 23.—Cabinet received O.K. It is just what I wanted.
"H. CHAUSSE."

"Fowler's Corners, June 27.—Cabinet is greatly admired and it certainly is a necessity in any well ordered grocery.
"WM. DINSDALE."

Full particulars from
J. S. BENNETT,
Patentee and Mnfr.,
15 Marion St., Toronto.

WESTERN ASSURANCE COMPANY

Incorporated 1851

Fire and Marine

| | |
|---|---|
| Capital - | $2,000,000.00 |
| Assets, over - | 2,900,000.00 |
| Annual Income | 3,000,000.00 |

Head Office: TORONTO, ONT.

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President.
C. C. Foster, Secretary.

Try the "Imperial" Brand
—OF—
Peaches, Pears, Apples,
Corn, Tomatoes, etc.

They are packed from the choicest fruits and vegetables.

Packed by
The IMPERIAL CANNING CO.
KINGSVILLE, ONT.

H. N. Bate & Sons
OTTAWA, CANADA.

Agents for
STRICTLY UNCOLORED
ANGLO-SAXON
CEYLON GREEN

Same drawing qualities as Japan.

Put up in 1-lb. lead packages. 24 packages in case.

Wholesale, 19 cents per lb.
Retail, 25 cents per lb.

Sale Guaranteed or can be returned at our expense.

With four cases of above we give one of our handsome polished oak paper bag holders. Best in the market.




## SWEETENED

We are now prepared to furnish and ship promptly

# Silver Cow Brand Preserved Milk

Equal in purity to our famous **ST. CHARLES CREAM.**

We respectfully solicit your orders for and co-operation in marketing this product. Address:

**St. Charles Condensing Co.,**

Factories—INGERSOLL, ONT., and ST. CHARLES, ILL.

ST. CHARLES, ILL., U.S.A.

---

# LISTEN!

We are offering goods at the uniform Association prices.

We solicit your patronage on **the merit of our goods.**

We guarantee the quality of any line of goods packed by us **equal to the best brands packed on the Continent of America.**

We are ready to support this statement with samples. **Don't be side-tracked.**

Your wholesale house will supply our best brands if you insist upon it. If not, write for quotations.

## Delhi Canning Co., Limited, -:- Delhi, Ont.

---



# The THISTLE Brand

ARE

**HIGH-GRADE**

TOMATOES - CORN - PEAS - Etc.

GUARANTEED SECOND TO NONE.

BRIGHTON CANNING CO.

---

**JERSEY CREAM YEAST CAKES—THE ONLY YEAST WITH CREAM IN IT.**

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

### Fear not—no harm will come to thee.

During holidays for travellers we will offer special inducements for orders by mail or telephone. Write for one chest of Hapugastenne Ceylon Tea at 12½c., net cash, and one chest at 15c., and see if they are not 20 per cent. better than usually sold. The teas of this fine garden are giving the best satisfaction of any Ceylon Teas we have ever sold.

### Send it back

Don't have to, they tell us. Sells too well, but we want a record-breaker in September. Send us a post card for one box to be sent you in that month. We want to ship 2,500 boxes in September. If you now sell it, send for a box—if you don't sell it, send for a box. Be up-to-date and have Canada's greatest yeast cake in your stock.

82, 84, 86 McNab St., HAMILTON. **LUMSDEN BROS.,** 9 Front St. East, TORONTO.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

**THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.**

## NEW BRUNSWICK MARKETS.

St. John, N.B., July 29, 1902.

TOURISTS are of great interest at present. Our Tourist Association is very active, and everything possible is being done to advertise, in an attractive way, our substantial advantages as a summer resort, as well as to do all that is possible to make the stay of those who come pleasant. While we have those who come to our own city and Province, we have those passing through or making a short stay who go to Nova Scotia, including Cape Breton, and on to Prince Edward Island. One is sure of cool weather and out-of-door life with most pleasant and beautiful surroundings. In business, there is a steady movement of goods. The markets are on the whole quite firm. In spices, some lines are easier. This is the season of light demand. Cream of tartar is very firm.

OILS.—In burning oils there is a steady increased sale. Prices are unchanged. Fall business is beginning to attract attention. In paint oils the easier prices continue, particularly in linseed oils, and sales are but fairly active. In lubricating oils the sales are large. Cod oil is being received quite freely and prices are considerably lower. This is a large receiving point. In seal oil new stock is offered. Prices are still high, the market opening above last year's figures. Large quantities are shipped to the other side from Newfoundland.

SALT.—In Liverpool coarse salt stock here is quite light, but further arrivals are daily expected. Prices are firmly held and full figures are asked. In fine salt, the quantity of Liverpool used is lighter each season, the sale being for Canadian. Cheese and butter factories use the Canadian altogether. We quote as follows: Liverpool coarse, 55 to 60c.; English factory-filled, 95c. to $1; Canadian fine, $1 per bag; cheese and butter salt, bulk, $2.40 per bbl.; 5-lb. bags, $2.75 to $2.85 per bbl.; 10-lb. bags, $2.60 to $2.65 per bbl.; 20-lb. wood boxes, 22-23c. each; 10-lb. wood boxes, 14c. each; cartons, $2 per case of 2 dozen; English bottled salt, $1.25 to $1.30 per dozen; mineral rock salt, 60c. per 100 lb. (Selected lumps.)

CANNED GOODS.—These lines still have much attention. New peas are on the market and prices are firmly held. Corn is still low. New western is not quoted. Local packers have sold some. In tomatoes, spot stock is very light. Some local packers have sold, but prices have been withdrawn. Some western packers outside the association are offering at a lower price than that so far named as association figures. In fruits, strawberries and apples are about the only lines sold as yet. Strawberries are firm. Apples are offered at quite low prices. Spot stocks are cleaned up. In salmon, new spring fish are here and find a good sale. Meats sell freely at full figures. In domestic sardines, the offerings so far are light. Owing to competition among packers, the prices are rather lower than they were last season. Finnan haddies have been packed. The pack is not large. It is still early for herring.

GREEN FRUITS.—In bananas the sale has been very large, but the prices are low. Supplies from Boston are rather below the demand. The Jamaican steamer landed a large quantity. In strawberries the season is about over. Our crop was large, but owing to shipments to Boston, Montreal, and even Nova Scotia, the prices kept quite high. Raspberries are freely received. The cultivated are plentiful, but the wild are in rather light supply. There is a very large demand for these from the United States, where they are used for manufacturing. Oranges are unchanged, but the sale is not very large. Lemons move freely at the full figures. Melons have a fairly large sale. Pines are low and sell freely. Apples from the United States are freely received, and the quality is good. Early vegetables have a large sale.

DRIED FRUITS.—Spot sales are not large, and stocks are light in all lines, and loose muscatels and seeded raisins are received from New York to supply dealers till new goods arrive. This is also true of currants and prunes. In the latter new goods will be low. There is little sale here for apricots and peaches. Dates and currants are being bought for fall; prices quoted are low. Malaga raisins have been quoted, but little has yet been done. In evaporated and dried apples a little business is being done. Onions have a fair sale. While a few Egyptian are still held the sale is for American. In nuts, peanuts sell freely at rather higher prices.

DAIRY PRODUCE. Eggs continue quite firm and high in price. The demand for preserving prevent as low prices in the early summer as formerly. The supply at present is largely from Prince Edward Island. In butter, low prices rule. Supply of good is freely received. Poor stock is a drug. Cheese is quite freely offered. The market is rather easy.

SUGAR.—While the low prices still hold, the market is quite firm. There is no doubt prices would not be as low but for the foreign article, which is still being received to some extent.

MOLASSES.—As spoken of in "The Grocer," Porto Rico is not only firmer, but holders of stock have advanced prices at least one cent. In Barbados, there is no change. This is not the season when the demand is active.

FISH.—In fresh fish, the season is getting late. Some nice salmon and halibut are still received, and also some fine shad. This is the season of the best shad. Some particularly fine pickled shad are offered, but the price is high. In smoked herring, stocks are getting well cleaned up, and the market is firm at a full cent advance. In new pickled herring there is a light business at full figures. Dry cod and pollock are quite firm. The sales are not large. We quote: Haddies, 4½ to 5c.; smoked herring, 6½ to 7c.; fresh haddock and cod, 2 to 2½c.; boneless fish, 4 to 5c.; pollock, $1.50 to $1.60 per 100 lb.; pickled herring, $1.75 to $1.85 per ½ bbl.; Canso herring, $5.75 per bbl.; Shelburne, $2.50 per ½ bbl.; dry cod, $3.50 to $3.65; halibut, 6 to 7c.; shad, 15 to 25c.; salmon, 15 to 16c.; pickled shad, $6.

FLOUR, FEED AND MEAL.—In Manitoba flour sales are very large and prices are unchanged. Ontarios are firm at the higher figures. Feed is high and very hard to get. Oats are high. The market is well supplied. Oatmeal is held firm, and sales are light. Cornmeal is rather higher and there is a fair sale. Beans are dull, and prices are still advancing slowly. Barley has rather a better sale. The market is quite bare of split peas. Hay is rather easier. We quote: Manitoba flour, $4.70 to $4.80; best Ontario, $4.30 to $4.35; medium, $3.95 to $4.10; oatmeal, $5.25 to $5.35; cornmeal, $3.30 to $3.35; middlings, $26 to $28; oats, 56 to 57c.; handpicked beans, $1.55 to $1.60; prime, $1.45 to $1.50; yellow eye beans, $2.80 to $3.00; split peas, $5.15 to $5.25; barley, $4.10 to $4.50; hay, $10 to $14.

### NOTES

Jones & Schofield have Campbell's soups in stock.

A. S. Bowman has distributed the first car of western canned peas to arrive this season.

E. T. Sturdee distributed to the trade last week several cars of spring salmon, "Red Clover" brand.

Northrup & Co. have received new-canned clams, shipped by Brown Bros., for whom they are selling agents.

Parties looking for a pleasant outing should write the St. John Tourist Association for their new booklets.

There is a demand at present from Newfoundland for "Red Rose" tea. A car is being shipped this week to Winnipeg.

H. Hier Davies, representative on this side of the water for Sir Thos. J. Lipton, was in the city this week and was introduced to the tea trade by the local representative, J. Hunter White.


**WANTED.**

REQUIRED FROM A FIRST-CLASS PACKER a weekly consignment of Cumberland, long hams and long rib for an Irish House. Apply Box 57, CANADIAN GROCER, Toronto. (31)

**60,000 Sections of No. 1 White Clover Honey**

weighing from 14 oz. to 16 oz. wanted at once. Also same quantity of same quality in 10 to 14 oz. sections. Write at once for particulars. We can handle also all your Amber and Buckwheat Honey in comb or extracted.

**Howe, McIntyre Co.**

461 St. Paul St., - MONTREAL.

**BASKETS**

We make them in all shapes and sizes. We have

***Grain and Root Baskets, Satchel Lunch Baskets Clothes Baskets, Butcher Baskets,***

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

**Oakville Basket Co.**

Oakville, Ont.

**99** out of **100** **experiments are costly.** You can experiment with most anything in the grocery line, but not with **Yeast Cakes,** especially those which are the production of Experimenters. **YOU** cannot want any better Yeast than we manufacture, for your customers **don't,** and no better Yeast can be made than our **2** celebrated brands ROYAL YEAST and CREAM YEAST.

**You** cannot expect the inferior goods (so-called Yeasts which are only cheap imitations of our well-known goods) to yield you a better profit, for, considering the extra trouble you will have and the dissatisfaction to your customers, it will surely be a losing transaction for you.

**Why do any experimenting?**

**Such Yeast** as these would be competitors have been offering the trade in Canada during the past 10 to 12 years cannot in any way compare with our goods. In fact, Yeast made **20** years ago by us was better than they are producing to-day. We have made big strides in advance in the Yeast business.

**E. W. GILLETT COMPANY LIMITED**

London, Eng. **TORONTO, ONT.** Chicago, Ill.

SCHEPP'S EDELWEISS BRAND COCOANUT

# *Schepp's Cocoanut*

Quality first, then price.

Cocoanut is a luxury. Those that use it want the best (***Schepp's***).

Cocoanut is used generally as a dessert; should therefore be the best in quality to give the dinner a pleasant finish (***Schepp's***).

***L. SCHEPP CO.,*** *CANADIAN FACTORY:* ***TORONTO, CAN.***

**NEW YORK.** **LONDON, ENG.: Saml. Hanson, Son & Barter, Agents.**

*"Best in the World."*

**HILL, EVANS & CO'S (WORCESTER, ENG.)**

**PURE ENGLISH**

**MALT VINEGAR** Delicate in Flavor and Aroma. Splendid keeping properties.

**ROBERT WATERS' QUININE WINE**

Quinine in a palatable form—50 years' reputation.

Export Agents:
Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

# YOU WANT MORE BUSINESS, DO YOU NOT ?

Every wide-awake grocer is always on the outlook for ways and means of increasing his trade. Business may be **good,** but the wide-awake man wants it to be **better.** In order to catch and hold trade you must have business-getting goods to offer. By handling and recommending

## JONAS' FLAVORING EXTRACTS

you are enabled to offer your customers an article calculated to create a good impression of your store, because they always give such satisfactory results. Their high standard of excellence never fails to meet with true appreciation from ladies who like to use only the **best** for their cooking. If you want to attract and hold trade, sell

## JONAS' FLAVORING EXTRACTS

THEY ARE IN ESPECIALLY GOOD DEMAND FOR SUMMER COOKING.
PLACE YOUR ORDER NOW.

## HENRI JONAS & CO.

FINEST QUALITY OF FRENCH MUSTARDS ALWAYS ON HAND

MONTREAL.

Sole selling agents for Canada and the United States for the vinegars and pickles of

BROSSEAU & CO.

Sole selling agents for Canada and the United States for the vinegars and pickles of

MICHEL LEFEBVRE VINEGAR WORKS

THE "OZO" CO., Limited.

Write for our quotations on

**Teas, Spices, Coffees, Brooms**

# Vinegar

Principal Office : St. Paul Street, MONTREAL

FACTORY AT ST. HYACINTHE, QUE.

# P. McINTOSH & SON

Cereal Millers, whose Mill and Warehouse were completely destroyed by

# FIRE

on July 10th ult., are still doing business, operating our North Toronto plant, and respectfully solicit the patronage of all old customers and new ones.

☞ Please note the change of address.

**47 Front St. East, TORONTO.**




## The Australasian Grocer

The Organ of the Grocery, Provision and kindred Trades of the Antipodes.

**Subscription $2.50 per Ann.**

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## GILLETT'S
PURE POWDERED
# LYE

BEST,
PUREST,
STRONGEST.

E. W. GILLETT COMPANY LIMITED
TORONTO, ONT.

# CURRENT MARKET QUOTATIONS

July 31, 1902.

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, St. John, N.B., and Halifax. The prices are solicited for publication, and are of such quantities and qualities as are usually ordered by retail dealers on the usual terms of credit. For Winnipeg market report and prices, see page —.

Goods in large lots and for prompt pay are generally obtainable at lowest prices.

All quotations for staple products are under the direct control of the Editors, who call daily upon all the leading houses in the principal centres.

| BUTTER, CHEESE AND EGGS | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| Dairy, choice, large rolls, lb. | $..... | $0 18 | $ 14 | $0 15 | $..... | $0 16 |
| " " pound blocks | 17 | 18 | 15 | 16 | 16 | 17 |
| " tubs, best | 16 | 17 | ..... | 15 | 15 | 16 |
| " tubs, inferior | 14 | 16 | 12 | 13 | 12 | 13 |
| Creamery, boxes | 19 | 19½ | ..... | 19 | 20 | 23 |
| " prints | ..... | 20¼ | 19 | 20 | 23 | 24 |
| Cheese, new, per lb | 9⅞ | 10 | 10 | 10½ | 10 | 10½ |
| Eggs, new laid, per doz | 15¼ | 15½ | 15 | 16 | 14 | 15 |
| **CANNED GOODS** | | | | | | |
| Apples, 3's | ..... | ..... | 90 | 1 00 | 1 00 | 1 10 |
| " gallons | 2 95 | 3 00 | 3 10 | 3 25 | 2 70 | 2 80 |
| Asparagus | 2 20 | 2 25 | 2 00 | 2 40 | ..... | ..... |
| Beets | 1 00 | 1 00 | 90 | 1 00 | ..... | 1 10 |
| Blackberries, 2's | ..... | 1 30 | 1 40 | 1 70 | 1 50 | 1 80 |
| Blueberries, 2's | 92½ | 95 | 80 | 85 | 95 | 1 00 |
| Beans, 2's | 80 | 90 | 70 | 5 | 90 | 95 |
| Corn, 2's | 82½ | 85 | 77½ | 90 | 80 | 90 |
| Cherries, red, pitted, 2's | 2 25 | 2 30 | 2 10 | 2 25 | 2 30 | 2 40 |
| " white | 2 25 | 2 30 | 2 00 | 2 25 | ..... | ..... |
| Peas, 2's | 82½ | 85 | 82½ | 87 | 85 | 90 |
| " sifted | 95 | 1 05 | 90 | 1 00 | 1 10 | 1 15 |
| " extra sifted | 1 05 | 1 15 | 1 20 | 1 25 | 1 20 | 1 25 |
| Pears, Bartlett, 2's | 1 50 | 1 60 | ..... | 1 50 | 1 75 | 1 80 |
| " " 3's | 1 90 | 2 00 | 2 00 | 2 40 | 2 00 | 2 25 |
| Pineapple, 2's | 2 00 | 2 40 | 2 25 | 2 50 | 2 15 | 2 25 |
| " 3's | 2 25 | 2 40 | 2 50 | 2 60 | 2 50 | 2 60 |
| Peaches, 2's | 1 75 | 1 85 | 1 75 | 1 90 | ..... | 1 75 |
| " 3's | 2 60 | 2 70 | 2 50 | 2 75 | 2 70 | 2 80 |
| Plums, green gages, 2's | 1 30 | 1 35 | 1 10 | 1 25 | 1 30 | 1 60 |
| " Lombard | 1 20 | 1 25 | 1 00 | 1 10 | 1 30 | 1 50 |
| " Damson, blue | 1 00 | 1 25 | ..... | 1 00 | 1 10 | 1 30 |
| Pumpkins, 3's | ..... | 85 | ..... | 90 | 90 | 1 00 |
| " gallon | ..... | ..... | 2 10 | 2 25 | 2 10 | 2 25 |
| Raspberries, 2's | 1 40 | 1 50 | 1 60 | 1 80 | 1 70 | 1 75 |
| Strawberries, 2's | 1 50 | 1 75 | 1 60 | 1 75 | 1 50 | 1 75 |
| Succotash, 2's | 1 00 | 1 25 | ..... | 1 15 | 1 10 | 1 15 |
| Tomatoes, 3's | 1 12½ | 1 17½ | 1 15 | 1 20 | 1 15 | 1 20 |
| Lobster, talls | 2 75 | 3 20 | ..... | 3 25 | 2 50 | 3 25 |
| " 1-lb. flats | 3 00 | 3 75 | 3 50 | 3 70 | ..... | 1 25 |
| " ½-lb. flats | 1 75 | 1 85 | 1 75 | 1 80 | ..... | 1 75 |
| Mackerel | 1 00 | 1 10 | 1 15 | 1 25 | 1 35 | 1 45 |
| Salmon, sockeye, Fraser | 1 35 | 1 40 | 1 35 | 1 45 | 1 50 | 1 75 |
| " " Northern | ..... | ..... | 1 25 | 1 30 | 1 15 | 1 25 |
| " " Horseshoe | ..... | ..... | 1 42½ | 1 45 | ..... | ..... |
| " Cohoes | 1 00 | 1 15 | 1 05 | 1 15 | 1 00 | 1 10 |
| Sardines, Albert, ¼'s | 12 | 12½ | 12½ | 13 | 14 | 15 |
| " " ½'s | 20 | 21 | 20 | 21 | 20 | 21 |
| " Sportsman, ¼'s | 11¼ | 12 | ..... | 12½ | ..... | 13 |
| " " ½'s | 19 | 20 | ..... | 21 | 20 | 21 |
| " key opener, ¼'s | 9 | 11 | 10½ | 11 | 16 | 18 |
| " " ½'s | ..... | 18 | 18½ | 23 | 10 | 11 |
| " P. & C., ¼'s | 20 | 22½ | 23 | 25 | 23 | 25 |
| " " ½'s | 27½ | 30 | 33 | 36 | 33 | 36 |
| " Domestic, ¼'s | 4 | 4¼ | 4 | 4½ | 4 | 4¼ |
| " " ½'s | 7 | 8 | 9 | 11 | ..... | ..... |
| " Mustard, ¼ size, cases 50 tins, per 100 | 7 50 | 11 00 | 8 50 | 9 00 | 8 00 | 9 00 |
| Haddies | ..... | 1 00 | 1 00 | 1 10 | 1 00 | 1 10 |
| Kippered Herrings | 1 00 | 1 85 | 1 00 | 1 55 | 1 00 | 1 10 |
| Herring in Tomato Sauce | 1 00 | 1 55 | 1 00 | 1 70 | ..... | 2 00 |
| **CANDIED PEELS** | | | | | | |
| Lemon, per lb | ..... | 10½ | 10 | 12½ | 12 | 13 |
| Orange, " | ..... | 11 | 11 | 13 | 12 | 13 |
| Citron, " | ..... | 15 | 15 | 18 | 15 | 17 |
| **GREEN FRUITS** | | | | | | |
| Oranges, Valencias, per case | ..... | ..... | ..... | 5 50 | 7 00 | 8 00 |
| " Sorrentos | ..... | ..... | ..... | 4 00 | ..... | 4 50 |
| Pineapples, case | ..... | ..... | 3 00 | 3 50 | 3 50 | 4 00 |
| Cucumbers, per doz | ..... | 0 35 | ..... | ..... | 50 | 75 |
| Cucumbers, per basket | ..... | ..... | 0 75 | 1 25 | ..... | ..... |
| Lemons, Messina, per box | 2 00 | 3 00 | ..... | 3 50 | 3 50 | 4 50 |
| Bananas, Firsts, per bunch | 1 25 | 2 00 | 1 10 | 2 25 | 1 50 | 2 25 |
| Apples, per bbl | 5 00 | 6 50 | ..... | ..... | 4 50 | 5 00 |
| Tomatoes, per basket | 3 25 | 3 75 | 0 80 | 1 00 | 2 00 | 2 50 |
| Pears | ..... | ..... | 0 50 | 0 60 | ..... | ..... |
| Peaches | ..... | ..... | ..... | 0 40 | ..... | ..... |
| Can. Cherries, per basket | ..... | ..... | 1 00 | 1 25 | ..... | ..... |
| Watermelons, per 100 | 17 00 | 20 00 | 17 00 | 30 00 | 40 | 50 |
| Canteloupes, or muskmelons, per crate | ..... | 3 50 | ..... | 2 00 | ..... | ..... |
| Californian Peaches | ..... | 1 25 | 1 00 | 1 50 | ..... | ..... |
| " Plums | 1 25 | 1 75 | ..... | 1 25 | ..... | ..... |
| Gooseberries, per quart | ..... | ..... | 0 04 | 0 05 | ..... | ..... |
| Raspberries, per quart | 0 10 | 0 12 | 6½ | 0 07 | ..... | ..... |
| Apples, per basket | ..... | ..... | 0 20 | 0 30 | ..... | ..... |
| Black Currants, per basket | ..... | ..... | ..... | 1 25 | ..... | ..... |
| Red " " | ..... | 0 06 | 0 40 | 0 50 | ..... | ..... |
| **SUGAR** | | | | | | |
| Granulated St. Law'ce and Red | ..... | 3 65 | ..... | 3 73 | ..... | ..... |
| Granulated, Acadia | ..... | 3 60 | ..... | 3 68 | ..... | 3 75 |
| Paris lump, bbls. and 100-lb. bxs | ..... | 4 20 | ..... | 4 28 | ..... | 4 55 |
| " in 50-lb. boxes | ..... | 4 30 | ..... | 4 38 | 4 65 | 4 75 |
| Extra Ground Icing, bbls. | ..... | 4 20 | ..... | 4 55 | ..... | ..... |
| Powdered, bbls | ..... | 3 85 | ..... | 4 30 | 5 50 | 5 80 |
| Phœnix | ..... | 3 45 | ..... | 3 53 | ..... | ..... |
| Cream | ..... | 3 40 | ..... | 3 48 | ..... | ..... |
| Extra bright coffee | ..... | 3 55 | ..... | 3 68 | ..... | ..... |
| Bright coffee | ..... | 3 40 | ..... | 3 43 | ..... | ..... |
| Bright yellow | ..... | 3 35 | ..... | 3 43 | ..... | 3 45 |
| No. 3 yellow | ..... | 3 30 | ..... | 3 38 | ..... | ..... |
| No. 2 yellow | ..... | 3 10 | ..... | 3 18 | ..... | ..... |
| No 1 yellow | ..... | 3 00 | ..... | 3 08 | ..... | 3 15 |

| HARDWARE PAINTS AND OILS | Montreal. | | Toronto. | | St. John Halifax. | |
|---|---|---|---|---|---|---|
| Wire nails, base | ..... | $2 55 | ..... | $2 55 | ..... | $3 20 |
| Cut nails, base | ..... | 2 35 | ..... | 2 35 | ..... | 2 85 |
| Barbed wire, per 100-lb. | ..... | 3 00 | ..... | 3 00 | 3 50 | 3 75 |
| Smooth Steel Wire, base | ..... | 2 60 | ..... | 2 60 | ..... | ..... |
| White lead, Pure | ..... | 5 87½ | ..... | 5 87½ | ..... | 6 80 |
| Linseed oil, 1 to 2 bbls., raw | ..... | 82 | ..... | 80 | ..... | 83 |
| " " " boiled | ..... | 85 | ..... | 83 | ..... | 87 |
| Turpentine, single bbls. | ..... | 67 | ..... | 70 | ..... | 75 |
| Benzine, in bbls., per gal | ..... | ..... | ..... | 17 | ..... | 19½ |
| **SYRUPS AND MOLASSES** | | | | | | |
| Syrups— | | | | | | |
| Dark | ..... | 1⅞ | ..... | ..... | ..... | ..... |
| Medium | ..... | 2½ | 30 | 32 | ..... | ..... |
| Bright | ..... | 2⅝ | 35 | 37 | ..... | ..... |
| Corn Syrup, barrel, per lb. | .... | 3½ | ..... | 3½ | ..... | ..... |
| " " ½ bbls. " | ..... | 3⅝ | ..... | 3⅝ | ..... | ..... |
| " " kegs " | ..... | 3¾ | ..... | 3¾ | ..... | ..... |
| " " 3 gal. pails, each | ..... | 1 60 | ..... | 1 60 | ..... | ..... |
| " " 2 gal. " " | ..... | 1 20 | ..... | 1 20 | ..... | ..... |
| Honey | ..... | ..... | ..... | 40 | ..... | ..... |
| " 25-lb. pails | ..... | 1 05 | ..... | 1 00 | ..... | ..... |
| " 38-lb. pails | ..... | 1 0 | ..... | 1 40 | ..... | ..... |
| Molasses— | | | | | | |
| New Orleans, medium | 22 | 30 | 25 | 30 | 28 | 30 |
| " " Open kettle | ..... | ..... | 40 | 50 | ..... | ..... |
| Barbadoes | 22 | 24 | ..... | 32 | 24 | 25 |
| Porto Rico | ..... | 38 | 38 | 42 | 30 | 32 |
| **CANNED MEATS** | | | | | | |
| Comp, corn beef, 1-lb. cans | 1 55 | $1 65 | $1 55 | $1 65 | $1 55 | $1 60 |
| " " 2-lb. cans | 2 75 | 3 00 | 2 85 | 3 00 | 2 80 | 2 90 |
| " " 6-lb. cans | 7 90 | 9 60 | ..... | 8 25 | 8 75 | 9 25 |
| " " 14-lb. cans | 16 50 | 23 00 | ..... | 19 50 | 20 00 | 21 00 |
| Minced collops, 2-lb. can | ..... | 2 75 | ..... | 2 60 | 2 50 | 2 80 |
| Lunch tongue, 1-lb. can | 3 00 | 3 90 | ..... | 3 00 | 3 00 | 3 25 |
| " " 2-lb. can | 6 00 | 7 90 | ..... | 7 00 | 6 80 | 7 00 |
| English brawn, 2-lb. can | 2 40 | 2 75 | ..... | 2 45 | 2 75 | 2 80 |
| Camp sausage, 1-lb. can | ..... | ..... | ..... | 2 50 | 2 50 | ..... |
| " " 2-lb. can | ..... | ..... | ..... | 4 00 | 4 00 | ..... |
| Soups, assorted, 1-lb. can | 1 15 | 1 50 | ..... | 1 50 | 1 40 | |
| " " 2-lb. can | 2 40 | 2 45 | ..... | 2 20 | 2 25 | |
| Soups and Boull, 2-lb. can | 1 75 | 2 50 | ..... | 1 80 | 1 75 | |
| " " 6-lb. can | 3 50 | 5 85 | ..... | 4 50 | 4 25 | 4 50 |
| Sliced smoked beef, ½'s | 1 65 | 1 70 | 1 65 | 1 70 | ..... | 2 00 |
| " " " 1's | 2 75 | 3 10 | 2 80 | 2 95 | ..... | 3 25 |
| **FRUITS** | | | | | | |
| Dried— | | | | | | |
| Currants, Provincials, bbl | ..... | ..... | .... | ..... | ..... | ..... |
| " Filiatras, cases | ..... | 5¾ | 5¾ | 6 | ..... | ..... |
| " " ½-cases | 5⅛ | 5½ | 5¾ | 6 | ..... | ..... |
| " Patras, cases | ..... | 6 | 6½ | 7 | ..... | ..... |
| " " ½-cases | ..... | 6 | 6¼ | 7 | ..... | ..... |
| Amalias | 6½ | 7 | 7 | 7½ | ..... | 6½ |
| Vostizzas, cases | 7 | 7½ | 8 | 8½ | ..... | ..... |
| Dates, Hallowees | ..... | 4¼ | ..... | 4½ | ..... | 4½ |
| " Sairs | ..... | 3½ | ..... | 4¼ | ..... | 4 |
| Figs, Elemes | ..... | 1 00 | 8 | 18 | 8 | 10 |
| " Mats, per lb | 3 | 3¼ | ..... | 3¼ | ..... | ..... |
| " Tapnets | ..... | 3 30 | ..... | 3½ | ..... | ..... |
| " Naturals | ..... | ..... | 3¼ | 4 | ..... | ..... |
| Prunes, California, 30's | ..... | 9 | ..... | ..... | 10 | 12 |
| " " 40's | ..... | 8½ | 8¾ | 10 | 9 | 9½ |
| " " 50's | ..... | 8¼ | 8 | 8½ | 8½ | 9 |
| " " 60's | ..... | 8 | 7½ | 8 | 8 | 8½ |
| " " 70's | ..... | 7½ | 6¾ | 7½ | 7½ | 8 |
| " " 80's | ..... | 7 | 6½ | 7 | 7 | 7½ |
| " " 90's | ..... | 6½ | 5¾ | 6½ | 6½ | 7 |
| " " 100's | ..... | 6 | ..... | 5 | 6 | 6½ |
| " Bosnia, A's | ..... | ..... | ..... | 5 | ..... | ..... |
| " " B's | ..... | ..... | 7½ | 8 | ..... | ..... |
| " " U's | ..... | 5 | 6¼ | 6½ | ..... | ..... |
| " French, 50's | ..... | ..... | ..... | ..... | ..... | ..... |
| " " 110's | ..... | 5 | ..... | ..... | ..... | ..... |
| Raisins, Fine off stalk | ..... | 6¼ | 6½ | 7 | ..... | 5 |
| " Selected | 7½ | 8 | ..... | 8½ | 5½ | 6 |
| " Selected layers | 6½ | 7 | ..... | 8½ | 6½ | 7 |
| " Sultanas | ..... | 9 | 8½ | 12 | 10 | 12 |
| " California, 2-crown | 5 | 5½ | ..... | ..... | 6½ | 6½ |
| " " 3-crown | 7¼ | 7¾ | ..... | ..... | 8 | 8½ |
| " " 4-crown | 7¾ | 8 | ..... | ..... | 8½ | 9 |
| " " 1's seeded, 3-cr. | 9¾ | 10½ | 8½ | 10 | 9½ | 10½ |
| " Empire clusters | 1 50 | 1 60 | ..... | 2 60 | ..... | 2 00 |
| " Black baskets | ..... | ..... | ..... | 2 25 | 2 00 | 2 25 |
| " Extra clusters | ..... | ..... | ..... | 3 35 | ..... | 2 50 |
| " Dehesa clusters | ..... | ..... | ..... | 3 10 | 3 00 | 3 50 |
| " Royal B. clusters | 3 25 | 3 30 | ..... | 5 00 | ... | ..... |
| " Connoisseurs cl'str's | ..... | ..... | ..... | 2 10 | ..... | ..... |
| " Excelsior clusters | ..... | ..... | ..... | 4 60 | ..... | ..... |
| Evaporated apples | ..... | ..... | 10½ | 11 | ..... | ..... |
| Dried " | ..... | ..... | 6 | 6½ | ..... | ..... |
| **PROVISIONS** | | | | | | |
| Dry Salted Meats— | | | | | | |
| Long clear bacon | ..... | 12 | 11 | 11½ | ..... | ..... |
| Smoked meats— | | | | | | |
| Breakfast bacon | ..... | 15½ | 14½ | 15 | ..... | ..... |
| Rolls | ..... | 12½ | 12 | 12½ | 11 | 12 |
| Medium Hams | ..... | 14 | 13½ | 14 | 14 | 15 |
| Large Hams | ..... | 13 | 12½ | 13 | ..... | ..... |
| Shoulder hams | ..... | 13 | 11 | 11½ | ..... | ..... |
| Backs | ..... | 15 | 14½ | 15 | ..... | ..... |
| Meats out of pickle 1c. less. | | | | | | |
| Barrel Pork— | | | | | | |
| Canadian heavy mess | ..... | 23 00 | ..... | 21 50 | 21 50 | 22 50 |
| " short cut | 21 50 | 22 00 | 23 00 | 23 50 | 23 00 | 24 00 |
| Plate beef | 12 50 | 13 50 | ..... | 15 00 | 14 00 | 16 00 |
| Lard, tierces, per lb | ..... | 11 | 11 | 11¼ | 11¾ | 12⅛ |
| Tubs | ..... | 11¾ | 11¼ | 11⅝ | 12¼ | 12¾ |
| Pails | 11 | 12 | 11⅝ | 11¾ | 12⅝ | 13 |

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| COFFEE | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| Green— | | | | | | |
| Mocha | ..... | 24 | 24 | 28 | 25 | 30 |
| Old Government Java | ..... | 27 | 22 | 30 | 25 | 30 |
| Rio | ..... | 10 | 7 | 12 | 12 | 13 |
| Santos | ..... | ..... | 9½ | 10½ | ..... | ..... |
| Plantation Ceylon | ..... | 29 | 26 | 30 | 29 | 31 |
| Porto Rico | ..... | ..... | 22 | 25 | 24 | 28 |
| Gautemala | ..... | ..... | 22 | 25 | 24 | 26 |
| Jamaica | ..... | 18 | 16 | 20 | 18 | 22 |
| Maracaibo | ..... | 13 | 13 | 18 | 12 | 13 |
| **NUTS** | | | | | | |
| Brazil | 11¾ | 12¼ | 15 | 16 | | 15 |
| Valencia shelled almonds | 25 | 27 | 30 | 35 | 30 | 35 |
| Tarragona almonds | 12 | 13 | ..... | 11½ | 12 | 13 |
| Formegetta almonds | ..... | ..... | ..... | 10½ | ..... | ..... |
| Jordan shelled almonds | ..... | 42 | 40 | 43 | ..... | ..... |
| Peanuts (roasted) | 8¼ | 13 | 8 | 10 | 9 | 10 |
| " (green) | 6¾ | 7¾ | 7 | 9 | ..... | ..... |
| Cocoanuts, per sack | ..... | 3 00 | ..... | 3 75 | 3 50 | 4 00 |
| " per doz | ..... | ..... | ..... | 60 | 60 | 70 |
| Grenoble walnuts | 10¼ | 11½ | ..... | 10¾ | 11 | 12 |
| Marbot walnuts | ..... | 10 | 9½ | 10½ | ..... | ..... |
| Bordeaux walnuts | ..... | 9 | ... | 8 | 8½ | 9 |
| Sicily filberts | 8¾ | 9¾ | 9½ | 10½ | 8½ | 9 |
| Naples filberts | ..... | ..... | ..... | ..... | 10 | 11 |
| Pecans | 15 | 16 | 13 | 15 | 13 | 14 |
| Shelled Walnuts | 18½ | 19½ | 18 | 23 | ..... | 25 |
| **SODA** | | | | | | |
| Bi-carb, standard, 112-lb. keg | 1 65 | 1 80 | 2 00 | 2 25 | 1 70 | 1 75 |
| Sal soda, per bbl | 70 | 75 | 80 | 90 | 85 | 90 |
| Sal Soda, per keg | 95 | 1 00 | ..... | 1 00 | 95 | 1 00 |
| **SPICES** | | | | | | |
| Pepper, black, ground, in kegs | | | | | | |
| pails, boxes | 16 | 18 | ..... | 18 | 14 | 15 |
| " in 5-lb. cans | 14 | 17 | ..... | 19 | 15 | 16 |
| " whole | 15 | 17 | ..... | 19 | 12 | 13 |
| Pepper, white, ground, in kegs | | | | | | |
| pails, boxes | 26 | 27 | 26 | 27 | 24 | 26 |
| " 5-lb. cans | 25 | 26 | 25 | 26 | 20 | 22 |
| " whole | 23 | 25 | 23 | 25 | 20 | 22 |
| Ginger, Jamaica | 19 | 25 | 22 | 25 | 20 | 25 |
| Cloves, whole | 12 | 30 | 14 | 35 | 18 | 20 |
| Pure mixed spice | 25 | 30 | 25 | 30 | 25 | 30 |
| Cassia | 13 | 18 | 20 | 40 | 16 | 20 |
| Cream tartar, French | ..... | 25 | 24 | 25 | 20 | 22 |
| " " best | ..... | 28 | 25 | 30 | 25 | 30 |
| Allspice | 10 | 15 | 13 | 16 | 14 | 15 |
| **WOODENWARE** | | | | | | |
| Pails No. 1, 2-hoop | ..... | 1 65 | ..... | 1 55 | ..... | 1 90 |
| " " 3-hoop | ..... | 1 80 | ..... | 1 70 | ..... | 2 05 |
| " half, and covers | ..... | 1 65 | ..... | 1 60 | ..... | 1 75 |
| " quarter, jam and covers | ... | 1 15 | ..... | 1 10 | .... | 1 45 |
| " candy, and covers | 2 50 | 2 90 | ..... | 2 40 | ..... | 3 30 |
| Tubs No. 0 | 10 00 | 10 15 | ..... | 8 50 | ..... | 11 00 |
| " " 1 | 8 00 | 8 15 | ..... | 7 00 | ..... | 9 00 |
| " " 2 | 7 00 | 7 15 | ..... | 6 00 | ..... | 8 00 |
| " " 3 | | 6 15 | ..... | 6 25 | .... | 7 00 |

| PETROLEUM | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| Photogene | ..... | ..... | 17 | 17¾ | ..... | ..... |
| Canadian water white | 14½ | 15½ | ... | 15 | 16½ | 17 |
| Sarnia water white | 16 | 17 | 16½ | 17 | 16½ | 17 |
| Sarnia prime white | ..... | 18 | 15 | 15½ | 16½ | 17 |
| American water white | ..... | 19 | 17½ | 18 | 17½ | 18 |
| Pratt's Astral (barrels extra) | 18½ | 19 | 17 | 17½ | 18½ | 19 |
| **Black— TEAS** | | | | | | |
| Congou—Half-chests Kaisow, Moning, Paking | 13 | 60 | 12 | 60 | 11 | 50 |
| Caddies Paking, Kaisow | 17 | 40 | 18 | 50 | 15 | 4 |
| Indian—Darjeelings | 35 | 55 | 35 | 55 | 30 | 55 |
| Assam Pekoes | 20 | 40 | 20 | 40 | 18 | 40 |
| Pekoe Souchong | 18 | 25 | 18 | 25 | 17 | 24 |
| Ceylon—Broken Pekoes | 35 | 42 | 35 | 42 | 34 | 40 |
| Pekoes | 20 | 30 | 20 | 30 | 20 | 30 |
| Pekoe Souchong | 17½ | 19 | 17 | 35 | 17 | 35 |
| China Greens— | | | | | | |
| Gunpowder-Cases, extra first | 42 | 50 | 42 | 50 | ..... | ..... |
| Half-chests, ordinary firsts | 22 | 28 | 22 | 28 | ..... | ..... |
| Young Hyson—Cases, sifted extra firsts | 42 | 50 | 42 | 50 | ..... | ..... |
| Cases, small leaf, firsts | 35 | 40 | 35 | 40 | ..... | ..... |
| Half-chests, ordinary firsts | 22 | 28 | 28 | 28 | ..... | ..... |
| Half-chests, seconds | 17 | 19 | ..... | 23 | ..... | ..... |
| " thirds | 15 | 17 | 16 | 18 | ..... | ..... |
| " common | 13 | 14 | 14 | 15 | ..... | ..... |
| Pingsueys— | | | | | | |
| Young Hyson, ½-chests, firsts | 28 | 32 | 28 | 32 | 30 | 40 |
| " " " seconds | 16 | 19 | 16 | 19 | ..... | ..... |
| " Half-boxes, firsts | 28 | 32 | 28 | 32 | ..... | ..... |
| " " seconds | 16 | 19 | 16 | 19 | ..... | ..... |
| Japans— | | | | | | |
| ½-chests, finest May pickings | 38 | 40 | 38 | 40 | ..... | ..... |
| Choice | 32 | 36 | 33 | 37 | ..... | ..... |
| Finest | 28 | 30 | 30 | 32 | ..... | ..... |
| Fine | 25 | 27 | 27 | 30 | ..... | ..... |
| Good medium | 22 | 24 | 25 | 28 | ..... | ..... |
| Medium | 18 | 20 | 21 | 23 | ..... | ..... |
| Good common | 16 | 18 | 19 | 20 | ..... | ..... |
| Common | 13 | 15 | 17 | 19 | ..... | ..... |
| Nagasaki, ½-chests, Pekoe | 16 | 22 | ..... | ..... | ..... | ..... |
| " " Oolong | 14 | 15 | ..... | ..... | ..... | ..... |
| " " Gunpowder | 16 | 18 | ..... | ..... | ..... | ..... |
| " " Siftings | 7½ | 11 | ..... | ..... | ..... | ..... |
| **RICE, MACARONI, SAGO, TAPIOCA.** | | | | | | |
| Rice—Standard B | 3 00 | 3 10 | ..... | 3½ | 3 25 | 3 40 |
| Patna, per lb | 4 25 | 4 50 | 4¾ | 5 | 5 | 6 |
| Japan | 4 40 | 4 90 | 5½ | 6 | 5 | 6 |
| Imperial Seeta | 4 60 | 4 90 | 4¾ | 5½ | 5 | 6 |
| Extra Burmah | ..... | ..... | 4¼ | 4¾ | 4 | 5 |
| Java, extra | ..... | 5¾ | 6 | 6¾ | 6 | 7 |
| Macaroni, dom'ic, per lb., bulk | 3¾ | 4¼ | ..... | 7½ | ..... | ..... |
| " imp'd, 1-lb. pkg., French | 8 | 12 | 9 | 10 | ..... | ..... |
| " " " Italian | 8 | 10 | 11 | 12½ | ..... | ..... |
| Sago | 3¼ | 3½ | 3½ | 4¼ | 4½ | 5 |
| Tapioca | ..... | 3 | 3½ | 3¾ | 4½ | 5 |




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Vancouver, B.C.—C. E. Jarvis & Co., 328 Holland Block.

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## TALES OF TRAVELLERS FROM THE EAST.

MR. J. F. JUNKIN, managing director of The Manufacturers' Life Insurance Company, who has just returned via the Empress Line from Japan and other points East, was asked the question : " Is there any opening for Canadian enterprise, in China and Japan ? "

Said Mr. Junkin : " Yes, there should be a large and continually growing market for Canadian flour, lumber, beef, and other products, as well as for many lines of manufactured articles, such as electrical appliances, machinery, etc. Japan has made more progress during the last 30 years than any other nation has done in centuries, and electric light, bicycles, and other modern conveniences are coming into general use, even in the interior. The Anglo-Japan alliance will be strong enough to protect China from the European nations who have been acting towards China like a pack of ravenous wolves. There will be no more partition or grabbing of territory, and China will soon learn to confide in the good intentions of the allies, who will then be able to lead her out into more enlightened and progressive ways. Once thoroughly awakened and enlightened under some coming leader, she will startle the nations. The Chinese have a great deal of latent energy, and the business men are honorable in their dealings."

Mr. Junkin also stated : " India, for want of water, consequent on deforestation, seems to be in a state of partial or total famine almost all the time, especially in districts without irrigation. Canadians should take a lesson and preserve their forests, and wherever they have ruthlessly destroyed them, as in many parts of Ontario, they should do a certain amount of replanting each year. In Japan, where they are almost nature worshippers, they long ago began reforestation, and have now many beautiful forests of cryptomena, pine, camphor, maple and other fine trees. Not a twig is wantonly sacrificed, with the result that the whole country is like a garden. Water is plentiful everywhere, and their forests are a perpetual source of wealth."

Mr. W. C. Matthews, Canadian general manager for R. G. Dun & Co., has also just returned from an extended trip to the Orient. When interviewed, Mr. Matthews stated : " The Philippines are very rich in natural wealth, agriculture, minerals and forests.

" This wealth can only be reached by the development that comes through manual labor, and by the suicidal policy of the United States Government in applying the Chinese Exclusion Act to the Philippines they have shut out the only class of people able and willing to do the work—the Chinese coolies. The country will never be developed by the Filipinos, as they are idle and uncertain, incapable of any sustained physical effort, and unwilling to work more than to supply their bodily wants, which are few and easily met."

When asked as to the possibilities for trade, Mr. Matthews said that there was practically no chance for Canadian trade with the Philippines. Flour was about the only article that could be sold, and the long and expensive haul before shipment made competition with the Oregon and Washington product impossible.

There is a great deal of building going on in Hong Kong, with an active demand for structural steel and other building material that could be supplied by Canada if a steel plant was in operation on the Pacific Coast.

" All the foreign trade in Hong Kong, both import and export," he continued, " is in the hands of Europeans and Americans, with Great Britain well in the lead. The distributing trade is done exclusively by the Chinese, who are natural born traders, shrewd and keen, but generally very reliable. Their simple word is taken for transactions involving large sums of money, and they very rarely break faith."

Of Shanghai, where British, German, and United States merchants compete, the former still doing the bulk of the trade, Mr. Matthews spoke with enthusiasm. Of the Chinese he said that they are a much higher type of men than is generally supposed in Canada, where we practically only see the coolie class ; they are born merchants, cool, clear-headed and able, and in a business transaction can hold their own with any nationality under the sun."

" China," said Mr. Matthews, " was suffering from the low value of silver, the currency of the country being on a silver basis. The indemnity of 450 million taels due other nations was due in gold, and with silver at its present price, this meant adding 150 million taels to the present indebtedness, which was a very serious thing for even a rich country like China."

Mr. Matthews replied in the negative to the question : " Is Canada doing as much business in China as she could ? "

" The country is an enormous buyer of flour, which comes almost entirely from the United States, mainly from the same causes as in the Philippines, and because it is cheaper, though poorer. A trade could be got by Canada, and while it would cost something to do it, the market would be sure when once captured, as it is difficult to get a Chinaman to change when once satisfied. There is a great deal of lead used, and with the Government bounty now in force she should now get her share of this market. Lumber can also be sold in much larger quantities if transportation facilities are improved."

" Commercially, Japan has been making enormous strides," said Mr. Matthews. " In 1891 their total foreign trade, both export and import, was 142,154,540 yen ; in 1901 it reached 508,166,187 yen, an average growth per year of 36,571,647 yen. During the four years of 1897 to 1901 the tonnage of Japanese vessels increased 2,287,706 tons, bringing it up to a total of 3,861,659 tons, while Great Britain has 4,080,583 tons and Germany 1,192,153.

" Their motto is evidently ' Japan for the Japanese,' " said Mr. Matthews, "and while they made use of foreigners in starting their railways, telegraphs, etc., they have now dispensed with them entirely, and everything is done by their own people. There is a chance for Canada to increase her trade in timber, lumber, flour, fish and lead, but it will have to be gone about systematically, and may require the expenditure of some time and money before satisfactory returns are reached ; but the field is a good one and the business worth working for."

Mr. Matthews stated that wherever he went in the Orient Canada was a frequent source of conversation. The contingents to the South-African War had advertised the country greatly, and created a warm feeling for us among the other colonies."

## THE ONE-MAN POWER.

CONDITIONS of business are always changing. Sometimes we have the changes brought to our attention in peculiar ways.

The existence of numerous law offices where large forces are at work exclusively in the details of incorporating companies tells a significant story of recent developments.

It means that firms are changing to corporations, partners to stockholders. There is an independence and advantage in this form of conducting business which makes it popular.

The old-time business run by one-man power is rapidly becoming a tradition ; just as the newspaper that held its circulation through the presence of one well-known man in the editorial chair is gone. Both changes are incident to natural progress toward the day of permanent and larger things.

A little thought shows us that this is well. When a great business depends upon the energies of one man that man must keep his hands on a dozen levers. The routine even rests for its initiative upon the single personality ; and if that fails there is a bad break. When Horace Greeley died " his " paper suffered in a way that would not be true of to-day's Tribune should its editor pass away suddenly. Most of the readers do not even know the present editor's name.

Not until his recent death did many of the world hear the name of Ford in connection with The Youth's Companion, which he owned. The firm name " Perry Mason & Co." is a created one. Mr. Ford being a modest man, desired to conduct his paper under another than his own name, and so borrowed one from his imagination.

The up-to-date business enterprise starting to-day is an incorporated company. It is an impersonal thing. Customers and the public deal with it as such. Men may come and men may go, but it goes on ; and without stop or hindrance because of the physical vicissitudes of humanity.

It is said of the late Cecil Rhodes that the views he entertained of death were very simple. " When I am dead let there be no fuss. Lay me in the grave, tread down the earth and pass on," he wrote.

In all the great new business enterprises this may be done with the founders and the heads, be they ever so powerful, efficient and apparently essential to success. One by one they may be laid in the grave and the earth pressed down, while the great works and the great work goes on without interruption. —The Business World.

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Always Trustworthy

ESTABLISHED 1725.

Agents for Canada:
C. E COLSON & SON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO., Toronto, St. John, N.B., and Montreal

SEASON 1902.

## Butter Tubs

Order now—ship when required. Best goods—fair price.

WALTER WOODS & CO.
HAMILTON.

Established 1862.

## E. THOMPSON & CO.

LIVERPOOL,

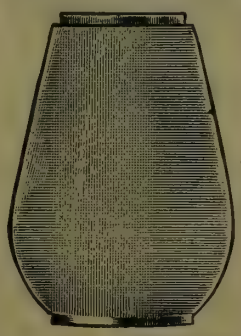
Offices—11 Victoria St. . . . ENG.
Warehouses—48-52 Thomas St.

We solicit correspondence and offers of all kinds of **CANNED GOODS** and **DRIED FRUITS**, etc., suitable for the English and Continental markets. Consignments will receive best attention and advances made when required.

REFERENCE—Canadian Bank of Commerce.

American Agent—
G. H. THOMPSON,
107 Hudson St., NEW YORK.

ARE YOU USING OUR



Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,
of WALLACEBURG, Limited.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Toronto Fruit Merchants.

## McWilliam & Everist

Commission Merchants.

Fruit Importers and Exporters.

Canadian Apples a Specialty.

CORRESPONDENCE SOLICITED.

Quote us if you have anything to offer.
Ask for our prices when requiring fruit.

25 and 27 Church St., TORONTO, Can.

Long Distance 'Phone Main 645.
Warehouse 'Phone Main 3394.

## Raspberries

Watermelons. Tomatoes

Fresh arrivals daily at lowest market price.
Full stock of Oranges, Lemons and Bananas always on hand.

## HUSBAND Bros. & Co.

82 Colborne St., TORONTO.
Phones, Main 54, Main 3428.

## BUSINESS CHANGES.

### DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

GEORGE E. WAUD, grocer, Toronto, has assigned to E. R. C. Clarkson, Toronto.

J. E. Kirouac, grocer, Cacouna, Que., has assigned.

J. T. Piper, tobacconist, Quebec, has assigned to V. E. Paradis.

R. A. Lawrence, general merchant, Wetaskiwin, N.W.T., has assigned.

A. L. Kent is curator of A. H. Pare, general merchant, Pont de Maskinonge, Que.

V. E. Paradis is curator of P. Gagnon, general merchant, St. Flavie Station, Que.

J. E. Rivard, manufacturer of cheese and butter, St. Casimir, Que., has assigned.

Samuel Webster, general merchant, Copper Cliff, Ont., has assigned to David Jacobs, Sudbury.

A receiver has been appointed to The Runians-Carson-McKee Co., departmental store, London, Ont.

Wilks & Michaud are the curators of Organ, Elliott & Co., dealers in wholesale grocers' sundries, Montreal.

Gorman & McDonnell, general merchants, Douglas, Ont., are offering to compromise at 50c. on the dollar.

A consent of the assignment of The Westmount Grocery Company (Gaston Boissonneault, proprietor,) Westmount, Que., has been filed.

Robert A. Patterson, grocer, Campbellford, Ont., has assigned to J. E. Diamond, Campbellford, and the creditors held a meeting on July 29.

### PARTNERSHIPS FORMED AND DISSOLVED.

Riley & Burn, grocers, Montreal, have dissolved.

John Young & Co., traders, Montreal, have dissolved.

McPherson & McCammon, grocers, Nelson, B.C., have dissolved.

Toohey & Andrews, confectioners, Russell, Man., have dissolved.

The Ingram Muir Co., wholesale and retail grocers, Grand Forks, B.C., have dissolved.

A. Coblentz, wholesale and retail liquor dealer, Gretna, Man., has admitted his son Godfrey into partnership under the style of A. Coblentz & Son.

### SALES MADE AND PENDING.

The assets of J. N. Cabana, grocer, Montreal, have been sold.

The stock of J. E. Drolet, grocer, Quebec, has been sold at 63c. on the dollar.

D. Galbraith, hotelkeeper and general merchant, Harrison River, B.C., has sold out.

Norman McLeod, grocer, London, Ont., is advertising his east-end business for sale.

The assets of O. Beaulieu, general merchant, New Carlisle, Que., are to be sold on August 5.

The stock of Simard & Trembly, general merchants, Copper Cliff, Ont., is advertised to be sold by tender.

Henry Hunter, general and lumber merchant, Winchester Station, N.S., is advertising his property for sale.

The stock of Mason & Boright, general merchants, grist mill, etc., Magog, Que., was advertised to be sold by auction.

The stock of Joseph Ayotte, general merchant, Riviere a Pierre, Que., has been sold at 71c. on the dollar to Joseph Perron.

The stock of the estate of Burton Sweet, general merchant, Goldenville, N.S., is advertised for sale by tender on August 15.

John C. Ross, general merchant, Pleasant Harbor, N.S., will have his mining property, etc., sold by sheriff under execution of judgment, August 5.

### CHANGES.

Slater Freres, bakers, Montreal, have registered.

Louis Rosenzvaig, trader, Montreal, has registered.

Burns Brothers, grocers, St. Louis de Mile End, Que., have registered.

Genest & Cie, grocers, St. Louis de Mile End, Que., have registered.

F. X. Labelle & Cie, dealers in candies, etc., Montreal, have registered.

Jos. Balzano, fruiterer, etc., Nanaimo, B.C., is succeeded by Jos. Meis.

Alex. Cameron, grocer and crockery dealer, Petrolea, Ont., is closed up.

F. X. Brown, dealer in cigars, etc., Revelstoke, B.C., is out of business.

F. C. Whitely, baker, etc., Edmonton, N.W.T., has sold out to H. G. Atkey.

Wm. Browning, general merchant, Lavant Station, Ont., has commenced business.

Hislop & Hunter, commission and produce merchants, Montreal, have registered.

Anna C. Barter, flour and feed merchant, London, Ont., is going out of business.

William Johnson, general merchant, Sutton West, Ont., has sold out to Park & Hodgins.

Mercier & Mercier, lumber and grain merchants, St. Nicholas, Que., have registered.

F. W. Linley, general merchant, Cedar Springs, Ont., has sold out to R. J. Campbell.

Mrs. W. H. Cameron, general merchant, Emo, Ont., is succeeded by W. H. Cameron & Co.

The stock of D. N. Kinzie, general merchant, Dutton, Ont., has been sold to J. W. Broderick.

S. B. & J. A. Kennedy, tea and coffee merchants, Ottawa, are selling out to Kennedy & McIntosh.

## STRONGER PEANUT OUTLOOK.

In mail advices from several prominent Virginia peanut interests stress is laid on the statement that the stock of peanuts of all descriptions are closely cleaned up. One estimate made on the authority of a leading cleaner places the total available supply in the State of Virginia at under 125,000 bags. At this time last year it is pointed out that the available supply in sight was in the vicinity of 425,000 bags. The Prettow Peanut Co. state that the supply is extremely light and that stock is very hard to get. The situation, they state, is the strongest they have known in ten years. A cleaner in the Isle of Wight county writes that he cannot get stock to fill orders even at above the nominal quotation put out by holders of stocks.

In conversation with The New York Journal of Commerce a leading handler in New York said: "I have never seen the situation so closely cleaned up for years, and believe that the stock now available will not last until the new crop is ready for shipment. This will not be before the end of October. The consumption in ordinary seasons for the country and for export is between 75,000 and 100,000 bags per month. With a stock of 125,000 bags, as estimated, it can be seen that there will be a shortage somewhere. The situation is serious and we have difficulty in securing goods contracted for. The sale of 50,000 lb. of low-grade goods was made this week for export."

POPULARITY is the proof of merit, and no brand has ever achieved popularity so quickly as

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

BOBS costs you only 36 cents, and pays a good profit.

BOBS is well advertised.

BOBS is selling well in almost every store from the Atlantic to the Pacific.

BOBS is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO., LIMITED

MONTREAL, QUE.

# EVERY POUND OF CEYLON TEA SOLD OVER YOUR COUNTER IS THE MOST VALUABLE ASSISTANT YOU CAN EMPLOY FOR THE PURPOSE OF WINNING AND HANGING ON TO YOUR TEA TRADE.

That competition is keener than it ever was is an acknowledged fact. Every opportunity offered for offsetting competition is grasped by the aggressive, up-to-date retailer. There are many opportunities offered. There is none better than by selling that *ever-pleasing, fragrant, delicious* tea — *Ceylon Tea*. It has always proven itself a true and faithful friend of every grocer who has sold it. It helps him make friends, and not only to make them, but to hang on to them. Figures prove conclusively that *Ceylon* Tea is in greater demand than any other, due to the fact that people like it better than any other.




# As to Mustard

You cannot give people who eat

# Mustard

anything but the best.

That means

and that also means

Which is packed in

**KEEN'S**

**D.S.F.**

**SQUARE TINS.**


## Current Market Quotations for Proprietary Articles

July 31, 1902.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. If a change is made, either an advance or decline, it is referred to in the market reports, as a matter of news whether manufacturers request it or not.

### BAKING POWDER.

| Cook's Friend— | Per doz. |
|---|---|
| Size 1, in 2 and 4 doz. boxes | $ 2 40 |
| " 10, in 4 doz. boxes | 2 10 |
| " 2 in 6 " | 80 |
| " 12, in 6 " | 70 |
| " 3, in 4 " | 45 |
| Pound tins, 3 doz. in case | 3 00 |
| 12oz. tins, 3 " " | 2 40 |
| 5-lb. tins, ½ " " | 14 00 |

| Diamond— W. H. GILLARD & CO. | |
|---|---|
| 1 lb. tins, 2 doz. in case, per doz. | 2 00 |
| ½ lb. tins, 3 " " " | 1 25 |
| ¼ lb. tins, 4 " " " | 0 75 |

IMPERIAL BAKING POWDER.

| Cases Contain. | Sizes of Cans. | Per Doz. |
|---|---|---|
| 4 doz. | 10c. | $0 85 |
| 3 " | 6-oz. | 1 75 |
| 1 " | 12-oz. | 3 50 |
| 4 and 3 doz. | 12-oz. | 3 40 |
| 2 and 3 doz. | 16-oz. | 4 35 |
| ½ doz. | 2½-lb. | 10 50 |
| 1 doz. | 2½-lb. | 10 40 |
| ½ and 1 doz. | 5-lb | 19 50 |

MAGIC BAKING POWDER

| Cases Contain. | Sizes of Cans. | Per Doz. |
|---|---|---|
| 4 doz. | 5c | $ 40 |
| 4 " | 4-oz. | 0 65 |
| 4 " | 6-oz. | 0 80 |
| 4 " | 8-oz. | 1 00 |
| 4 " | 12-oz. | 1 50 |
| 2 " | 12 oz. | 1 55 |
| 4 " | 16-oz. | 1 80 |
| 2 " | 16-oz. | 1 85 |
| 1 " | 2½-lb. | 4 50 |
| 1 " | 5-lb. | 7 75 |
| 2 " Assrtd | 6-oz. Assrtd | Per case. |
| 1 " Assrtd | 12-oz. Assrtd | $1 90 |
| 1 " Assrtd | 16-oz. Assrtd | |

JERSEY CREAM BAKING POWDER

| | |
|---|---|
| ⅛ size, 5 doz. in case | 40 |
| ¼ size, 4 doz. in case | 75 |
| ½ " 3 " " | 1 25 |
| 1 " 2 " " | 2 25 |

VIENNA BAKING POWDER.

| | Per doz. |
|---|---|
| 1 lb. tins, 4 doz. in box | $4 25 |
| ½ lb. tins, 4 " " | 1 25 |
| ¼ lb. tins, 4 " " | 75 |
| 3 oz. in paper, 4 doz. in box | 70 |
| 5 " " 4 " " | 35 |

### BLACKING.

SHOE POLISH.

HENRI JONAS & CO.

| | Per gross |
|---|---|
| Jonas' | $9 00 |
| Froments | 7 50 |
| Military dressing | 24 00 |

### BLUE.

| | |
|---|---|
| Keen's Oxford per lb. | $0 17 |
| In 10 box lots or case | 0 16 |
| Reckitt's Square Blue 12-lb. box | 0 17 |
| Reckitt's Square Blue, 5 box lots | 0 16 |

### BLACK LEAD.

| | |
|---|---|
| Reckitt's per box | 1 15 |
| Box contains either 1 gro., 1 oz. size; ½ gro., 2 oz. or ¼ gro. 4 oz | |

### CORN BROOMS

BOECKH BROS & COMPANY doz. net.

| | |
|---|---|
| Bamboo Handles, A, 4 strings | 4 35 |
| " " B, 4 strings | 4 10 |
| " " C, 3 strings | 3 85 |
| " " D, 3 strings | 3 60 |
| " " F, 3 strings | 3 35 |
| " " G, 3 strings | 3 10 |
| " " I, 3 strings | 2 85 |

### BISCUITS.

CARR & CO. LIMITED.

Frank Magor & Co., Agents

| | |
|---|---|
| Cafe Noir | 0 15 |
| Ensign | 0 12¾ |
| Metropolitan mixed | 0 09 |

Special price list of Fancy Tins for Xmas trade and other lines on application.

### CANNED GOODS.

MUSHROOMS.

HENRI JONAS & CO.

| | |
|---|---|
| Mushrooms, Rionel | $15 50 |
| " 1st choice Duthell | 18 50 |
| " 1st choice Lenoir | 19 50 |
| " extra Lenoir | 22 00 |
| Per case, 100 tins. | |

FRENCH PEAS—DELORY'S

HENRI JONAS & CO.

| | |
|---|---|
| Moyen's No 2 | $9 00 |
| No. 1 | 10 50 |
| ½ Fins | 12 50 |
| Fins | 14 00 |
| Tres fins | 15 00 |
| Extra fins | 16 50 |
| Sur extra fins | 18 00 |

FRENCH SARDINES.

HENRI JONAS & CO.

| | |
|---|---|
| ¼ Trefavennes | $9 50 |
| ¼ Rolland | 9 50 10 00 |
| ¼ Delory | 10 50 |
| ¼ Club Alpins | 2 50 |

### CHOCOLATES & COCOAS.

THE COWAN CO. LIMITED.

| Cocoa— | |
|---|---|
| Hygienic, 1-lb. tins, per doz. | $7 25 |
| " ½-lb. tins " | 3 75 |
| " ¼-lb. tins " | 2 25 |
| " fancy tins " | 0 90 |
| Hygienic, 5-lb tins, for soda water fountains, restaurants, etc. per lb | 0 55 |
| Perfection, ½-lb. tins, per doz. | 3 00 |
| Cocoa Essence, sweet, ½-lb. tins, per doz | 2 25 |
| Chocolate— | per lb. |
| Queen's Dessert, ¼'s and ½'s | $0 40 |
| " " 6's | 0 42 |
| Mexican Vanilla, ¼'s and ½'s | 0 35 |
| Royal Navy Rock " " | 0 30 |
| Diamond " " | 0 25 |
| " 8's | 0 28 |

JOHN P. MOTT & CO.'S

R. S. McIndoe, Agent, Toronto.

| | |
|---|---|
| Mott's Broma per lb | 0 30 |
| Mott's Prepared Cocoa | 0 28 |
| Mott's Homeopathic Cocoa (¼'s) | 0 3 |
| Mott's Breakfast Cocoa (in tins) | 0 40 |
| Mott's No. 1 Chocolate | 0 30 |
| Mott's Breakfast Chocolate | 0 28 |
| Mott's Caraccas Chocolate | 0 40 |
| Mott's Diamond Chocolate | 0 33 |
| Mott's French-Can. Chocolate | 0 18 |
| Mott's Navy or Cooking Chocolate | 0 18 |
| Mott's Cocoa Nibbs | 0 35 |
| Mott's Cocoa Shells | 0 05 |
| Vanilla Sticks, per gross | 0 90 |
| Mott's Confectionery Chocolate 0 21 | 0 43 |
| Mott's Sweet Chocolate Liquors 0 19 | 0 30 |

| Chocolate— FRY'S. | per lb. |
|---|---|
| Caraccas, ¼'s, 6-lb. boxes | 0 42 |
| Vanilla, ¼'s | 0 42 |
| "Gold Medal" Sweet, ¼'s, 6 lb. bxs | 0 29 |
| Pure, unsweetened, ½'s, 6 lb. bxs | 0 42 |
| Fry's "Diamond," ¼'s, 14 lb. bxs | 0 24 |
| Fry's "Monogram," ⅛'s 14 lb. bxs | 0 24 |
| Cocoa— | per doz |
| Concentrated, ¼'s 1 doz. in box | 2 40 |
| " ½'s, " | 4 50 |
| " 1 lbs. " | 8 25 |
| Homeopathic, ¼'s 14 lb. boxes | .... |
| " ½ lbs. 12 lb. boxes | .... |
| Epps's cocoa, case of 14 lbs., per lb. | 0 35 |
| Smaller quantities | 0 37½ |

CADBURY'S.

| Frank Magor & Co., Agents. | per do |
|---|---|
| Cocoa essence, 3 oz. packages | $1 65 |
| Mexican chocolate, ¼ and ½ lb. pkgs. | 0 40 |
| Rock Chocolate, loose | 0 40 |
| " 1-lb. tins | 2 40 |
| Nibs, 11-lb. tins | 0 35½ |

CHOCOLATE-MENIER.




| | |
|---|---|
| Chocolate-Menier | ¼ and ½s 36c per lb. |
| " | 1s 4c. per cake. |
| Croquettes and Pastilles 20c. or per case of 108 | $20. |
| Menier Breakfast Cocoa ½-lb. tins 13c. | |
| " " ½-lb " 25c. | |
| " " 1-lb. " 50c. | |

WALTER BAKER & CO., LIMITED.

| | per lb. |
|---|---|
| Premium No. 1 chocolate, 12-lb boxes. | $ 38 |
| Vanilla chocolate 6-lb boxes | 47 |
| German sweet, 6-lb. boxes | 27 |
| B'kfast cocoa, ½-lb. tins, plain; 6-lb. boxes | 51 |
| Cracked cocoa, ½-lb. pkgs. 12-lb. bxs. | 35 |
| Caracas sweet chocolate, 6-lb. boxes | 37 |
| Soluble chocolate (hot or cold soda) 1-lb. cans | 45 |
| Vanilla chocolate wafers, 48 to box, per box | 1 56 |

### CHEESE.

| | |
|---|---|
| Imperial—Large size jars, per doz. | $ 8 25 |
| Medium size jars | 4 50 |
| Small size jars | 2 40 |
| Individual size jars | 1 00 |
| Imperial Holder—Large size | 18 00 |
| Medium size | 15 00 |
| Small size | 12 00 |
| Roquefort—Large size, per doz. | 2 40 |
| Small size | 1 40 |

# "THE EDWARDSBURG BRANDS"

# Starch

## . . and Syrup

Are well known all over the Dominion as a **STANDARD OF QUALITY.** ASSORTED STOCKS of all styles of packages now on hand, and PROMPT SHIPMENT guaranteed.

**EDWARDSBURG STARCH CO'Y, Limited**

**Established 1858.**

164 St. James St., MONTREAL. | Works: CARDINAL, ONT. | 53 Front St. East, TORONTO.


### COFFEE.

JAMES TURNER & CO.

| | per lb. |
|---|---|
| Mecca | 0 32 |
| Damascus | 0 28 |
| Cairo | 0 20 |
| Sirdar | 0 17 |
| Old Dutch Rio | 0 12½ |

E. D. MARCEAU, Montreal.

| | per lb. |
|---|---|
| Old Crow" Java | 0 25 |
| " Mocha | 0 25 |
| "Condor" Java | 0 30 |
| " Mocha | 0 30 |
| 15-year-old Mandheling Java and hand-picked Mocha | 0 50 |
| 1-lb. Fancy tins choice pure coffee, 48 tins per case | 0 20 |
| Madam Huot's Coffee, 1-lb. tins | 0 31 |
| " " " 2-lb. tins | 0 30 |

100 lb. delivered in Ontario and Quebec.

### CLOTHES PINS.

UNITED FACTORIES, LIMITED.

| | |
|---|---|
| Clothes Pins (full count), 5 gross in case, per case | 0 57 |
| 4 doz. packages 12 to a case) | 0 12 |
| 6 doz. packages (12 to a case) | 0 92 |

### COUPON BOOKS—ALLISON'S.

For sale in Canada by—The Eby, Blain Co., Limited, Toronto C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

| | Unnumbered | Covers and Coupons numbered. |
|---|---|---|
| In lots of less than 100 books, 1 kind assorted | 4c. | 4½c. |
| 100 to 500 books | 3½c. | 4c. |
| 500 to 1,000 books | 3c. | 3¼c. |

Allison's Coupon Pass Book

| | |
|---|---|
| 1 00 books | 3 cents each |
| 2 00 books | 3 cents each |
| 3 00 books | 3 cents each |
| 5 00 books | 4 cents each |
| 10 00 books | 5½ cents each |
| 15 00 books | 6½ cents each |
| 20 00 books | 7½ cents each |
| 25 00 books | 8 cent each |
| 50 00 books | 12 cent each |

### EXTRACTS.

HENRI JONAS & Co.

| | Per gross. |
|---|---|
| 8 oz. London Extracts | $6 00 |
| 2 oz. " " (no corkscrews) | 5 50 |
| 2 oz. " " | 9 00 |
| 2 oz. Spruce essence | 6 00 |
| 2 oz. " " | 9 00 |
| 2 oz. Ancho extracts | 12 00 |
| 4 oz. " " | 21 00 |
| 1 oz. " " | 36 00 |
| 1 lb. " " | 70 00 |
| 1 oz. Flat " | 9 00 |
| 2 oz. Flat bottle extracts | 18 00 |
| 2 oz. Square " | 21 00 |
| 4 oz. " " corked) | 36 00 |
| 8 oz. " " " | 72 00 |
| | Per doz. |
| 8 oz. " glass stop extracts | 3 50 |
| 8 oz. " " " | 7 00 |
| | Per doz. |
| 2½ oz. Round quintessence extracts | 2 00 |
| 4 oz. Jockey decanters " | 3 50 |

### FOOD.

| | Per doz. |
|---|---|
| Robinson's Patent Barley ½ lb tins | 1 25 |
| " " " 1 lb. tins | 2 25 |
| " " Groats, ½ lb. tins | 1 25 |
| " " " 1 lb. tins | 2 25 |

### LYE (CONCENTRATED).

GILLETT'S PERFUMED.

| | Per case. |
|---|---|
| 1 case of 4 doz | $ 3 60 |
| 3 cases " | 3 50 |
| 5 " " | 3 40 |

### GINGER ALE & SODA WATER

| | per doz. |
|---|---|
| Cantrell & Cochrane's Imported Ginger Ale and Club Soda Water | $1 40 |

### JAMS AND JELLIES.

SOUTHWELL'S GOODS. per doz
Frank Magor & Co., Agents.

| | | |
|---|---|---|
| Orange Marmalade | | 1 0 |
| Clear Jelly Marmalade | | 1 80 |
| Strawberry W. F. Jam | | 2 00 |
| Raspberry " " | | 2 00 |
| Apricot " " | | 1 75 |
| Black Curran " | | 1 85 |
| Other Jams, W. F. | 1 55 | 1 90 |
| Red Currant Jelly | | 2 75 |

Jams— T. UPTON & CO.

| | |
|---|---|
| 1-lb. glass jars 2 doz., in case, per doz | $1 00 |
| 2½-lb. tin pail, 2 doz. in crate, per lb. | 0 07 |
| 5-lb. tin pails, 8 pails in crate, per lb | 0 06½ |
| 7-lb. wood pails, 6 " " " | 0 06½ |
| 14-lb. wood pails, per lb | 0 06½ |
| 30-lb " " " | 0 06¼ |

Jellies—

| | |
|---|---|
| 1-lb. glass jars, per doz | $1 00 |
| 7-lb. wood pails, per lb | 0 06¼ |
| 14-lb. " " " | 0 06½ |
| 30-lb. " " " | 0 06¼ |

### LICORICE.

YOUNG & SMYLIE'S LIST

| | |
|---|---|
| 5-lb. boxes, wood or paper, per lb | $0 40 |
| Fancy boxes (36 or 50 sticks) per box | 1 25 |
| "Ringed" 5 lb. boxes, per lb | 0 40 |
| "Acme" Pellets, 5 lb. cans, per can | 2 00 |
| "Acme" Pellets, fancy boxes 40) per box | 1 50 |
| Tar, Licorice and Tolu Wafers, 5 lb. cans, per can | 2 00 |
| Licorice Lozenges, 5 lb. glass jars | 1 75 |
| " " 20 5 lb. cans | 1 50 |
| "Purity" Licorice 10 sticks | 1 45 |
| " " 100 sticks | 0 73 |
| Dulce large cent sticks, 100 in box. | |

### LIQUORS.

COGNAC IN CASES.
Ph. Richard.

| | |
|---|---|
| S.O. Quarts, 12's | $22 50 |
| F.C. " " | 15 00 |
| F.C. 1-15 bottles, 180's | 12 00 |
| V.S.O.P. " | 12 00 |
| V.S.O.P. pints, 24's | 13 00 |
| V.S.O P. ½-pints, 48's | 14 00 |
| V.S.O.P. 1-15 bottles, 180's | 20 00 |
| V.S.O. quarts, 12's | 10 00 |
| V.S.O. 1-15 bottles, 180's | 18 00 |
| V.O. quarts, 12's | 8 50 |
| V.O. pints, 24's | 9 50 |
| V.O. ½-pints, 48's | 10 50 |
| V.O. 1-15 bottles, 180's | 14 00 |
| V.O. decanters, 12's | 10 50 |
| V.O. " pints, 20's | 13 00 |
| V.O. flasks, Imp. pints, with thumblers | 9 75 |
| V.O. " Reputed " " 24's | 10 50 |
| V.O. " " no " 24's | 9 50 |

Chas. Couturier.

| | |
|---|---|
| Quarts, 12's | 7 00 |
| ½ bottles, 24's | 8 00 |
| ¼ " 48's | 9 00 |
| 1-15 bottles, 180's | 13 50 |
| Flasks, 24's | 8 00 |
| ½ Flasks, 48's | 9 00 |
| Flasks, Imperial pints, Copsule, 16's | 8 00 |

F. Marion & Cie.

| | |
|---|---|
| Quarts, 12's | 6 00 |
| ½ bottles, 24's | 7 00 |
| ¼ " 48's | 8 00 |
| Flasks, reputed 24's | 7 00 |
| Flasks, ½-pints, 48's | 8 00 |
| 1-15 bottles, 180's | 12 50 |
| Flasks, Imp. pints with thumblers, 16's. | 8 00 |

Cognac In Wood.
Ph. Richard.

| | Gals. | ½ Oct's. | Oct's. | Bbls. | Hhds. |
|---|---|---|---|---|---|
| Couturier | $4 00 | $3 95 | $3 85 | $3 80 | .... |
| Marion | 3 75 | 3 60 | 3 50 | 3 40 | .... |
| Ph Richard V.S.O.P | 5 50 | 5 35 | 5 25 | 5 00 | .... |
| Richard V.O. proof. | 4 25 | 4 10 | 4 00 | 3 90 | 3 80 |
| Richard 15 up. proof V. O. | 4 00 | 3 80 | 3 70 | 3 50 | 3 40 |
| Richard Fine champagne | 6 00 | 5 90 | .... | .... | .... |

Gin—Pollen & Zoon, in Cases.

| | |
|---|---|
| Red, 15's | $10 00 |
| Green, 12's | 5 00 |
| Poney, 12's | 2 50 |

Gin Pollen & Zoon, in Wood.

| | Gals. | ½ Oct's. | Oct's. | Bbls. | Hhds. |
|---|---|---|---|---|---|
| Gin, P. & Z. | $3 15 | $3 05 | $3 05 | $3 00 | $2 95 |

Mitchell Bros. Limited - Scotch.

| | 1 case. | 5 cases. |
|---|---|---|
| Heather Dew, ordinary qts. 12's | $ 7 00 | $ 6 75 |
| Heather Dew, stone jars, Imperial, 12's | 12 50 | 12 25 |
| Heather Dew, oval flasks, quart, 12's | 11 25 | 11 00 |
| Special Reserve, oval, pts. 24s. | 11 75 | 11 50 |
| " " ordinary qts., 12's | 9 00 | 8 75 |
| Special Reserve, ½ bottles, pints, 24s | 10 00 | 9 75 |
| Extra Special Liqueur, flagon, 12's | 9 50 | 9 25 |
| Extra Special Liqueur, ordinary bottles, 12's | 9 50 | 9 25 |
| Heather Dew, flasks, 48's | 12 00 | 11 75 |
| " " ½ flasks, 60's | 9 00 | 8 75 |
| Mullmore, Imperial oval quart flasks, 12's | 10 00 | 9 75 |
| Mullmore, flasks, Imperial pints, 24's | 10 50 | 10 25 |
| Mullmore, flasks, ordinary pints, 24's | 7 75 | 7 50 |
| Mullmore, ½ flasks, ordinary, 48's | 9 00 | 8 75 |
| Mullmore, ordinary quarts, 12's | 6 50 | 6 25 |
| Mullmore, ordinary pints 24's | 7 50 | 7 25 |


**RECKITT'S Blue and Black Lead** {ALWAYS GIVE YOUR CUSTOMERS SATISFACTION

### Scotch Whiskey in Wood.

| | Gals. | ½ Oct's. | Oct's. | Bbls |
|---|---|---|---|---|
| | 9gals. | | 17gals. | 40gals. |
| Special Reserve | $4 50 | $4 25 | $4 15 | $3 90 |
| Heather Dew "A" | 4 00 | 3 85 | 3 75 | 3 65 |
| Extra Special Liqueur | 5 00 | 4 90 | 4 80 | 4 75 |
| Old Scotch | 3 75 | 3 70 | 3 65 | 3 50 |

### Whiskey in Cases.

Mitchell Bros., Limited—Irish.

| | |
|---|---|
| Cruiskeen Lawn, stone jar, 12's | $12 50 |
| Old Irish, flasks, Imp. quarts, 12's | 11 25 |
| " Special, quarts, 12's | 9 00 |
| " " Imp. pints, 24's | 10 75 |
| " round bottles, quarts, 12's | 6 50 |
| " round ½-bottles, pints, 24's | 8 00 |
| " 10-oz. flasks, 48's | 12 00 |
| " 5-oz. flasks, 60's | 9 00 |

Irish Whiskey in Wood.

| | Gal. | ½-Oct. | Oct. | Bbl |
|---|---|---|---|---|
| Mitchell, "Special Old" | $4 50 | $4 40 | $4 25 | $4 10 |
| Mitchell, "Old" | 4 00 | 3 90 | 3 75 | 3 65 |
| " "B" | 3 50 | 3 40 | 3 30 | 3 25 |
| " "C" | 3 00 | 2 | 2 80 | 2 75 |

### Champagne Wine in Cases.

| | |
|---|---|
| Duc de Pierland, quarts, 12's | $14 00 |
| " " pints, 24's | 15 00 |
| Cardinal, quarts, 12's | 12 50 |
| " pints, 24's | 13 50 |
| Vve. Amiot Carte d'Or, quarts, 12's | 16 00 |
| " " " pints, 24's | 17 00 |
| " " d'Argent, quarts, 12's | 10 50 |
| " " " pints, 24's | 11 50 |

### Blandy Bros. Wine.

Blandy's Madeira Wine, in cases.

| | |
|---|---|
| Very Superior, quarts, 12's | 8 50 |
| Special Selected, quarts, 12's | 10 00 |
| London Particular, quarts, 12's | 13 00 |

Blandy's Malaga, in cases.

| | |
|---|---|
| Pale Sweet Blue Label, quarts, 12's | 7 50 |
| " White Label, quarts, 12's | 10 00 |

Blandy's Sherry, in cases.

| | |
|---|---|
| Manzanilla, quarts, 12's | 8 50 |
| Morosa, quarts, 12's | 11 00 |

Blandy's Port Wine, in cases.

| | |
|---|---|
| Good Fruity, quarts, 12's | 7 50 |
| Invalid Special, quarts, 12's | 12 00 |

Blandy Bros'. Wine in Wood.

| | Gal. | Octave. |
|---|---|---|
| Madere, No. ½ | $3 50 | $3 00 |
| " No. ¾ | 4 50 | 4 00 |
| Malaga Pale Sweet | 3 00 | 2 75 |

### Canadian Whiskies.

| | In barrels, per gal. |
|---|---|
| Gooderham & Worts, 65 O.P. | $ 4 50 |
| Hiram Walker & Sons " | 4 50 |
| J. P. Wiser & Son " | 4 49 |
| J. E. Seagram " | 4 49 |
| H. Corby " | 4 49 |
| Gooderham & Worts, 50 O.P. | 4 10 |
| Hiram Walker & Sons " | 4 10 |
| J. P. Wiser & Son " | 4 09 |
| J. E. Seagram " | 4 09 |
| H. Corby " | 4 09 |
| Rye, Gooderham & Worts | 2 20 |
| " Hiram Walker & Sons | 2 20 |
| " J. P. Wiser & Son | 2 19 |
| " J. E. Seagram | 2 19 |
| " H. Corby | 2 19 |
| Imperial, Walker & Sons | 2 90 |
| Canadian Club, Walker & Sons | 3 60 |

Less than one bbl. per gallon.

| | |
|---|---|
| 65 O. P. | $4 55 |
| 50 O. P. | 4 15 |
| Rye | 2 25 |

## MINCE MEAT.

| | |
|---|---|
| Wethey's Condensed, per gross net | $12 00 |
| " per case of doz. net | 3 00 |

## MUSTARD.

COLMAN'S OR KEEN'S.

| | |
|---|---|
| D. S. F., ¼ lb. tins, per doz. | $1 40 |
| " ½ lb. tins, " | 2 50 |
| " 1 lb. tins, " | 5 00 |
| Durham 4 lb. jar, per jar | 0 75 |
| " 1 lb. " " | 0 25 |
| F. D., ¼ lb. tins, per doz. | 0 85 |
| " ½ lb. tins | 1 45 |

HENRI JONAS & Co. Per gross

| | |
|---|---|
| Pony size | $7 50 |
| Imperial, medium | 9 00 |
| Imperial, large | 12 00 |
| Tumblers | 12 00 |

Per gross

| | |
|---|---|
| Mugs | 13 20 |
| Pint jars | 18 00 |
| Quart jars | 4 00 |

E. D. MARCEAU Montreal.

"Condor," 12-lb. boxes—

| | |
|---|---|
| ¼-lb. tins per lb. | 0 35 |
| ½-lb. tins " | 0 33 |
| 1-lb. tins " | 0 32½ |
| 4-lb. jars per jar | 1 20 |
| 1-lb. jars " | 0 35 |

"Old Crow," 12-lb. boxes—

| | |
|---|---|
| ¼-lb. tins per lb. | 0 25 |
| ½-lb. tins " | 0 23 |
| 1-lb. tins " | 0 22½ |
| 4-lb. jars per jar | 0 70 |
| 1-lb. jars " | 0 25 |

## OLIVE OIL

| | per case |
|---|---|
| Barton & Guestier's quarts | $8 00 |
| " " pints | 9 00 |

## ORANGE MARMALADE.

T. UPTON & CO.

| | |
|---|---|
| 1-lb. glass. 2 doz. case, per doz. | $1 00 |
| 7-lb. pails and 5 and 7 lb. tins | 0 06½ |

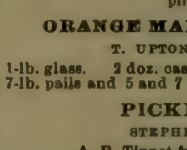
## PICKLES.

STEPHENS'.

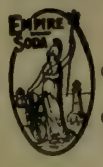
A. P. Tippet & Co., Agents.

| | |
|---|---|
| Patent stoppers (pints) per doz. | 2 30 |
| Corked (pints), " | 1 90 |

## SODA.—COW BRAND.




Case of 1 lbs. containing 60 pkgs., per box, $3.00.
Case of ½ lbs. (containing 120 pkgs. per box, $3.00.
Case of lbs. and ½ lbs. (containing 30 1 lbs. and 60 ½ lb. packages) per box, $3.00.
Case of 5c. pkgs (containing 96 pkgs) per box, $3.00.




EMPIRE BRAND.

Brunner, Mond & Co.

Case 120 ½-lb. pkts. (60 lb.) per case $2 70.

Case 96 10-oz. pkts. (60 lb.) per case $2.80.

## SOAP




A. P. TIPPET & CO., AGENTS

| | |
|---|---|
| Maypole Soap, per gross | $10.80. |
| Maypole Soap, colors per grs. | $15.30. |
| Oriole Soap, black per gross. | $10.20. |
| Gloriola Soap, per gross | 13 00 |
| Straw Hat Polish, per gross | 10 20 |

## STARCH.

EDWARDSBURG STARCH CO., LTD.

Laundry Starches— per lb.

| | |
|---|---|
| No. 1 White or Blue, 4-lb carton | 0 06½ |
| No. 1 " " 3-lb. " | 0 06½ |
| Canada Laundry | 0 05½ |
| Silver Gloss, 6-lb. draw-lid boxes | 0 08 |
| Silver Gloss, 6-lb. tin canisters | 0 08 |
| Edwards'g Silver Gloss, 1-lb. pkg. | 0 0d |
| Kegs Silver Gloss, large crystal | 0 07 |
| Benson's Satin, 1-lb. cartons | 0 08½ |
| No. 1 White, bbls. and kegs | 0 05¾ |
| Benson's Enamel, per box, $1 50 to | 3 00 |

Culinary Starch—

| | |
|---|---|
| Benson & Co.'s Prep. Corn | 0 07¼ |
| Canada Pure Corn | 0 05¾ |

Rice Starch—

| | |
|---|---|
| Edwardsburg No. 1 white, 1-lb. car | 0 10 |
| Edwardsburg No. 1 White or Blue, 4-lb. lumps | 0 08½ |

BEE STARCH.

| | |
|---|---|
| Cases, 64 pkgs. 48's | $5.00 |
| ⅛ Cases, 32 pkgs. 24's | 2.50 |

Packages 10c. each.

BRANTFORD STARCH WORKS, LIMITED.

Ontario and Quebec.

Laundry Starches—

| | |
|---|---|
| Canada Laundry, boxes of 40 lbs. | $0 05½ |
| Acme Gloss Starch— 1-lb. cartons, boxes of 40 lbs. | 0 06 |
| Finest Quality White Laundry— 3-lb. Canisters, cases of 48 lbs. | 0 06½ |
| 4-lb. " " " | 0 06½ |
| Barrels, 200 lbs. | 0 05¾ |
| Kegs, 100 lbs. | 0 05¾ |
| Lily White Gloss— 1-lb. fancy cartons cases 30 lbs. | 0 08 |
| 6-lb. toy trunks, 8 in case | 0 08 |
| 6-lb. enameled tin canisters, 8 in case | 0 08 |
| Kegs, ex. crystals, 100 lbs | 0 07 |
| Brantford Gloss— 1-lb. fancy boxes, cases 36 lbs. | 0 08½ |
| Canadian Electric Starch— Boxes of 40 fancy pkgs, per case | 3 00 |
| Celluloid Starch— Boxes of 45 cartons, per case | 3 60 |

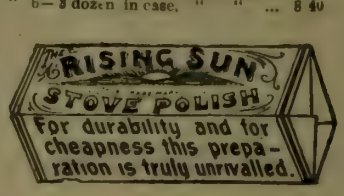
Culinary Starches—

| | |
|---|---|
| Challenge Prepared Corn— 1-lb. packages, boxes 40 lbs. | 0 05¾ |
| No. 1 Brantford Prepared Corn— 1-lb. packages, boxes 40 lbs. | 0 07¼ |
| Crystal Maize Corn Starch— 1-lb. packages, boxes 40 lbs. | 0 07¼ |

## STOVE POLISH




| | |
|---|---|
| No. 4—3 dozen in case, per gross | 4 80 |
| " 6—3 dozen in case, " " | 8 40 |




| | Per gross |
|---|---|
| Rising Sun 6-oz. cakes, ½-gross boxes | 50 |
| Rising Sun, 3-oz. cakes, gross boxes | 4 50 |
| Sun Paste 10c. size, ¼ gross boxes | 10 00 |
| Sun Paste, 5c. size, ¼ gross boxes | 5 00 |




## TEAS.




SALADA CEYLON.

| | Wholesale | Retail |
|---|---|---|
| Brown Label, 1's | 0 30 | 0 25 |
| " " ½'s | 0 21 | 0 26 |
| Green Label, 1 and ½s | 0 22 | 0 30 |
| Blue Label, 1s, ½s, ¼s and ⅛s | 0 30 | 0 40 |
| Red Label, 1s and ½s | 0 36 | 0 50 |
| Gold Labe ½s | 0 44 | 0 60 |




Ceylon Tea, in 1 and ½ lb. lead packages black or mixed.

| | |
|---|---|
| Black Label, 1-lb., retail at 25c | 0 19 |
| " " ½-lb., " " " | 0 20 |
| Blue Label, retail at 30c | 0 22 |
| Green Label " 40c | 0 28 |
| Red Label " 50c | 0 35 |
| Orange Label, retail at 60c | 0 42 |
| Gold Lab " 80c | 0 55 |




| | | |
|---|---|---|
| Cases each 60 1-lbs. | .... | 0 35 |
| " " 60 ½-lbs. | .... | 0 35 |
| " 30 1-lbs. | | |
| 120 ½-lbs. | .... | 0 36 |




LUDELLA CEYLON, 1's AND ½'S PKGS.

| | | |
|---|---|---|
| Blue Label, s | 0 18½ | 0 25 |
| Blue Label, ½'s | 0 19 | 0 25 |
| Orange Label, 1's and ½'s | 0 21 | 0 30 |
| Brown Label, 1's and ½'s | 0 28 | 0 40 |
| Brown Label, ½'s | 0 30 | 0 40 |
| Green Label, 1's and ½'s | 0 35 | 0 50 |
| Red Label, ½'s | 0 40 | 0 60 |

CROWN BRAND

| | Wholesale | Retail |
|---|---|---|
| Red Label, 1-lb. and ½'s | 0 35 | 0 50 |
| Blue Label, 1-lb. and ½'s | 0 28 | 0 40 |
| Green Label, 1-lb. | 0 19 | 0 25 |
| Green Label, ½'s | 0 20 | 0 25 |
| Japan, 1s | 0 19 | 0 25 |

E. D. MARCEAU, Montreal.

Japan Teas—

| | |
|---|---|
| "Condor" I 40 lb. boxes | 0 37½ |
| EMD AAA 40-lb. boxes | 0 37½ |
| "Condor" II 40-lb boxes | " 36 |
| " II 80-lb. " | 0 35 |
| " III 80-lb. " | 0 32½ |
| " IV 80-lb. " | 0 30 |
| " V 80-lb. " | 0 27½ |
| " XXXX 80-lb. boxes | 0 25½ |
| " XXX 30-lb. " | 0 25 |
| " XXX 80-lb. " | 0 20 |
| " XXX 20-lb. " | 0 22½ |
| " XX | 0 19 |
| " LX lead packets | |
| " Assorted cases (1 and ½ lb.) to retail at 40 | 0 25½ |
| " L lead packets | |
| " Assorted cases (1 and ½ lb.) to retail at 25c. | 0 19½ |

Black Teas—"Nectar," in lead packets—

| | |
|---|---|
| Green label retails 0 26 at | 0 20 |
| Chocolate label " 0 35 " | 0 25 |
| Blue label " 0 50 " | 0 36 |
| Maroon label " 0 60 " | 0 45 |
| Fancy tins—Chocolate, 1-lb. | 0 32½ |
| " " —Blue, 1-lb. | 0 42½ |
| " " —Maroon, 1-lb. | 0 50 |
| " " —Maroon, 1-lb. | 1 50 |

Black Teas—"Old Crow" Blend—

| | |
|---|---|
| Bronzed tins of 10, 25, 50 and 80 lb. | |
| No. 1 per lb. | 0 35 |
| No. 2 " | 0 30 |
| No. 3 " | 0 25 |
| No. 4 " | 0 20 |
| No. 5 " | 0 17½ |

LIPTON'S TEA (in packages).

| | Price per lb |
|---|---|
| No. 1, cases 50 lb. (50 ½-lb. pkgs. | $0 35 |
| (25 1-lb. pkgs | 34 |
| No. 1, cases 50 lb., in 5-lb. tins | 35 |
| No. 2, cases 50 lb. (50 ½-lb. pkgs. | 29 |
| (25 1-lb. pkgs. | 28 |
| No. 2, cases 50 lb., in 5-lb. tins | 29 |
| No. 3, cases 50 lb. (50 ½-lb. pkgs | 23 |
| (25 1-lb. pkgs. | 22 |
| No. 3, cases 50 lb., in 5-lb. tins | 23 |
| Green Ceylon, No. 1 (50 ½-lb. pkgs. | 35 |
| (25 1-lb. pkgs. | 34 |
| Green Ceylon, No. 2 (50 ½-lb. pkgs. | 29 |
| (25 1-lb pkgs. | 28 |

## TOBACCO.

THE EMPIRE TOBACCO CO., LIMITED.

| | |
|---|---|
| Smoking—Empire, 3's, 5s and 10s | 0 39 |
| Royal Oak, 2 x 3, 80 ace, 8s | 0 52 |
| Something Good, 7s | 0 48 |
| Chewing—Bobs, 5s and 10s | 0 36 |
| Currency, 13¾ oz. bars, spaced 9s | 0 39 |
| Currency, 6s and 10s | 0 39 |
| Old Fox, narrow 10s | 0 39 |
| Snowshoe, 1-lb. bars, spaced 6s | 0 43 |
| Pay Roll, 6s | 0 44 |

## VINEGARS.

E. D. MARCEAU, Montreal.

| | Per gal |
|---|---|
| EMD, pure distilled, highest quality | 0 30 |
| Condor, pure distilled | 0 25 |
| Old Crow | 0 20 |

Special prices to buyers of large quantities.

MICHEL LEFEBVRE.

| | |
|---|---|
| Bull Dog, quadruple strength, registered | 0 55 |
| Lion "L" brand, registered | 0 38 |
| Imperial, triple strength, registered | 0 33 |
| Cote D'Or, extra super, registered | 0 30 |
| " household vinegar, registered | 0 28 |
| Crystal Pickling, extra | 0 28 |
| " " ordinary | 0 23 |
| White Wine, XXX | 0 25 |
| " " XX | 0 20 |
| " " X | 0 17 |
| Cider, XXX | 0 27 |
| " XX | 0 17 |
| " X | 0 12 |
| Pure English Malt, triple strength | 0 45 |
| " " " double strength | 0 35 |
| " " " single strength | 0 25 |
| Distilled white malt vinegar | 0 50 |

JOHN HOPE & Co., MONTREAL.

| | |
|---|---|
| Sir Robert Burnett & Co.'s English Malt Vinegar | 0 10 |

## WOODENWARE

UNITED FACTORIES, LIMITED.

| | |
|---|---|
| Washboards, Leader Globe | 1 50 |
| " Improved Globe | 1 60 |
| " Standard Globe | 1 80 |
| " Solid Back Globe | 1 95 |
| " Jubilee (perforated) | 1 95 |
| " Crown | 1 35 |

| | Per doz. |
|---|---|
| No. 1 2-hoop pails | 1 55 |
| " 1 3 " | 1 70 |
| " 0 Tubs | 8 50 |
| " 1 " | 7 00 |
| " 2 " | 6 00 |
| " 3 " | 5 25 |

## YEAST.

| | |
|---|---|
| Royal yeast, 3 doz. 5c cakes in case | 1 00 |
| Gillett's Cream yeast, 3 doz | 1 00 |
| Jersey Cream yeast cake, 3 doz. 5c | 1 00 |
| Victoria " " 3 doz. 5c | 1 00 |
| " " " 3 doz. 10c | 1 80 |

NIXEY'S REFINED BLACK LEAD

BY APPOINTMENT TO H. M. the KING OF THE BRITISH EMPIRE

# The Auer Gas Lamp

**Money-Back Style.**

No. 5



IT will make your store or home as bright as day without costing you as much to run as your oil lamps or electric lights.

THERE is no smell from it and it does not flicker.

IT shows the true colors of your goods which oil and electricity do not.

SATISFACTION GUARANTEED OR YOUR MONEY REFUNDED.

**SEND FOR CATALOG AND TRADE DISCOUNTS.**

AUER LIGHT CO., 1682 Notre Dame St., MONTREAL.
Manufacturers and Importers of
MANTLES—SHADES—CHIMNEYS—BURNERS—ETC.

You can't do better than give you customers the best. That means more sales and a good profit for you when that best is

# "Empire" Soda

BEST FOR BAKING.

Manufactured by

**BRUNNER, MOND & CO.,** NORTHWICH, ENG.

SOLE AGENTS FOR CANADA,

**WINN & HOLLAND,** MONTREAL, QUE.

**ADVERTISING in WESTERN CANADA**
will be Carefully, Efficiently, and Promptly attended to by
**The Roberts Advertising Agency,**
WINNIPEG, CANADA

# THE "GLEANER"

KINGSTON, JAMAICA, B.W.I.

The Newspaper with the Largest Circulation in Jamaica and the West Indies.

Canadian manufacturers, merchants, etc., desiring to do business with this country and introduce their goods in this market, should put an advertisement in "THE GLEANER."

Write for scale of charges, etc., to

**THE GLEANER CO.,**
Limited
"Gleaner" Office, . . .KINGSTON, JA.

# TANGLEFOOT SEALED STICKY FLY PAPER



Stops the fly in his mad career. Also catches the filthy load he is carrying, thus preventing the danger of contagion.

Long Lasting. A Cash Asset.
Order from Jobber.

**The O. & W. Thum Co., Mfrs.**
Grand Rapids, Mich, U.S.A.

# BUSINESS NEWS

of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

Write us, giving us particulars of what you want and where you want it from, and we will quote you prices by return.

"Clippings from any Canadian paper on any subject."

**CANADIAN PRESS CLIPPING BUREAU,**
232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto. Telephone Main 2701.

**Is Honest Goods and just the Thing on Which to Make or Extend a Business.**

McLAREN'S
**COOK'S FRIEND**
BAKING POWDER.

**The Best Grocers make a point of Keeping it always in Stock.**

# Crockery and Glassware

Do you need anything in this line?

**We have it**

And if you will write your wants to our MAIL ORDER DEPARTMENT your requirements will be satisfactorily filled.

We are always glad to answer enquiries concerning any of our goods and will be pleased to give you price on any lines you mention.

## GOWANS, KENT & CO.

Wholesale

**Crockery and Glassware**
**China and Lamp Goods**

Manufacturers of Lamps and Rich Cut Glass.

Decorators of Earthenware, China and Glass.

TORONTO and WINNIPEG.

# WETHEY'S CONDENSED MINCE MEAT

exactly meets the requirements of the lady who is desirous of making a really excellent Mince pie. Wonderful how well it sells, even during the warm weather. A good thing is wanted all the time.

Manufactured by . . .

**J. H. WETHEY,** LIMITED,

ST. CATHARINES, ONT.

# Crosse & Blackwell, Limited

## *Pickles, Sauces, Jams and Preserved Provisions.*

**C. E. COLSON & SON,** MONTREAL.

CHAS. F. CLARK, President. JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

# BRADSTREET'S

**Capital and Surplus, $1,500,000.** **Offices Throughout the Civilized World.**

**Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.**

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THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

**OAKEY'S** The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters.

'WELLINGTON'
**KNIFE POLISH**

**JOHN OAKEY & SONS, LIMITED**
MANUFACTURERS OF
**Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.**
**Wellington Mills, London, England.**
Agent:
**JOHN FORMAN, 644 Craig Street**
MONTREAL

VOL. XVI. MONTREAL AND TORONTO, AUGUST 8, 1902 NO. 32

PUBLISHED EVERY FRIDAY

THE CANADIAN GROCER AND GENERAL STOREKEEPER

CIRCULATES IN EVERY PROVINCE

QUALITY..

When a salesman talks price to you
**Ask him about QUALITY**
When he talks quantity . . .
**Ask him about QUALITY**
When he talks merit to you . .
**Ask him about QUALITY**

That's the STRONG POINT in Colman's Mustard



*IT MAY NOT BE A MATTER OF HISTORY*

But it's a matter of FACT—a fact beyond question—with a great many grocers in Canada to-day—that no other vinegar gives that perfect satisfaction to their customers that . . . . . .

**Imperial White Wine** does.

NO GREAT SECRET about it either. It's just a pure spirit vinegar of the highest possible quality—never varies in those delightful characteristics which make it a perfect table vinegar. As a keeper of pickles unequalled—at least, that's what some of Canada's foremost pickle manufacturers say, and they've tried a good many vinegars.

REMEMBER THE NAME
**"IMPERIAL"**
Order a sample package from your wholesaler.

*You may be told that Imperial will cost too much. The price is just the same as ordinary standard vinegar. Can you afford to risk your vinegar trade selling vinegar of doubtful quality? No doubt need exist as to the QUALITY of Imperial.*



We find this brand of Table and Dairy

# SALT

rapidly increasing in favor—

WHY?

# BRUSSELS

**Because**

1. It is PURE.
2. It is Fine and White.
3. It is put up in neatly sewn, attractively printed packages.
4. There is no fault to be found with it.

R. & J. RANSFORD,

Established 1868

Clinton, Ont.




# LICORICE . . .

We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, plain and corrugated; Acme Licorice Pellets; Y. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLIABLE LICORICE, Triple Tunnel Tubes, Mint Puff Straps, Navy Plugs and Golf Sticks, 100 to box; Blow Pipes, 200 and 300 to box; Manhattan Wafers, 2½-lb. boxes; Curved Stem Pipes, 200 to box. Write for illustrated catalogue.

YOUNG & SMYLIE

Established 1845. BROOKLYN, N.Y.

**ENTERPRISE on an article is a Guarantee of QUALITY**

**ENTERPRISE**

**Bone, Shell & Corn Mill**

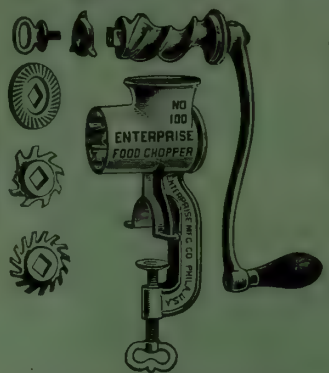


No. 750, $7.50

**Meat Juice Extractor**



No. 21, $2.50




# FOOD CHOPPERS

**Four Knives with each Machine**

No. 100, *chops 2 lbs. per minute*, $1.50
No. 300, *chops 3 lbs. per minute*, $2.25

**Sell every Day in Year**

**GUARANTEED TO CHOP RAW MEAT**

*Illustrated Catalogue FREE* *Order through your Jobber*

**Cherry Stoners**

*5 Sizes & Styles*



No. 1, $7.50 doz.

**Rapid Grinding & Pulverizing Mills**

*45 Sizes & Styles for Hand & Power, $1.25 to 300.00*



No. 2½, $4.75

New York Branch, 10 Warren Street

The Enterprise Mfg. Co. of Pa., Philadelphia, Pa.

San Francisco Branch, 105 Front Street

# MacUrquarht's Worcester Sauce

# Wheat Marrow

"There's luck in the four-leaved clover," especially when each leaf contains the name of such standard goods as MacUrquarht's Worcester Sauce, Stephens' Vinegar, Codou's Macaroni and Wheat Marrow.

Each one of the four holds its place steadfastly in the front rank in popular favor, and each one builds for confidence among a grocer's trade.

# Codou's Macaroni

# Stephens'

**Genuine**

# English Malt Vinegar

*Sold by Leading Wholesalers Everywhere.*

A. P. TIPPET & CO., AGTS.,

MONTREAL. TORONTO.

FRASER GROWS RUIT

WRITE OR WIRE
J. D. FRASER
Leamington,

for Early Tomatoes, Cucumbers, Muskmelons, PEACHES and Watermelons by the car load.

FLOUR MAGOR'S DELICIOUS PATENT FLOUR.

The Purest Flour Made—makes Delicious Bread, Cakes and Pastry.

Prices For Cash Unequalled.

JOHN MAGOR & CO., MONTREAL

"ACME"
TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50 lb. box.

TORONTO SALT WORKS, Toronto, Ont.
Agents for the Canadian Salt Co., Windsor, Ont.

WRAPPING PAPERS

It will not be long before the rush of the new season's trade shows itself. You will need lots of wrapping papers. Get the kind that is good in quality—guaranteed full weight—480 sheets to the ream always. These are the papers of our mills.

CANADA PAPER CO., Limited
TORONTO and MONTREAL.

BASKETS

We make them in all shapes and sizes. We have

*Grain and Root Baskets,*
*Satchel Lunch Baskets*
*Clothes Baskets,*
*Butcher Baskets,*

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .
Oakville Basket Co.
Oakville, Ont.



Downweight is a Thief

Stealing Your Profits Every Time You Use Your Scales. . . .

The Toledo Springless, Automatic, Computing Scale, "The Scale with Brains," is the only scale in the world that positively stops the giving of DOWNWEIGHT. It is the only Automatic Computing Scale in the world without springs. No hand operation in weighing; no prices to set; no levers to move; no weights to lift; no poises to shift; you simply place the article to be weighed on the scale, and the scale instantly and automatically shows in plain figures:

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2. The price per pound.
3. The total value of the article in dollar and cents.

It is a mechanical wonder, marvelous in its Simplicity, Sensitiveness, Accuracy and Rapidity of Operation. Made in many styles and sizes for all kinds of stores. Write to-day for illustrated catalogue.

Toledo Computing Scale Co.
DEAN & McLEOD,
Canadian Agents, HAMILTON, ONT.




The warm weather quickly tires.
Don't it make you think of HIRES'!

Beware of cheap imitations which are offered every season to the trade.

HIRES' ROOT BEER

was the first on the market; holds first place to-day and has never yet been equalled for quality.

Price, in lots of one gross and over - - - - per gross $20.40
Price, in 5-gross lots and over - - - - - - " $19.40
Freight Prepaid on Two Gross and Upwards.

SEND YOUR ORDER TO.... W. P. DOWNEY, Sole Canadian Agent,
20 and 22 St. Peter Street, - MONTREAL.
Handbills, Showcards, etc., on receipt of Business Card.

John MacKay, Bowmanville, .... Ont.
Manufacturer of Established 1854.
POT AND PEARL BARLEY,
SPLIT PEAS, AND CHOP FEED
Send for Prices or Samples. Prompt Business. IN CAR LOTS.

Telephone
—OR—
Telegraph
YOUR ORDERS
at our expense during travellers' holidays.

All orders shipped same day as received. Inside prices.

WARREN BROS. & CO.
TORONTO.

Perkins, Ince & Co.
Wholesale Grocers
FRONT STREET EAST,
Toronto.




For Sale Everywhere.
—:o:—
ASK FOR
MOTT'S.

## A Complete Line

I send you a complete line of my cigars—a thousand or more, including one or two hundred each of my famous "Pharaoh" 10-cent and "Pebble" 5-cent Cigars. I pay the expense of getting them to you and agree to take all of them or any part of them back at any time and to refund you your money. This is my famous trial offer and I can afford to make it because every grocer who has once bought my cigars continues to buy of me and to increase the size of his orders. Send at once, I take all the risk.

**J. BRUCE PAYNE,**
Cigar Mnfr.,
GRANBY, QUE.

## "Sterling" GOODS

—Lime Juice
—Lime Juice Cordial
—Raspberry Vinegar.

Many kinds of summer specialties, but if you would keep the best trade of your customers you will recommend to them "Sterling" brand goods —our kind—cool and refreshing. Write and ask for quotations.

**T. A. LYTLE & CO.**
124-128 Richmond St., West, TORONTO.

## A Steady Rise

## MOLINA BREAKFAST FOOD

has grown in popular favor steadily. It is not a sky-rocket—a brilliant flash and then ashes. Every year has shown a marked but material increase as its general merits become more widely known. When it makes friends it keeps them. It is a natural and wholesome food of Wheat sterilized and kiln-dried, but not predigested.

Grocers, your customers will appreciate

## MOLINA BREAKFAST FOOD.

The Breakfast Food that "has a flavor like popcorn."

**THE TILLSON CO., Limited, Tillsonburg, Ont.**



MOUNT KUNOH, NEAR TEA-PRODUCING DISTRICT, JAPAN.

# JAPAN TEA

has proven itself the most **beneficial** tea for the grocer to sell and the most **beneficial** for the tea drinker to buy. It is **beneficial** for the buyer on account of its unvarying high quality, which endears it to all who once try it. It is **beneficial** for the grocer because it is a highly profitable article---selling not just occasionally, but creating for itself in every community a continuous demand.

## The Popularity of Japan Tea

is in a large measure attributable to its STRENGTH and DELICACY OF FLAVOR. It comes from a country where modern ideas obtain--where the soil is most adaptable to the growing of such healthy, strengthening tea.

# JAPAN TEA

—HAS—

**Great Pulling Power.**




# IMPERIAL MAPLE SYRUP

The Standard from Ocean to Ocean.

**Merit Acknowledged**
**Superiority Admitted.**

## YOUR MONEY BACK

IF NOT SATISFACTORY.

ROSE & LAFLAMME, Agents
**Montreal.**

# IVORY GLOSS STARCH

is the kind that never fails to please. It is due to this fact that the demand for it is continually on the increase. Every progressive dealer is glad to handle

## IVORY GLOSS STARCH

Manufactured by
**THE ST. LAWRENCE STARCH CO.,**
LIMITED
**PORT CREDIT, ONT.**

# WHITTEMORE'S POLISHES.

THE WORLD'S STANDARD.

THE OLDEST AND LARGEST MANUFACTURERS OF SHOE POLISHES IN THE WORLD.




## "GILT EDGE"

The only Ladies' Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful finish. Once tried always used.

**LARGEST QUANTITY, FINEST QUALITY.**
**For Sale by all Wholesale Grocers.**

# MOLASSES

When ready to buy don't forget to ask us for our quotations on a carload delivered at your station ; you will be glad you did so.

**The Dominion Molasses Co.,**
Limited
**Halifax - Nova Scotia.**



# WE MOVE QUICK

Pretty hard to move quick enough for the up-to-date retail grocer when he wants goods in a hurry.

We're about as near the standard in this particular as can be.

Every facility at our hands for the quickest kind of a "**HURRY-UP ORDER.**"

## No Travellers

to jog your memory for the next two weeks. It will be a real rest for you. But you'll perhaps run short in some lines. Tell us your wants by 'phone or wire. We'll catch the first express or freight with the very best goods the market affords, and prices right every time. We are on the alert to serve your best interests. We know that satisfaction to you means increased trade to us.

It may be a Package of Tea. We have it in every growth—selected lines, every one.

Perhaps Canned Goods. An exceptional position held by us in Canned Goods this year.

**THE EARLY BUYER IS A WISE BUYER THIS YEAR.** We told you this last week. It will bear repeating.

**Honor Bright Tomatoes, 3's**
**1902 pack - - - 90c.**
**Corn - - - - - 80c.**
**Peas - - 80c.**



# W. H. GILLARD & CO.

**Wholesale Grocers,**
**Tea and Coffee Importers.**

HAMILTON.




# The Australasian Grocer

The Organ of the Grocery, Provision and kindred Trades of the Antipodes.

## Subscription $2.50 per Ann.

**post free to any part of the world.**
**A handsome Diary is presented free to annual subscribers.**

**PUBLISHING OFFICES:**
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London, - - 42 Cannon St., E.C.

***Specimen Copies Free on Application.***

# American Baking Powder Syndicates

are harping about the purity of their various baking powders and

## spending thousands of dollars

to catch the Canadian merchants. But the **WISE GROCER** leaves his money in Canada (where he makes it) and sells purely Canadian products, and the

## Best, Purest and Safest

of Canadian Pure Cream Tartar Baking Powders is

# "IMPERIAL"

**IT IS ABSOLUTELY PURE**

## E. W. GILLETT COMPANY LIMITED

London, Eng. **TORONTO, ONT.** Chicago, Ill.

# HINTS ON WINDOW DRESSING.

IT is very likely that many grocers do not secure for themselves the advantages coming from a well-conducted campaign of window dressing, says Grocery World, through an unreasonable fear of the work involved in making attractive displays. The cleaning of a large plate-glass window that is cleaned as often as the display should be cleaned—once a week—will not take over one hour, and often much less, and yet to many this is the most dreaded part of the work in making frequent displays. Another point which worries many is how to present each new display in a form so attractive as to win the attention of those who continually pass the store. With a little ingenuity this is more easily arranged than many imagine, as is readily proven by the results secured in stores where the work of window dressing receives serious attention.

In one store, a large window is used continuously from one end of the year to the other for displaying the same line of goods. This window has a permanent background of handsomely-framed mirrors, which form a prominent part of the display each week, and yet this window is never monotonous to look at—it is always attractive. The new attractiveness each week is secured principally through changing the color of the decorative material with which the floor of the window is covered, and some slight change in the arrangement of the goods. This window is always very well arranged, but the point for consideration here is the fact that week after week it continues to attract great attention with scarcely any other change than those noted above, and, as a consequence, a great amount of advertising is secured with comparatively little labor.

In another store the design of the drapery remains practically the same week after week, and yet this store presents in the same window displays of groceries that are strikingly pretty with little practical change in the arrangement of the goods ; but with a change in the color of the drapery, as well as the goods, each week, by these simple changes the display has all the attractiveness of a new design, as is proven by the number continually stopping to notice the display.

The most effective design chosen in the last mentioned store is to run a length of flowered crepe tissue across the sash at the back of the window, at the top, from side to side, and two other lengths down the same sash where it joins the sides of the windows, and still another across the bottom, forming a frame for the entire sash.

Another length is then run down the centre of the sash from top to bottom, and this is crossed in the middle by a length run from side to side. Before placing this latter length, the sash is divided into two parts by the length run down the centre, and each of these sections is covered by a huge X, formed from two lengths run from the top to the bottom corners of the sash ; these two lengths being the last put on. Wherever two lengths of the paper cover each other, they are gathered up into a width of two or three inches, and fastened. For the side of the window, the same method is used, with the exception that just one half of the double design used on the back is used. Pretty patterns are always used, and sometimes striking effects are secured by a combination of two solid shades. In a recent display in this window, among other things noticed were sliced dried beef in jars, grape juice, canned peas, bottled tomatoes, canned apricots, fancy carton crackers, sand soap, olives, ginger ale and bulk cakes. The tomatoes were arranged in a centre pyramid in the rear of the window, with the apricots on one side, and the peas on the other, in pyramids also. The bottle goods were arranged in stars on the window floor, and the bulk cakes in neat wire baskets. The window did not look in anyway crowded ; in fact, it was one of the prettiest grocery windows seen in some time, and everything had a neat card with price and description. The lesson of these two windows is this : Find out a pretty design that suits your windows and the kind of displays you want to make. By keeping to this design, with simply a change of color in decorative material and a change of goods, it will not be necessary to make many other changes in order to have an attractive new display each week, and the work can go on without the necessity of worrying so hard over "What will I put in the window this week ?"

### Cake and Biscuit Displays.

The many little picnics and outings which occur at this season of the year cause an increased demand for cakes, in both bulk and package goods, and this demand can be stimulated still more by an attractive display, remarks Grocery World. The principal part of the display suggested will consist of a large arch, and before proceeding to build it, an inventory should be taken of the package cakes and crackers on hand, with the dimensions of the packages. By taking this precaution, much time and trouble will be saved, because the foundation of the arch can then be built the proper dimensions to utilize the packages on hand in the most advantageous manner.

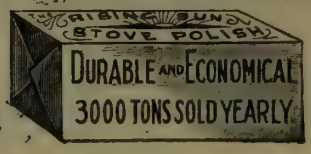
The depth from front to back of the span of the arch should be the exact length of the longest packages in stock. The pillars at the side should be at least as deep, or even slightly deeper. In building the foundation for the arch, build the side pillars first from empty cases of equal size. Drive a couple of short nails through the bottom cases into the window floor, and in the same manner fasten each case to the one beneath it. This will steady the whole arch and keep it firm.

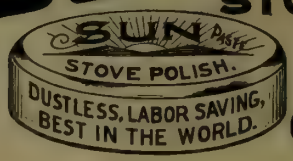
When the pillars are of sufficient height, in proportion to the size of the window, place on top of them a platform of inch boards long enough to extend 12 in. beyond the outside of the pillars at each side, and wide enough to extend the same distance beyond the front of the arch. The span of the arch can be made from sugar-barrel hoops tied firmly together to form strips long enough to form graceful curves from pillar to pillar, one in front and another in the back. Fasten the hoops in place with a few nails driven into the cases, and, when the proper curve is obtained, run several lines of strong cord from the hoops to the platform on top, where they can be fastened to nails, which will prevent the hoops from sagging under the weight whtch will be placed on them. In placing the hoops for the span, fasten them in such a position that the space in the centre of the span at the top will not be less than 12 in. through from top to bottom.

Run a small strip of wood all the way across the centre of the under side of the top platform, on an exact line with the front

RISING SUN STOVE POLISH and SUN PASTE STOVE POLISH

IN CAKES
WELL KNOWN AND RELIABLE




IN TINS
GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

of the pillars, and fasten to it, with small tacks, large sheets of cardboard, which must be placed close together, so as to cover entirely the space from the bottom of the span to the top platform. With a sharp knife, trim this cardboard off to conform exactly with the curve of the span, and fasten it at the bottom with tacks. Cover the under part of the span from front to back with cardboard in the same manner, the pillars also, as well as the under part of the platform along the front and at the ends. This cardboard covering is used to form a smooth, level surface to facilitate the work of placing the packages, which are not easy to build in straight lines to any considerable height, only under very favorable circumstances. In placing the packages in position, start with the inside of the arch and build from the floor up, one package on another.

When the span is reached, be careful to keep the packages pressed tightly together, and fasten each one to the one preceding it with a couple of pins at the bottom, and fasten two more pins through the top into the hoops. Continue on across the span, and down the other side of the floor. For the pillars, simply build the packages in regular order, and fasten in place with a pin at each end. The cardboard on the face of the span should be covered with plain crepe tissue paper of a bright shade that will harmonize with the color of the package used for the arch, and a small star or circle can be placed in the centre of the space at each side with scrolls running towards the points. Finish with a border of small packages running entirely around the edges of the face of the span.

The projecting front and ends of the top platform are the foundations for a cornice, which can be made by fastening the packages against the under side of the platform. Other packages should be placed against the outside edge of the platform, being permitted to extend down far enough to cover the ends of the packages placed underneath. Pins should be used to fasten all these in place. If a sufficient amount of packages are not on hand to cover the pillars solidly, then cover the cardbord with crepe tissue, and make a border around the edges with packages and run several stars down the centre. If the back of the window is open to the store, the framework should be covered with crepe tissue of an appropriate shade.

The walls of the window should be covered with flowered crepe tissue, and the floor with the same material in plain white. Place glass-footed cake stands on the floor, each one covered with a flowered crepe tissue napkin, and neatly arrange on each of these a sample of bulk cakes or crackers, with a neat price card on each sample.

Where there is not room enough to arrange such a display in the window the arch can be erected in the store, right on the floor ; or, if room be lacking there, it can be put up across an aisle, resting on two counters, or again even on one counter alone, where there is but one counter. Of course, such a display inside the store would not be as good an advertisement as it would be in the window, but even as arranged inside it would be vastly better from every point of view than no display.

## VICTORIA GROCERS' PICNIC.

The first annual picnic and games of the Retail Grocers' Association of Victoria, B.C., was held to Koksilah, B.C., on July 24, and was largely attended. The City Band accompanied the party and supplied music throughout the day. Sports were indulged in by the members of the Association and their friends and a lengthy programme of races was run through. A baseball match between the grocers' and butchers' employes resulted in the former winning by a score of 15 runs to 10. The wholesalers beat the retailers in another baseball game by a score of 16 to 8 runs, and the bakers beat the butchers in another match after a hard struggle. An athletic exhibition was also given by seven or eight members of the Victoria Athletic Club which was heartily enjoyed by a large number of spectators.

## LESSONS IN CHEESE CURING.

THE Government Illustration Stations for the curing of cheese at Brockville, Ont., and Cowansville, Que., have recently been visited by Professor Robertson of the Ottawa Department of Agriculture, who reports that cheese made in the month of July and cured at a low temperature have all the characteristics of fine September cheese.

Cheese cured with a low temperature was compared with cheese from the same factories and of the same lots cured in the fluctuating temperature of the ordinary atmosphere. The cool-cured cheese had a firmer, richer texture, and a milder and more agreeable flavor than the other. One pound per cheese in three weeks was the loss from shrinkage in weight in the cheese in the cool temperature less than in the ordinary curing room. In the case of cheese which experts counted faulty, from being almost acidy in texture and flavor, or weak in body and slightly open in texture, as was some of the cheese cured in the the ordinary curing-room, the cool cured cheese of the same lots were found to be free from these defects. Flavors objected to by buyers, and which lessen the value of cheese in the markets of the United Kingdom, are seldom present, unless the cheese has been heated to a temperature above 60 degrees.

About three-quarters of the whole quantity of cheese manufactured in Canada during the months of June, July and August, and an improvement in the methods of curing cheese in the hot weather will lead to an improvement in the trade. Therefore, from 15 to 20 per cent. more value is expected to be realized from the milk during these three months than is at present realized from it by the use of the curing methods generally in vogue.

# Call again! 'Phones 447 488 1258

## LUCAS, STEELE & BRISTOL, WHOLESALE GROCERS, Hamilton




# Advertising Pays

My advertisements now running in 254 newspapers are producing good results, making it easier to sell

**Wilson's Fly Pads.**

**The only advertised Fly Poison.**

**The best Fly Killer made.**

DELIVERY ABOUT 1st SEPTEMBER.

# James Turner & Co.

are sole agents in **Hamilton** for

# GOODWILLIE'S

## Celebrated Pure Fruits

in glass, packed in pint gem jars on the gardens where the fruits are grown. Get your orders in as stocks are rapidly going down.

***Strawberries, Raspberries, Cherries, Currants, Peaches, Pears, Plums.***

# CROWN BLEND CEYLON.

Sales increasing every week.
No better Package Tea in the market.

## THOS. KINNEAR & CO.,

**Wholesale Grocers,** **49 Front St. East, TORONTO**


### SALMON CANNING ON THE COAST.

THE str. Tees, arriving at Vancouver from Naas and the Skeena River, discharged 40 tons of pickled salmon on July 21.

Passengers by the Tees report that the run of sockeyes on the Skeena this season has been without precedent, the canneries last week having secured more fish than they could conveniently handle despite the fact that they were working overtime.

The situation on the Fraser River at present is peculiar ; many of the union men are fishing, and many more are not, for the reason that they say they are not satisfied with the agreement reached with the canners by the Grand Lodge.

The union fishermen who are now working stand to make good wages this season if the run of sockeyes should not prove a large one, and the canners will likely pay more for their pack than they at first calculated to do. "It will therefore be easily seen," remarks a British Columbia paper, "that had all the fishermen been out during the middle weeks of July the canners would have been able to put up a great many more cases of fish than they have, and the more cases packed the less money received by the fishermen at the end of the season."

### A BIG LIGHT.

One of the most remarkable advertisements that has appeared in Canada is the enormous electric sign on top of the new premises of The "Salada" Tea Co., Toronto. The sign contains 1,200 lights each of 32 candle-power. It automatically spells out the word "Salada" and it can be plainly seen at night from the middle of Lake Ontario.

### A GOOD MOVE.

Hudon, Hebert & Cie commenced on Saturday, July 26, to close sharp at 12 o'clock at noon on that day. Heretofore, it was the custom to close at 1 o'clock, but this meant that several of the staff could not get away until half an hour or an hour after that time, which, to a certain extent, broke up the half holiday for them. With the present arrangements everyone can enjoy the full benefits of the half holiday. This was a thoughtful move on the part of the management, which could be followed with credit by several other houses who close on Saturday afternoon.

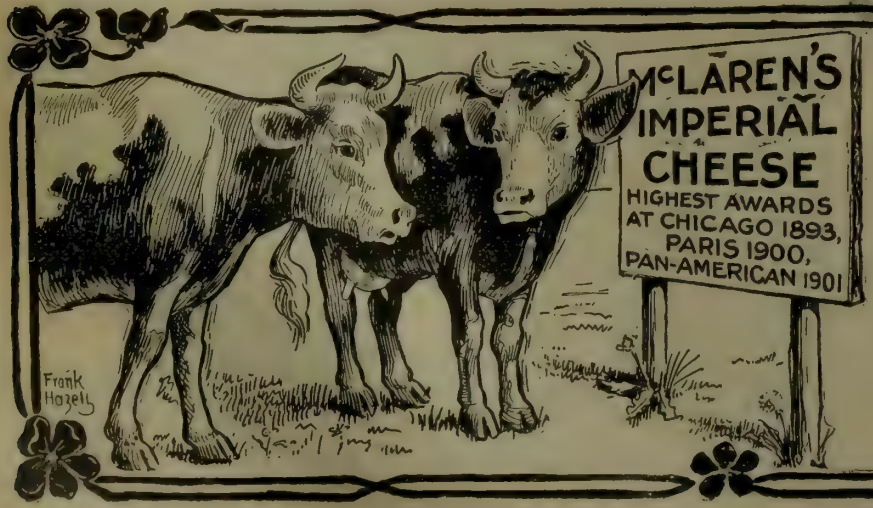
### CONTINUITY.

The results to be derived from continuous advertising cannot be overestimated. That person or firm who desires their business to grow and expand must continue to advertise. In continuity is strength. The advertising you did yesterday will help your advertising of to-day, and the advertising of to-day will help that of to-morrow, and so on indefinitely. The child that makes the greatest progress at school does not attend on Monday, then skips Tuesday, back Wednesday, and then out again until the next Monday. No, he is in attendance every day.

Continuity is strength. Therefore that person who would add strength to his business must keep it before the public continuously—The Schemer.

### FRUITERERS TO PICNIC.

The Fruiterers' Section of the Toronto Branch of the Retail Merchants' Association of Canada will hold their annual picnic at Hanlan's Point on August 27. Their programme of sports for the day includes a baseball game, racing, jumping and a tug-of-war. Music will be provided and refreshments served.


**The Cows Came Back.**

It's the same with all imitations of . .

MacLAREN'S IMPERIAL

—AND—

MacLAREN'S ROQUEFORT CHEESE.

# IMPERIAL VINEGAR

PROOF, EXTRA PICKLING, WHITE WINE, AND CIDER

UNEQUALLED FOR

Purity—Flavour—Strength

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers. 36 Yonge St., Toronto.


## HINTS TO BUYERS.

Contributors are requested to send news only not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

THE R. & J. H. Simpson Co., wholesale grocers, Guelph, Ont., have completed large contracts for new pack corn, peas, tomatoes, etc., for fall delivery, which they are offering at special prices.

The Davidson & Hay are expecting an early shipment of currants.

T. Kinnear & Co. report a few lines of Hyson tea in stock. This tea is scarce.

The Eby, Blain Co., Limited, are offering low quotations on their "Anchor" brand of canned fruits and vegetables for new pack.

T. Kinnear & Co. advise us of having booked a number of orders for this season's pack of canned goods.

"If the trade want to get inside quotations on new pack standard brands of salmon," write the R. & J. H. Simpson Co., Guelph, Ont., "they should communicate with us."

The Eby, Blain Co., Limited, have just received another car of "Columbia" specialties, including baked beans in chili sauce, catsup, soups, salad dressing and potted meats.

## ALL CANADA AT TORONTO.

There will not be a Province or a piece of territory in the Dominion that will not be represented at the exhibition to be held in Toronto this year from Monday, September 1, to Saturday, September 13. To mark their appreciation of this evidence of the country's confidence, the executive have increased the prize list until now it is proudly boasted that, with specials, upwards of $37,000 will be distributed in prizes among the exhibitors, sixth-sevenths of which will find its way to the agricultural community. Besides this $30,000 is to be spent in special attractions and music. The new dairy building and the new art gallery, which will greatly increase the value of the exhibition as a factor in the education and elevation of the people, will be completed. In the dairy building not only will there be exhibits of dairy products, utensils, and so on, but lectures and demonstrations will be given twice daily in a hall provided with seating accommodation for 600 people. Reduced rates will, of course, be available on all lines of travel.

## IMPORTANCE OF SHOW CARDS.

NOTHING catches the eye quicker than a well-executed and artistically designed sign or show card. It is focussed on the brain, and becomes a retentive selling expression. They, therefore, live and talk. Good advertising always costs money, and the show-card sign is no exception to this rule. A book of instruction offered in this issue by W. Edwards, Carleton Place, Ont., at $1 postpaid will, therefore, come as a boon to the merchant, as it will save him money by enabling him to do his own sign work, or pay for same with a practical knowledge of its value. It will also be found invaluable to the ambitious clerk who wishes to add materially to his salary. All large stores keep from one to six sign writers and pay them from $10 to $20 per week. A window-trimmer who can do his own card work can save his employer money and thereby demand a larger salary. The above book will be found a plain, quiet, explicit teacher of the sign-painting business, affording a pleasant, easy study. It will be the means of saving money to the merchant and of assuring to the clerk a successful business career.


JUST OUT

UPTON'S

Pure Fruit Jams

and

Marmalade

BEST QUALITY

1-lb. glass jars, $1.50 per doz.



UPTON'S

Jams, Jellies and Marmalade

12-oz. jars, $1.00 per doz.

GOOD PRESERVES

A. F. MacLaren Imperial Cheese Co., Limited,

51 Colborne St., TORONTO, Agents.

# THE PROVISION TRADE.

McLean's Cold-Storage Plant—The Markets—Miscellaneous Notes.

### McLEAN'S COLD-STORAGE PLANT.

"BUT is it not expensive? ventured THE CANADIAN GROCER to J. A. McLean who was conducting him through the magnificent cold storage plant which has just been installed on the premises of The J. A. McLean Produce Co., Limited, 75-77 Colborne street, Toronto.

"Yes, indeed," said Mr. McLean, smiling, "but it has to come to this. It makes it so very much more satisfactory to handle these formerly perishable goods. Our customers have so much more confidence in our wares. We find that it pays."

Mr. McLean undoubtedly has acquired, in his most complete cold storage plant, unequalled facilities for storing his goods. With duplicate engines and large pumps operating in the basement, he has nine commodious rooms fitted with cold storage. He has four butter rooms, all shellacked, and therefore odorless. These he keeps at a uniform temperature of 32 deg. The temperature can be regulated to a nicety.

In handling his eggs, before they are candled, just as he gets them in stock he keeps at a temperature of 50. These are then put into grey odorless cases and placed in eggrooms at a temperature of from 32 to 33 deg. His pickled eggs are placed in large vats in the basement at a temperature of 40 deg.

The moisture in all the rooms is condensed at the pipes, and the perfection of the condensation can be demonstrated by a sulphur match test.

Mr. McLean deservedly takes considerable pride in his plant. Its installation is already repaying him by increased business. The expense of the cold-storage system is considerably minimized by this perfect system, which enables him to supply his own needs and also operate the systems of various adjoining businesses.

### ICE IMPORTS OF THE UNITED KINGDOM.

According to the returns published in Cold Storage, the monthly organ of the industry, Norwegian ice was imported into the United Kingdom at 51 different ports during the past half year. The total quantity received was 157,777 tons, value £86,301, or 55,438 tons, value £35,073 less than in the corresponding period of 1901; England received 135,758 tons, value £75 798, decreases of 50,399 tons and £29,609; Ireland 12,058 tons, value £6,054, decreases of 1,374 tons and £2,117, and Scotland £9 961 tons, value £4.449, decreases of 1,703 tons and £1,995. In only nine cases was there any increase, London, Penzance, Grimsby and Liverpool, in the order given, alone imported upwards of 5,000 tons. The imports into London were 78,202 tons, value £40,200, as compared with 95,100 tons, value £52,530 in the first half of last year.

### PACKING-HOUSE FOR PRINCE ALBERT.

There is every chance of a pork-packing industry being started in Prince Albert, N.W.T., in the near future. Some of Ontario's moneyed men have been inspecting the place, getting estimates for a site and plans and estimates for a suitable building.

### STOCKS OF LARD IN SIGHT.

The N. K. Fairbank Co., Chicago, advise THE CANADIAN GROCER as follows: Our cable advices give the following estimates of the stocks of lard held in Europe and afloat on August 1, to which we add estimates of former years and stocks in cities named:

| | 1902. Aug. 1. | 1902. July 1. | 1901. Aug. 1. | 1900. Aug. 1. | 1899. Aug. 1. | 1898. Aug. 1. |
|---|---|---|---|---|---|---|
| Liverpool and Manchester | 16,500 | 14,700 | 18,000 | 24,000 | 54,000 | 51,000 |
| Other British ports | 2,500 | 1,500 | 6,500 | 6,000 | 7,500 | 10,000 |
| Hamburg | 14,000 | 10,000 | 13,500 | 12,500 | 22,500 | 12,000 |
| Bremen | 1,000 | 1,000 | 1,000 | 3,000 | 3,000 | 4,000 |
| Berlin | 1,000 | 1,500 | 2,000 | 2,000 | 2,500 | 4,000 |
| Baltic ports | 6,500 | 9,000 | 11,000 | 6,500 | 8,500 | 11,000 |
| Amsterdam, Rotterdam, Mannheim | 3,500 | 1,500 | 2,000 | 3,000 | 2,500 | 3,000 |
| Antwerp | 1,500 | 2,700 | 6,000 | 6,000 | 7,000 | 12,000 |
| French ports | 1,100 | 1,400 | 2,000 | 4,000 | 4,500 | 6,000 |
| Italian and Spanish ports | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 |
| Total in Europe | 48,600 | 44,300 | 63,000 | 68,000 | 113,000 | 114,000 |
| Afloat for Europe | 42,000 | 55,000 | 54,000 | 43,000 | 65,000 | 37,000 |
| Total in Europe and afloat | 90,600 | 99,300 | 117,000 | 110,000 | 178,000 | 151,000 |
| Chicago prime steam | 46,529 | 46,070 | 51,116 | 117,718 | 220,983 | 203,916 |
| Chicago other kinds | 11,448 | 14,764 | 11,076 | 20,936 | 9,430 | 13,608 |
| East St. Louis | 900 | 1,440 | 8,011 | 10,200 | 15,000 | 4,566 |
| Kansas City | 4,315 | 5,932 | 14,037 | 11,953 | 25,721 | 22,328 |
| Omaha | 4,171 | 4,735 | 6,908 | 5,492 | 4,190 | 2,650 |
| New York | 6,555 | 9,371 | 11,467 | 8,036 | 17,069 | 15,492 |
| Milwaukee | 908 | 1,347 | 3,365 | 8,583 | 11,763 | 3,197 |
| Cedar Rapids | 3,403 | 3,960 | 1,579 | 2,210 | 1,369 | 5,726 |
| South St. Joseph | 2,476 | 2,614 | 4,420 | 1,203 | 10,269 | No rec'd. |
| Total tierces | 171,345 | 189,533 | 229,029 | 296,409 | 493,793 | 422,183 |

### THE PROVISION MARKETS.

TORONTO.

The prices of dressed hogs are firm with no advance over last week. The demand is still poor with little or none offering. There has been a decline of 50c. per 100 lb. on hind quarters of beef, but the demand is still good. The price of live hogs still remains about the same. We quote: Dressed hogs, $9 50 to $10; beef carcasses, $8 to $8.50 per 100 lb.; hind quarters, $9.00 to $10.00 per 100 lb.; front quarters, $4.50 to $5.50 per 100 lb.; veal, 8 to 9c. per lb., and lambs, 8 to 9c. Select live hogs are worth $7.25, and fat and lights, $7 per 100 lb. Choice export cattle are worth $6 to $7 per 100 lb., and lights, $5 to $5.75.

Business in provisions has continued to improve and an upward feeling is still felt. The demand for all lines of smoked meats is very good. Plate beef also continues to be steady. We quote as follows: Long clear bacon, 11 to 11½c.; smoked breakfast bacon, 14½ to 15c.; roll, 12 to 12½c.; medium hams, 13½ to 14c.; large hams, 12½ to 13c.; shoulder hams, 11 to 11½c., and backs, 14½ to 15c.; Canadian heavy mess pork, $21.50; short cut, $23.50 to $24; lard, in tierces, 11 to 11¼c. per lb.; tubs, 11¼ to 11½c., and pails, 11½ to 11¾c.; plate beef, $15.

MONTREAL.

A decline of ¼c. per lb. in the price of "Anchor" brand lard has taken place. A moderately good trade is being done in ham, bacon and lard. A fair jobbing trade is passing in fresh killed abattoir dressed hogs. Advices from London state that the general aspect of the

Are you selling

REGISTERED
*Bow Park*
BRAND

# Cream Cheese?

Just the thing this hot weather. It sells fast.

Send us your order or ask your wholesaler.

**The Brantford Packing Co.**
LIMITED
**BRANTFORD, ONT.**

When you have any

# BUTTER OR EGGS

to offer, write or wire us. We are buyers.

**The J. A. McLean Produce Co., Limited**
75-77 Colborne Street
Telephone Main 2491. Toronto.

# Pure Lard

"STAR BRAND" Kettled Lard is the finest Lard that good hogs and first-class equipment can produce. There is no better Lard made and we guarantee every package to contain absolutely pure Lard. If you want "LARD COMPOUND," we can sell you that and as fine goods as any on the market. Packages in stock: Tierces, Barrels, Tubs, Pails and Tins, 3 lb., 5 lb., and 10 lb. Also 1-lb. Cartons in pure Lard only.

**F. W. FEARMAN CO.**
(Limited)
**HAMILTON, ONT.**

# Long Clear Bacon.

Your trade demands the best quality obtainable. WE HAVE IT. Cured and stored in Cold Storage of uniform temperature and is absolutely free from Rust.

Quotations on Case or Car-load lots on application

**The Park, Blackwell Co.,**
LIMITED.
PORK PACKERS,
TORONTO, ONT.

market is steady. Nothing new of any importance has developed in this market. Price of pure Canadian lard is $2.37½ to $2.40 per pail. Fairbank's "Boar's Head" lard compound, 9¾c. tierce basis, with extras as follows: 60-lb. tubs, ¼c. over tierce: 20-lb. tin pails, ¼c.; 20-lb. wood pails, ½c.; 10-lb. tins, ⅝c.; 5-lb. tins, ¾c.; 3-lb. tins, ⅞c. Snow White and Globe compound, $1.95 per pail; Cottolene, 11¼c. for 20 lb. pails, and 11c. for 60-lb. tubs, for Quebec and Ontario; hams, 13 to 14c.; bacon, 14 to 15c.; heavy Canadian short cut mess pork, $24.50 to $25.00; Canadian short cut clear pork, $23.50 to $24.00; American short cut clear pork, $24.00 to $24.50; American fat back, $24.50 to $25.00.

### CHICAGO PACKERS' DEFENCE.

The Tribune, under date of August 3, said: "The Chicago packers who were enjoined May 20 by the United States Circuit Court from conspiring to fix arbitrarily the prices of meat will file their reply to-day. From sources deeply interested in the controversy it is learned the reply will be in the form of a demurrer to the issuance of an injunction on the ground that it is no violation of the Interstate Commerce law for the packers to ship goods and price lists to their own agents in other States."

### HOW TO MAKE RED SAUSAGE.

In reply to an inquiry as to how to make red sausage The Butchers' Advocate gives the following recipe: "Cut neck of pork with the rind on into long thin pieces. Take 10 lb. of these strips; chop finely 3 lb. of pig rind, mix the two together and season with 7 oz. of salt, ½ oz. of white pepper, ½ oz. of peppermint, ⅓ oz. of ground cloves, ⅓ oz. of majoram, 1-5 oz. of mace. Work all well together, then add enough pig's blood to color the whole well. Fill into pig's stomach and put at once into water boiling hard, and stir slowly for a quarter of an hour, in order that the blood does not run to one side of the sausage."

### MR. MALONE THE PRIZEWINNER.

At the Drummers' Snack Picnic at Alton, held on Friday and Saturday of last week, M. P. Malone, representative of W. H. Gillard & Co., won first prize in the competition of the Hustlers' Handicap. The competition took the form of a "competitive sale" to a supposed customer, before an audience of people. Mr. Malone won on the sale of a box of "Jersey Cream" yeast cakes.

F. Leblond, general merchant, of St. Cecile De Whitton, Que., has made a voluntary assignment to V. E. Paradis.





**C. P. FABIEN**

Manufacturer of Refrigerators and Ice Chests. Diplomas awarded at Montreal, Toronto and Ottawa Exhibitions. Over 50 patterns to choose from. Proprietor of Aubin's Patent Grocery Refrigerator, New Dominion, Imperial Dominion, special improved Dairy Palace for Hotels—all hardwood.

3169 Notre Dame St., MONTREAL.

**SLEE, SLEE & CO.**

Limited

**Tower Bridge Brewery,**

LONDON, ENG.

FOR **English Malt Vinegars.**

*Ontario Agents—*

**John W. Bickle & Greening,**

HAMILTON and TORONTO

From whom Samples and Prices can be obtained.

Once used and your customers will ask for OUR **LARD**

not twice or three times, but **ALL THE TIME**

**Our Process of Rendering**

Demands absolute cleanliness and purity.
An Absolutely Pure Lard is the result.

**Every Grocer Should Have It**

FROM 3-LB. TINS UP.

**The Farmers' Co-Operative Packing Co.**

**of BRANTFORD, Limited.**

All first-class Grocers and Provision dealers should handle the

**"L. & S." and "Imperial"**

**Brands of Smoked Hams, English Breakfast Bacon, Backs, Lard, Etc.**

The best and most favorably known brands on the market. They are delicious and appetizing. Once used, always used.

**Fowler's Canadian Company, Limited,**

**Pork Packers and Exporters, HAMILTON, CANADA.**

Fowler's Packing Houses: Chicago, Ill., Omaha, Neb. Kansas City, Kan., Hamilton Can.

New York Office: Produce Exchange Build.ng, N.Y.

Fowler's English Houses: Fowler Bros., Limited, Liverpool, Eng. Fowler Bros., Limited, London, Eng.

— ALSO —

**The L. & S. Rosemary Company, Limited,**

Manufacturers of Jams Jellies, Cocoanut, Extracts, Baking Powder, Vinegars, Pickles, etc.

32 McNAB STREET SOUTH, HAMILTON, CAN.

**THE BELLEVILLE BUSINESS COLLEGE, LIMITED**
BELLEVILLE, ONTARIO.
Send for handsome Catalogue fully describing all Courses taught. J. Frith Jeffers, M.A., Principal.

**We have One of the Best**

equipped mills in Canada. We get our wheat direct from the farms in the best Manitoba sections. **Calla Lily,** strong bakers', an excellent general purpose flour. **G.O.B. Manitoba** Hungarian Patent, the leader in quality and price.

**MODEL ROLLER MILLS, Perth, Ont.**

We are taking it easy for a couple of weeks while our travellers are having their holidays. When the roll is called on Monday the 18th inst we expect our representatives will be in the front ranks for business and they will have extraordinary inducements to place before you, and you will make no mistake in reserving your esteemed orders for anything you require in the grocery line.

In the meantime, write, telephone or telegraph, at our expense, if in a hurry for goods. Positively no goods sold outside of the regular trade.

**The R. & J. H. Simpson Co.,**
WHOLESALE GROCERS AND TEA IMPORTERS, GUELPH, ONT.

THE C. G. YOUNG CO.
**RUBBER STAMPS**
AND SUPPLIES
No. 1 Adelaide Street East - Toronto

GOLD MEDAL, PARIS, 1900.
**Walter Baker & Co.'s**
PURE, HIGH GRADE
**Cocoas and Chocolates.**


TRADE-MARK.

**Breakfast Cocoa.**—Absolutely pure, delicious, nutritious, and costs less than one cent a cup.
**Premium No. 1 Chocolate.**—The best plain chocolate in the market for drinking and also for making cake, icing, ice-cream, etc.
**German Sweet Chocolate.**—Good to eat and good to drink; palatable, nutritious, and healthful.

**WALTER BAKER & CO. Ltd.**
ESTABLISHED 1780.
**DORCHESTER, MASS.**
BRANCH HOUSE, 12 and 14 St. John St., MONTREAL.
TRADE-MARK ON EVERY PACKAGE.

*"Best in the World."*
**HILL, EVANS & CO'S (WORCESTER, ENG.)**
PURE ENGLISH
**MALT VINEGAR**
Delicate in Flavor and Aroma.
Splendid keeping properties.
**ROBERT WATERS' QUININE WINE**
Quinine in a palatable form—50 years' reputation.
Export Agents:
Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

# PRINGLE MACAROONS

A new Biscuit, very tasty.
Not a high-priced one either.

**The Canada Biscuit Co., LIMITED,**
KING and BATHURST STS., TORONTO.

# Manitoba---Its Wheat Crop and its Merchants.

From Our Own Correspondent.

PORTAGE LA PRAIRIE, Aug. 2, 1902.

YOUR correspondent has just reached this point after a very hurried week of travel, and a general letter on the points touched during the week may not be without interest to readers of your magazines.

Monday morning, July 28, left Winnipeg at 8.45 on the Glenboro' branch of the C.P.R. The train was crowded with excursionists to the Winnipeg Industrial, who had spent Sunday in the city, and, judging from the amount of luggage checked and the enormous quantity of hand baggage, their visit had not been without profit to the merchants of Winnipeg.

Carman is situated 57 miles from Winnipeg in the heart of one of the richest wheat sections of the Province, and is decidedly the most picturesque town in Manitoba, as, in addition to a large number of fine trees of natural growth, the Boyne river runs right through the town, and is spanned by some three or four foot-passenger and vehicle bridges. The settlement of this section dates back to 1880, and the town has had the advantage of a well-to-do farming community to draw from.

Just now the wheat crop is the all-absorbing subject of conversation and interest, as the heads are now filling. The spring was backward and the growth not what it ought to have been until the beginning of July. Since that date, however, the weather has been ideal and the growth simply phenomenal. As the next three weeks is the critical period that will make or mar the season's work, everyone, merchant and farmer alike, is on the qui vive as to the result. A bicycle trip of some 17 miles through the wheat belt immediately surrounding Carman gives one a sight not soon to be forgotten. On either side of the road, as far as the eye can reach, are fields of waving grain broken only by occasional clumps of trees and good farm buildings. In this neighborhood is situated the farm of the Hon. R. P. Roblin, Premier of the Province, where your correspondent saw 780 acres of wheat in one field, that gives every indication of giving 30 bushels to the acre, and may possibly reach 35 bushels.

The town of Carman is growing rapidly and a large number of new buildings are being erected both in town and country; in fact, dealers in building materials are at their wits end to keep up with the demand. A new $25,000 hotel is being erected with all modern improvements, and the Starkey House, the principal hotel at present, is being enlarged by an addition, giving 13 new bedrooms, doubling the size of the dining-room and giving additional kitchen room and pantries.

In the brief time at the disposal of your correspondent it was not possible to call on all the trade, but Roblin & Sons and E. L. B. McLeod's establishments were visited. Both of these houses do a general business and carry large and well-assorted stocks and report business excellent in all lines.

In addition to a general, business Mr. McLeod makes a specialty of ladies' goods of all kinds, and his stock of dress goods and blouses is superior to that of many a large city store. If any lady of the town or country calls for anything that he does not happen to have in stock it is ordered by either wire or letter, according to the urgency of the case.

### GLENBORO'.

The next halt worth mentioning was made at Glenboro', 104 miles from Winnipeg. Here also the promise of harvest is the best in the history of the settlement and everyone is proportionately happy and contented. Your correspondent had a view of this section from the top of the mill, an elevation of 65 ft., and from which the country for a radius of 15 miles lies before you like a beautiful picture with the Tiger Hills for a background. There are four large general stores in Glenboro', but it was only possible to call on three of them. J. F. Fumerton & Co. occupy a fine brick store, 32 x 75 ft., two storeys and basement, and carry a large and well-assorted stock of dry goods, boots and shoes, groceries, crockery, glassware, millinery and the like. Mr. Fumerton reported trade for the season very satisfactory.

J. R. Kelly has been in business at this point for a number of years and carries a full general stock. He reported business good, and stated that the amount of cash in circulation this summer was much larger than usual, owing to the establishment of a creamery where the farmers were paid monthly for their cream. This was a great advantage, not only in the matter of money, but also in saving the merchants the loss that is always attendant on the handling of dairy butter. F. Friderickson has done a general business in Glenboro' for 20 years. He is an Icelander, and there are large numbers of his countrymen settled in the neighborhood, many of whom are worth from $30,000 to $50,000. In addition to a large general store business, carried on in somewhat limited quarters, Mr. Friderickson has a good farm a few miles out of town on which he has a crop of wheat that will run 30 bushels to the acre.

### SOURIS.

At Souris a brief stop was made, not sufficient to permit of seeing anyone but Mr. McCullough, the owner of the large flour mills, but, judging from the amount of buildlng going on, things must be in a very prosperous condition.

### BRANDON.

On to Brandon, where the annual Western Fair was in full swing. The city so crowded that beds were at a premium, and many pepole had to sleep in the city council chamber and the station waiting rooms. Merchants were far too busy to talk.

### RAPID CITY.

The next point made was Rapid City, 22 miles directly north of Brandon. The whole character of the country is different, it being fine rolling uplands with numerous bluffs of trees. This section has been settled for 23 years, and has always done mixed farming. The farms are all well tilled, there are fine herds of cattle and excellent farm buildings. The town is progressing. The creamery is doing well. The crops promise better than last year, when the average yield of the section was 38 bushels to the acre of wheat.

Le Page Bros. have a fine brick store and are doing a good general business. Both partners were absent when your correspondent called. Hindson also does a large general trade. He has been in business in the district for about 20 years. He reported trade satisfactory for the season, although the cold, wet weather of June had made summer goods a little slow for a time.

There is a fine large hardware store at this point, but, unfortunately, there was no time to call. It is estimated that in addition to the crops, $80,000 worth of cattle will be

**HOLIDAYS**—ARE STILL THE ORDER OF THE DAY WITH OUR TRAVELLERS—AND WILL BE UNTIL THE END OF NEXT WEEK. IN THE MEANTIME WE SOLICIT YOUR ORDERS.

**WRITE, WIRE OR 'PHONE---US**

AT OUR EXPENSE. ALL ORDERS SHIPPED SAME DAY AS RECEIVED.

**Canned Goods.**—New Pack—Wait for our Travellers—They have an interesting line to show you—"**ANCHOR**" Brand—Quality the Finest—and Prices Right.

THE **EBY, BLAIN CO.,** LIMITED

**WHOLESALE GROCERS, ETC.** **TORONTO.**

sold out of the Rapid City section this season.

As there is but one train daily between Rapid City and Minnedosa—on the M. and N.W. branch of the C.P.R.—we drove across country in the early morning, a delightful drive of 20 miles; the road for nearly half the distance lying along the valley of the Little Saskatchewan, which, in Cree, is swiftly running water.

MINNEDOSA

is a large and substantially-built town, lying on both banks of the river and sheltered by beautiful encircling hills. The character of the farming and business generally, closely resembles those of Rapid City, but the town, being a divisional point, has additional railway facilities. The demand for lumber, and, in fact, all classes of building material, is tremendous; dealers are not able to get supplies in fast enough.

P. J. McDermott is one of the principal merchants of the town and the only one it was possible to call on. He has a very fine brick store, two storeys and basement, and it is packed with an excellent stock of boots and shoes, dry goods, clothing, crockery, groceries, and, in fact, everything that goes to make up a stock in a country town. Mr. McDermott reported trade good in all lines. There is a good creamery at this point and that is always a boon to the merchants as it means a certain amount of cash in the farmers' hands the year around.

NEEPAWA

was also visited, but that town and Portage la Prairie have already been fully described in these pages.

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H. P. Eckardt & Co. report a steady demand for Blanke's coffees.

H. P. Eckardt & Co. report a brisk demand for 12-oz. and 16-oz. package seeded raisins.

## BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

A. COTE & CO., general merchants, St. Alexander, Que., have assigned to Chartrand & Turgeon.

The creditors of A. H. Pare, general store, Pont de Maskinonge, Que., met on August 4.

E. F. Parker, general merchant, of Stirling, Ont., has offered to compromise at 20c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

Henry & N. E. Hamilton, departmental store, of Montreal, have dissolved.

Hourd & Warner, general merchants of Fletwode, Assa., have dissolved. A. B. continues.

Mongeau & Frere, grocers, of St. Henri de Montreal, have dissolved and new partnership registered.

SALES MADE AND PENDING.

Isabella Copeland, general store, of Grenfell, Man., has sold out.

The assets of L. Lemelin, grocer, St. Raphael, Que., were sold on August 5.

The stock of E. F. Parker, general merchant, of Stirling, Ont., is advertised for sale.

Organ, Elliott & Co., Montreal, grocers and sundries dealers, assets advertised for sale.

D. Gauthier, general merchant, St. Felecien, Que., stock sold out at 62¾c. on the dollar.

The stock, etc., of George E. Waud, grocer, Toronto, is advertised for sale by auction.

The stock of Robt. A. Patterson, grocer, of Campbellford, Ont., is advertised for sale by auction on August 12.

W. J. Currie, grocer, of Brandon, Man., has sold out to J. E. McDonald, who took possession on August 4.

CHANGES.

S. Scott, baker, is opening up a business at Grenfell, Man.

Quintal & Lynch, hay and grain, Montreal, have registered.

The Hamilton Co., departmental store, Montreal, have registered.

C. N. Cameron, grocer, Victoria, B.C., has sold out to James Moffatt.

S. Salmon & Co., groceries and dry goods, Montreal, have registered.

A Rochon & Cie, manufacturers of brooms, Quebec, have registered.

The Mount Royal Packing and Preserving Co., Montreal, have registered.

R. J. Riddell is starting in business at Douglas, Ont., with a general stock.

Chas. Milne, grocer, of Dawson, B.C., is succeeded by M. De Brisay & Co.

H. Jenks & Co., grocers and fruit, Mattawa, Ont., have removed to Pembroke, Ont.

T. Ivory & Sons, general merchants, Omemee, Ont., are succeeded by Charles Ivory.

Rendell & Co., general merchants, Greenwood, B.C., are opening a branch at Grand Forks.

Nofield & Schuster, grocers, Fort Qu'Appelle, Man., have been succeeded by Schuster & Bonneau.

FIRES.

Joseph Milks, general merchant, Earsley, Que., has been partially burned out.

DEATHS.

John McCalla, proprietor of the grocery and hardware firm of W. J. & J. McCalla, St. Catharines, is dead.

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## TO RESTORE FERMENTED SYRUP.

A subscriber from Manitoba writes asking THE GROCER how to restore maple syrup after it is fermented to its original sweetness.

[Answer—The best way to restore your syrup is to boil it a little when it will become sweet again. If it is a little thick it may be diluted with water. — Editor GROCER.]

# *In Business To Make Money ?*

The grocer who sells pure, white, dry, crystaline Windsor Salt is absolutely sure of satisfying the man or woman who buys it. **Satisfaction is a pearl of great price,** but you can't measure it in dollars and cents, because you can't sell it. Since "Windsor Salt" and "satisfaction" mean exactly the same thing, you sell a pearl of great price when you sell Windsor Salt.

If you are in business to make money there is no safer way to do it than to sell the best of its kind in staple goods—Salt is one of the staples. **Windsor Salt is best by test!**

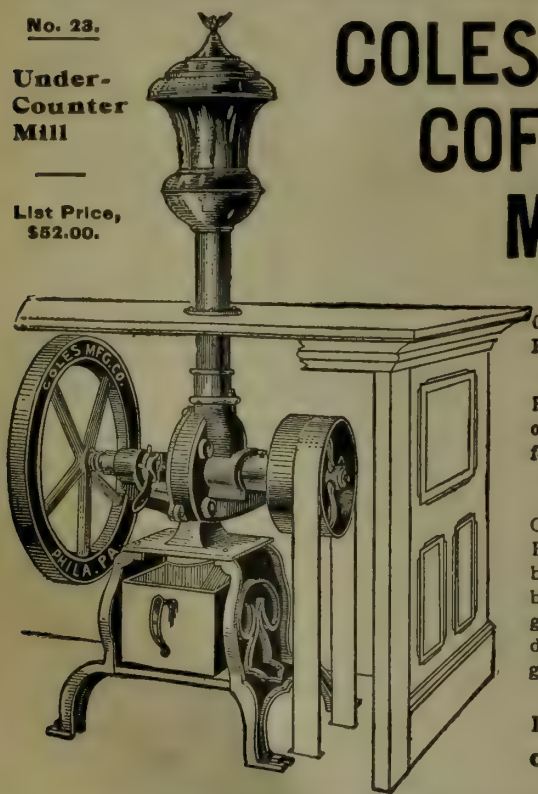
## *Windsor Salt Will Help !*

The Canadian Salt Co., Limited, Windsor, Ont.

No. 23.

**Under-Counter Mill**

**List Price, $52.00.**




# COLES COFFEE MILLS

**None better for Granulating or Pulverizing.**

**Our mills will Pulverize without heating Coffee.**

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

**A GREAT LABOR-SAVER.**

**Our Grinders wear longest.**

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**COLES MANUFACTURING CO.,** PHILADELPHIA, PENN'A.



## There is Another Side to the Question.



Besides the mercenary, money-making side of business there is the satisfaction of it all that makes living and working worth while. Don't you like to sell satisfactory goods—satisfactory to yourself and to your customer?

## Paterson's Camp Coffee Essence

gives satisfaction. A customer once a customer always.

ROSE & LAFLAMME,
AGENTS,
MONTREAL.

THE CANADIAN GROCER

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## THE MANUFACTURERS' MEETING.

IT is very gratifying to Canadians who have the welfare of their country at heart to find that the manufacturers of the land have organized themselves into a broad, well-principled association, which to-day wields no small influence upon the future of the country.

The Canadian Manufacturers' Association is not an organization formed to secure a monopoly for certain firms, but its aim is to do all in its power to strengthen Canadian industries and gain for them a firm footing in the markets of the world.

While for a single firm or even for the Government of the country to take the needful steps to push on foreign trade would be of little avail, yet, when it comes to a union of all the powerful manufacturing interests of the country, then results may be more easily secured and at a lesser proportionate cost. It was with a firm belief that in union there is strength that the manufacturers of Canada have united together.

All this is but preliminary to a brief reference to the impending annual meeting of the Canadian Manufacturers' Association, to be held in Halifax on August 12, 13 and 14. It is safe to say that such a meeting a few years ago would have been an utter impossibility. It would have been out of the question to expect a representative gathering of manufacturers to take the time or afford the expense of journeying to the eastern extreme of the Dominion. But now all is changed. The Association has gained strength in all parts of Canada, and manufacturers everywhere have come to believe in its efficiency and usefulness. The possibility of a meeting in Halifax is, consequently, the outward sign of a growing strength.

At the Halifax gathering several important matters of deep interest are to be discussed. The three allied problems of transportation, viz., steamship communication with Britain and the sister colonies, the improvement of Canadian harbors and waterways, and railway regulation by means of a commission will all be treated. Then, the Association will formulate some definite plan of action with regard to the tariff. It will express its opinion about the appointment of special trade representatives. It will state its views concerning importation of alien labor and about the various phases of the postage problem, and among general matters it will discuss technical education, an all-Canadian exhibition, a new trade index and the educational campaign fund.

In this bill of fare many subjects deserving of attention are included, and it may be expected that all will be handled with the carefulness and the sagacity of the modern business man.

To predict what will be the outcome of these discussions would be impossible, but it is not beyond the bounds of possibility that the Association will not only speak out strongly, but will take action to secure an increase in the Canadian tariff. If such is the case this will undoubtedly be the most far reaching of the reforms that will be advocated. With improvements in trade facilities, all will be in sympathy, but any attempt to change the tariff will likely raise a good deal of opposition.

## MARITIME PROVINCES AND THE WEST.

IF we may believe the press of the Maritime Provinces of the Dominion, there exists considerable feeling down in the east about the way in which the press of Ontario is alleged to be ignoring the existence of the Maritime newspapers and their news columns. The protest of two Nova-Scotian papers has received considerable attention in the editorial columns of several Ontario papers, which, on the whole, appear to regard the matter lightly and merely suggest that some better news service covering the whole Dominion should be inaugurated.

There is no doubt, however, that there exists a number of papers in Ontario which have always recognized the importance of the Eastern Provinces, and have given them much attention in their columns. These are the trade papers, and, in justification to them, some allowance should be made in the sweeping condemnation of the whole Ontario press. It will be found on inspection of the volumes of any respectable trade publication that for years the Maritime Provinces have figured prominently therein. Indeed, the good work of the trade papers may be credited, to a great extent, with bringing about the revival of interest in the east, which finds expression in the present meeting of the Canadian Manufacturers' Association in Halifax.

To take a concrete instance. Readers of THE CANADIAN GROCER will remember that for several years almost verbatim reports of the meetings of the Maritime Board of Trade have appeared in its columns. These services of THE CANADIAN GROCER have been appreciated, as is evidenced by the Maritime Board making this journal its official organ. This is but one of the ways in which THE GROCER has striven to keep all parts of the Dominion united in a common interest—the building up of a great mercantile nation.

In spite, however, of whatever defects there may be in the press, the people of the Maritime Provinces and Western Canada are being gradually brought closer together, and one of the fruits of it is the enlarged trade which is developing between these parts of the Dominion.

## HINDRANCES TO CANADA'S TRADE WITH JAMAICA.

THE CANADIAN GROCER has, within the last few months, been in receipt of a number of complaints in regard to the transportation service between Canada and the British West Indies. And the question has been receiving some attention from the newspapers in the West Indies as well as in Canada.

A short time ago, Mr. Black, of The Pickford & Black Steamship Co., was interviewed by a Halifax paper on the subject of Canada's trade with the West Indies. In this interview, Mr. Black spoke hopefully of the prospects, but held that a process of education must go on in the West Indies in regard to Canadian products before the trade would warrant a weekly service being put on between the Dominion and that part of the world. In a word, there was a prejudice against Canadian products which ought to be removed.

This interview has since been dealt with at some length by The Daily Telegraph, of Kingston, Jamaica. The following is from The Telegraph's article :

As far as we know there is absolutely no "prejudice" against Canadian products in these colonies. The excellent qualities of Canadian flour, butter, cheese, etc., are fully and frankly appreciated in Jamaica; and we have no hesitation in saying that, if other things were equal, Jamaicans would prefer any day to trade with the Dominion rather than with the States. But there's the rub. Other things are not equal. And we think that the Canadian commissioner in this island, and every other friend of Mr. Black, should advise him to look at home for the causes of the unsatisfactory condition, or slow rate of progress, of the Canadian-West Indian trade, before casting his eyes to this quarter of the globe in order to discover the obstacles that are in the way. Let us illustrate our meaning by mentioning a few facts that have recently come to our knowledge.

An importing firm in this city — to be explicit, it was Messrs. MacNish Limited — ordered a consignment of cheese from Toronto in the latter part of February. The goods were despatched about the middle of March; the invoice was dated the 15th of that month. But the goods did not arrive here until April 30. A second lot was ordered on May 7. The receipt of the latter was acknowledged on May 15, and received here on May 23. A few days later the invoice and bill of lading, dated May 17, came to hand; and the firm was advised that the goods would be forwarded by the ss. Bauta, sailing from St. John, N.B., on the 28th. The steamer duly arrived here about the 10th inst., but judge of Mr. MacNish's disappointment and chagrin when he learnt that the goods were not on board! The dilatoriness or carelessness of the Canadian railway authorities had humbugged the shipment!

These facts tell their own tale only too clearly. It is idle to talk about the "prejudice" in the West Indies against Canadian products when the real stumbling block to Canadian trade is the carelessness of the Canadian railroads and the exorbitant charges made by those railways. The excellent qualities of the flour, butter and cheese produced by the farmers and millers of the Dominion are not in question. Most people admit that Canadian goods all around are just as good as those of any other country; and some people contend that many of them are better than can be got elsewhere. Messrs. MacNish Limited, are prepared to affirm that the first consignment of cheese they received from Toronto was better than they had ever handled. But how can merchants sell goods (and especially perishable goods) unless they can get them regularly and up to time? Local merchants never experience any difficulty in getting regular supplies from the United States; and it is an extremely rare thing for any of them to be disappointed through the non-arrival of goods on the date promised by American exporters.

Before us is a letter from the Messrs. MacNish Limited, referred to in the above extract from The Telegraph. It is dated July 11 and says: "SS. Bauta has again arrived and shipment of cheese May 17 is still wanting. The great loss to us is not so much the profit gone, but the breaking up for the time being of our trade in this article."

There is no doubt some prejudice against Canadian products in the West Indies; but it appears to be largely our own fault. In the first place, we were slow to comply with the conditions under which the people of the West Indies were prepared to purchase our products. We have special reference to style of package and other details over which we have control. As far as these particulars are concerned, Mr. Black was, at least to some extent, correct when he spoke of prejudice against Canadian products.

But there are undoubtedly defects in the transportation service between Canada and the West Indies. We do not mean the steamship service alone. We mean the whole service between points in western Canada to the West Indies. How far the steamship service is to blame we cannot say. One thing is certain, the steamship service from Halifax and St. John has greatly improved during the last few years, and some excellent boats have been put on the route. At present the service is fortnightly from Halifax and monthly from St. John. The complaints that have come to us from this end have been more in regard to the railway link in the transportation service. Last fall, for example, it was difficult to get cars to ship goods to the West Indies via Halifax and St. John. We know of instances where carloads of of merchandise had to be sent from Toronto via New York simply because the cars could not be obtained to ship the goods through our own ports. And yet at the same time steamers for the West Indies were leaving Halifax and St. John with incomplete cargoes.

Through an official source we learn that the attention of the Dominion Government has been drawn to the matter, and it is to be hoped a better state of affairs will prevail.

One thing is certain, where the transportation service is defective trade must be handicapped. Efficient transportation service is one of the chief foundations for the development of trade with the West Indies as well as with all other countries.

## THE TRAVELLERS' HOLIDAYS.

THE two weeks' holidays of the travellers representing the wholesale houses in Western Ontario began this week. While some of the houses allied to the grocery trade who participated last year are not doing so on the present occasion, these uniform travellers' holidays appear to have become a permanent institution, at any rate as far as the purely wholesale grocery trade is concerned.

The travellers certainly deserve the holidays, and business in the meantime will not suffer materially on account of their temporary absence from their accustomed routes. Transportation is rapid and the telephone and the telegraph are at nearly every merchant's door if the mail service is not rapid enough for his pressing wants.

On account of the holidays many of the wholesale houses are making a special feature of their advertisements this week, and our readers will be looking after their own interest by studying the announcements of the different firms even more closely than is customary, if that be possible.

## OUR DAIRY PRODUCTS IN AFRICA.

It is anticipated that when the direct steamship service between Canada and South Africa is in operation that considerable more business will be done with that part of the world in cheese and butter than at present.

It is to be hoped that a proper system of refrigeration will be placed on these steamers.

The consensus of opinion among men who know the South-African market is that Canada has an excellent opportunity of developing an exceptionally large trade with Africa in dairy produce. Doubtless the opportunity will be taken advantage of, if good facilities for carriage are provided.

# THE YUKON AND ITS TRADE.

AN INTERVIEW WITH MR. GEORGE H. HEES.

THAT far-away corner of the Canadian Dominion which goes by the name of the Yukon Territory, still wears an air of glamor and mystery for the average easterner. Being so distant and so remotely connected with the arteries of travel and commerce, it has naturally become a good field for the propagation of all manner of political, moral and commercial exaggerations. Therefore when a traveller returns east after having endured the rigors of a journey thither, he is eagerly questioned as to his experiences and views, and people never seem tired of hearing about the Yukon Territory. Realizing this continued interest, a representative of THE CANADIAN GROCER called on Mr. George H. Hees, of Toronto, who has just returned from Dawson City, and asked him for a "story" of his trip.

"I went to the Yukon," said Mr. Hees, "for pleasure and also for business; to see the country and to examine the prospects for the manufactures of Canada. I visited the creeks and mines and found many Toronto people there, who were enthusiastic about the place. They had become accustomed to the climate, and say they could hardly live now in the quiet east. The output of gold last year amounted to $24,000,000, but Mr. Senkler, the Canadian assistant gold commissioner, told me in an interview that the Government estimate for the coming year would not exceed $14,000,000. The reason for this is that no important discoveries of gold fields have been made within the last year and a half, and the old creeks and finds are being worked out. It will take years—some 10 or 20—to work out the present fields, but it follows unless they discover new ones the product will grow smaller year by year. The hope is to find gold quartz.

"Dawson City, situated at the base of Dome Mountain, rising 2,000 feet above the city, has 5,000 inhabitants and is two miles long by one wide. The Government has shown its faith in Dawson by putting up large and substantial buildings. The barracks for the mounted police are large and commodious and capable of accommodating over 500 soldiers, and, whether mines increase or decrease, Dawson, being the headquarters of the Government and mounted police, must always be a city of considerable importance. It is at the junction of Klondyke Creek and the Yukon River. The Yukon is navigable by light-draft boats from St. Michael's to White Horse, a distance of 1,800 miles. The city has four churches; several schoolhouses, all well built and well supported; two banks, charging interest at the rate of 18 per cent. per annum; two theatres and numerous dance halls, where varied entertainments are provided. Gambling has been lately suppressed, and Dawson is the most orderly and quiet place in Canada."

"How about American business invasion?"

"Most of the merchants doing business are Americans, and, having come out in the early days and having connections with business houses in the United States, they naturally obtain supplies from jobbers where they are best known. They were able to get travellers' prices for anything they had to sell, and the small matter of 35 per cent. duties did not interest them. But now Vancouver and Victoria jobbers are looking well after the trade of Dawson. There are several large transportation and trading companies in Dawson that carry large stocks. They conduct departmental stores, and sell almost anything required by the citizens or miners. These companies own their own ships and carry freight up to St. Michael's in them, thence transfer to lighter craft, which go up to Dawson, thereby saving the extremely high rates by way of Skagway, Alaska, over the White Horse and Yukon Railway, thence by the Yukon to Dawson, which the small trader who gets his supplies thus is obliged to pay.

"Governor Ross told me that but a year or so ago $1 in the east would buy as much as $6 in Dawson, but lately, checking over bills, he found the difference now is about $1 to $4.50. No coin less than 25c. is used in the Klondyke. The three daily papers—smaller than our 1c. papers—sell at 25c. each, $4 a month, $40 per year in advance. All drinks, hard or soft, 25c., but all mixed liquors 50c., poor cigars 25c. or three fair ones for $1. A leading barrister told me he thought he had passed the period of being surprised at Dawson prices, but that morning when he was charged 25c. for a pair of common shoelaces he thought the price rather steep. Rents are very high. An office that rents in Toronto for $30 per month would bring $130 in Dawson. Small shops rent from $10 to $20 a day in advance. Dining-room girls get $100 per month and house servants from $75 to $125 per month. Hotel charges are more reasonable. A small room $2.50 per day, breakfast or lunch 75c. and dinner $1; the meals are better than you would expect under the circumstances. Sample-rooms from $5 to $10 per day; hauling baggage $1 per piece.

"There is now in Dawson a great surplus of laborers, who are ready and eager to go to work. I am told there are 10 applicants for every job available, and yet boat load after boat load of adventurers are arriving almost daily to swell the crowd of idlers. Knowing these conditions, and seeing in almost every issue of the Seattle, San Francisco and other papers the glowing accounts of the Klondyke, one cannot help feeling that the transportation companies are responsible for those alluring stories. Dawson is about 4,500 miles from Toronto. From St. Michael's to Vancouver is about 2,800 miles, and from St. Michael's up the Yukon to Dawson about 1,400 miles. The Yukon is navigable for light draught boats 1,760 miles. The cost of a two months' trip would be between $500 and $600."

Dawson is within a little more than one degree from the Arctic circle, and when Mr. Hees was there in June it was almost as light at midnight as at noonday. Saloons, restaurants and fruit shops kept open all night, and out-door games, like cricket or tennis, were often played after midnight.

## LOWER PRICES ON GALLON APPLES.

GALLON apples, for delivery from spot stock, are quoted at $2.50 per dozen this week, which is a decline of 45 to 50c. below last week's prices.

This reduction was made in view of the outlook for the new crop of apples, which promises to be a very heavy one, though it is apparent that, on account of the cold, wet weather which prevailed during the early part of the season, the crop will be somewhat later than usual. But, however late it may be, we have every reason to expect a large crop, and gallon apples, along with other varieties of preserved apples, are likely to be correspondingly low in price.

The prices quoted on the new pack of gallon apples for future delivery are $2.10 to $2.20, so there is still a good deal of room for further reductions in the price of spot stock if jobbers are anxious to dispose of all their old goods before the new are placed on the market. At present the market exhibits rather a downward tendency, and one jobber hints that still lower prices may be expected before long. The demand for gallon apples is not great, and though wholesale stocks are by no meas heavy, still they are sufficient to cope with the present demand until the new goods arrive.

# "GUARANTEE."

Any dealer that will return to us the whole or any portion of a shipment of

# "SALADA"

**Ceylon Tea** (Black or Green)

with a written statement that it has proven unsaleable or unsatisfactory in the slightest degree, will receive a cheque covering the full first cost per pound.

**Here's an evidence of our faith. Where is Yours?**

What a happy position you would be in could you buy all goods, and especially all teas, on like conditions!

IT'S ONLY TRULY GILT-EDGED VALUES THAT DARE BE OFFERED ON SUCH TERMS.

**"SALADA," TEA CO., Toronto and Montreal.**




Have **YOU** bought the

# Old Reliable?

For sale by every wholesale grocer from the Atlantic to the Pacific.

Packed only from the finest Red Sockeye Salmon.

EVERY CAN GUARANTEED.

# *LILY WHITE GLOSS STARCH*

In 6-lb. Toy Trunks with real locks and keys.

This beautiful and useful package will be appreciated by every householder.

Try a case or two with your next ten-box order.

**The Brantford Starch Works,**
LIMITED,
**Brantford, Ont.**

**TORONTO COLD STORAGE**

9-11-13 Church St., - - - TORONTO

Under new management.
Chill rooms now being repaired. Service improved.
Storage solicited.

**W. HARRIS & CO., - PROPRIETORS**
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**Butter and Eggs**

We have good demand for choice Butter.
We buy Eggs F.O.B.—Write us.
Consignments and Correspondence Solicited.

**SMITH & CARMICHAEL**
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Butter Cheese
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Consignments Solicited.
Highest Prices. Prompt Returns.

**The Wm. Ryan Co.,**
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70 and 72 Front St. E., Toronto.

**EGGS—BUTTER**

WE ARE BUYERS—F.O.B. your station. 'Phone, write or wire us, stating quantity you can sell for delivery next week.

**Rutherford, Marshall & Co.**
Wholesale Produce Merchants,
68 Front Street East, Toronto.

The
**DAWSON Commission Co., Limited**

FRUIT, PRODUCE AND
COMMISSION MERCHANTS.

Cor. Market and Colborne Streets, TORONTO

**CLEMES BROS.**

**Wholesale**
**Fruit and Commission Merchants.**

Special attention given Mail and Telephone orders.

Your consignments, produce and fruit carefully handled.

WRITE US FOR PRICE LISTS.

## QUEBEC MARKETS.

### GROCERIES.

Montreal, August 7, 1902.

THE trade done in groceries during the past week has been fairly satisfactory, all jobbers reporting a good movement in seasonable lines. Pot barley has taken another advance, this time of 25c. per barrel ; the prices now are $4.60 per barrel and $2.25 per bag. Pearl barley remains at $4.60 per half barrel. Boiling peas are very scarce, and what is left is of a poor quality. The price, however, is up to $1.15 to $1.20 per bushel, and there is a fairly good demand at these figures but checked to a certain extent by the inferior quality. "Anchor" brand compound lard has declined ¼c. Prime white pea beans have advanced to $1.60 per bushel, and are scarce. The market shows a still higher tendency and the opinion obtains that the price of canned beans with pork will be affected. Oatmeal and rolled oats are higher and firmer. Jobbers are now quoting for rolled oats $5.80 per barrel and $2.82½ per bag. In oatmeal, in bags, the price of standard is now $2.87½, granulated, $2.92½, and fine oatmeal, $2.92½, with the usual advance for barrels.

#### SUGAR.

The demand for sugar from local buyers is fairly satisfactory. A big business is expected during the next month or so for fruit preserving operations. No change has been made in the price as yet. The foreign market for raw beet sugar has been easy, but it is thought that better conditions will prevail from now on. The price of granulated sugar remains at $3.65, while yellows sell from $3 to $3.55.

#### TEAS.

The demand from local and country buyers for teas has been improving somewhat, though as yet trade is no more than fair. Holders of old Japan teas have quoted at lower prices recently, and one large jobber has refused to buy of the new crop, preferring to take the old crop at a lower price and wait until the new teas come down, which, he states, is sure to take place. Other operators, however, do not share these views. Prices in Japan are well maintained and from their point of view no decline is probable.

#### SYRUPS AND MOLASSES.

There is no change in this market. Corn syrups, which are quiet, are quoted as follows : 3½c. in barrels ; 3⅝c. in half barrels ; 3¾c. in ¼ barrels ; $1.60 in 38½-lb. and $1.20 in 25-lb. pails. Barbados molasses continues to move but slowly, and the price quoted is 23 to 24c., according to the quantity taken. Antigua molasses is quoted at 24c. and Porto Rico at 38c.

#### CANNED GOODS.

Canned goods, in general, are an active feature of the grocery market. The only quotable change to report this week occurs in gallon apples on spot, which are considerably lower, the price now being $2.50, with an easy feeling in the market. Prices on canned fruits and vegetables, for future delivery, are now quoted as follows : Tomatoes, 90 to 95c.; corn, 80 to 85c.; peas, 80c. to $1.20 ; string beans, 80 to 85c.; strawberries, $1.45 to $1.60 ; raspberries, $1.45

The following Brands manufactured by

**The AMERICAN TOBACCO CO.**
OF CANADA, Limited

Are sold by all the Leading Wholesale Houses :

CUT TOBACCO . . . .
OLD CHUM,
SEAL OF NORTH CAROLINA,
OLD GOLD.

CIGARETTES . . . .
RICHMOND STRAIGHT CUT,
SWEET CAPORAL,
ATHLETE, DERBY.

**California Fruits**

**Peaches, Plums, Apricots.**

We are receiving full cars direct from Coast.
Auction sales daily.
Full supplies at all times at lowest figures.

**WHITE & CO., Toronto, Ont.**

SEND YOUR NAME if you have, or will get,

**H AND H** TRADE MARK

the unequalled cleaner. People who once use it, want it, and we will do some sampling for you. 34 Yonge St., Toronto. All wholesalers sell it.

**RIDGE HALL FRUIT FARM**

... PRODUCES ...

Finest Peaches, Cherries, Grapes, Early Tomatoes, Cucumbers, Cabbage, Melons, Leaf Tobacco, Etc.

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P.O. Box 731.

**E. NICHOLSON**

Wholesale
Commission Merchant
and Broker.

Correspondence Solicited from Manufacturers and Shippers.

**WINNIPEG, MAN.**

to $1.60; gooseberries, $1.45 to $1.60; pears, 2's, $1.60 to $1.70; 3's, $2.10 to $2.15; peaches, 2's, $1.65 to $1.70; 3's, $2.50 to $2.75; 3-lb. apples, 85 to 90c.; gallon apples, $2.10 to $2.20; 2-lb. sliced pineapples, $2.20 to $2.30; grated pineapples, $2.50; pumpkins, 95c. to $1; spinach, $1.50; sugar beets, 95c. to $1. We quote spot goods as follows: Peas, 82½c. to $1.15; corn, 82½ to 85c.; tomatoes, $1.12½ to $1.17½; gallon apples, $2.50; salmon, pink, 92 to 95c.; spring, $1.25; Rivers Inlet, red sockeye, $1.30; Fraser River, red sockeye, $1.40.

SPICES.

There have been no changes in prices during the week. Most lines are moving briskly, particularly cinnamon, peppers and gingers. We quote: Nutmegs, 35 to 55c. per lb., as to size; penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 22c., according to grade; white, 25 to 27c.; ginger, whole Cochin, 15 to 17c.; Japan, 13 to 14c.; Jamaica, 16 to 20c.; Afghan, 12 to 13c.; ground, Japan, 15c.; Cochin, 16 to 17c.; Jamaica, 20 to 22c.; and Afghan, 13 to 14c.

RICE AND TAPIOCA.

Tapioca is now quoted at 2⅞c., at which low figure there is a very good business doing. In rice there is no change whatever to report. We quote: B rice, in bags, $3.02½; in half bags, $3.07½; in ¼ bags, $3.12½; in pockets, $3.17½. In 10-bag lots an allowance of 10c. is made. CC rice, $2.92½ in bags; $2.97½ in ½ bags; $3.02½ in ¼ bags and $3.07½ in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4 to 5c. per lb. and tapioca, 2⅞c.

### FOREIGN DRIED FRUITS.

CURRANTS.—A fairly good demand is experienced for currants, and trade is reported to be improving. We quote: Fine Filiatras, 5⅛c. to 5½c. in ½ cases; cleaned, 5⅝ to 5¾c.; 1-lb. cartons, 6½ to 7c.; finest Vostizzas, 7 to 7½c. per lb.

VALENCIA RAISINS.—While the loss in the raisin-producing district has not been estimated to any degree of exactness, there is no doubt but that it is very serious. On the local market, nothing new has occurred. We quote: Finest offstalk, 6½c. and selected, 7½ to 8½c.

SULTANA RAISINS.—The demand is keeping up well and the market is fairly active. The price remains at 9c. per lb.

CANDIED PEELS.—These are in fair demand at unchanged prices, which are as follows: Citron peel, 15c.; orange, 11½c. and lemon, 10½c. per lb.

MALAGA RAISINS.—There is a good inquiry for these, and trade continues at unchanged prices. We quote: London layers, $1.50 to $1.60; "Connoisseur Clusters," $2.15 to $2.25; ¼'s, 65 to 70c.; "Royal Buckingham Clusters," $3.30 to $3.35; ¼'s, $1.05 to $1.10; "Excelsior Windsor Clusters," $4.50 to $4.60; ¼'s, $1.30 to $1.40.

DATES.—Nothing further has been learned in regard to the new crop, which, by all accounts, will be at least an average one. Locally, business is quiet. We quote Hallowees at 4½c. per lb.

FIGS.—An advance of 1s. per cwt. was quoted by cable from Smyrna on new crop figs. This is said to be due to the news in regard to the condition of the crop.

CALIFORNIAN EVAPORATED FRUITS.—The market is unchanged. We quote: Pears, 10c.; peaches, 10½c. and apricots, 14½c.

CALIFORNIAN RAISINS.—On the local market there is a moderate demand for seeded raisins, which are quoted at 9¾ to 10½c. per lb. Reports from the primary market state that raisins will not be delivered for a month or more yet, and that packers are receiving eastern orders, subject to prices to be named, whatever they will be.

PRUNES.—There has been no change in this market, and a good steady demand is reported at unchanged prices. We quote: 8½c. for 40-50's; 8c. for 50-60's; 7⅞c. for 60-70's; 7½c. for 70-80's; 6¾c. for 80-90's; 6½c. for 90-100's.

NUTS.

Business in all kinds of nuts is very satisfactory. Grenoble walnuts are quoted a shade higher, and shelled walnuts are ½ to 1c. higher. Both lines are firm with a tendency to still higher prices. Lower prices are quoted on Tarragona almonds, but the market has become firmer and it is expected that the former figures will shortly be regained. We quote as follows: Walnuts, 10 to 11c.; Tarragona almonds, 11c.; shelled walnuts, 18c.; shelled almonds, 25 to 26c.; filberts, 9c.; pecans, 15 to 16c.

### GREEN FRUITS.

The past week has been an active one in the green fruit business. Receipts have been large in most lines. Canadian peaches and plums have commenced to arrive, both selling at 50c. per basket. Jamaica oranges are quoted at an advance of 75c. to $1. Strawberries have practically disappeared from the market, and several lines of imported vegetables have given place to the Canadian-grown article. We quote: Jamaica oranges, in barrels, $5.50; in boxes, $2.75; Messina lemons, $2 to $3 per box; pineapples, 13 to 20c.; cocoanuts, $3.25 per bag of 100; bananas, No. 1, $1.25 to $2 and eight hands, $1 to $1.50; asparagus, 40c. per bunch; Boston lettuce, 35c. per dozen; cucumbers, 15c. per dozen; Californian cherries, $2 to $2.50 per box; Canadian cabbage, 75c. per barrel; potatoes, $1.15 to $1.30 per barrel; tomatoes, 4-basket carriers, 90c. to $1; watermelons, 25c.; muskmelons, $3.50 per crate; raspberries, 8c. per box; gooseberries, 65c. per basket; blackberries, 6 to 7c. per box; Californian apples, $2.50 per box; peaches, $1.25 per box; plums, $1.25 to $1.75 per box; pears, $2.25 per half box; limes, $1.50 per box; red currants, 6c. per box; Canadian peaches, 50c. per basket; and plums, 50c. per basket; apricots, $1.25 per box.

### FISH.

As the season advances the demand for all sorts of preserved fish improves. The trade in this line is brisk at present, though arrivals are hardly sufficient to cope with the demand. In regard to the new Scotch and Holland herrings, reports state that the catch was about the average. A few lots are on their way to this market. Our quotations are as follows: Haddies, 7 to 7½c.; smoked herrings, 9 to 10c. per box; fresh haddock and cod, 3½ to 4c. per lb.; whitefish, 7½c.; dore, 7½ to 8c.; pike, 6c.; halibut, 10 to 12c.; salmon, 14c.; trout, large and medium, 8c.; No. 1 herring, Nova Scotian, $4.75 to $5.25 per bbl., and $2.50 per ½ bbl.; No. 1 Holland herring, $6.50 per ½ bbl.; No. 1 Scotch herring, $6.50 per ½ bbl., and 95c. per keg; Holland herring, 75c. per keg; No. 1 green codfish, $5 per bbl.; mackerel, $12.50 per bbl.; boneless cod, 1 and 2-lb. blocks, 6c. per lb.; loose, boneless cod, 5c. per lb. in 40-lb. boxes; dried codfish, $4.75 per 112-lb. bundle; No. 1 Labrador salmon, $17.50 in tierces, and in barrels, $12.50; No. 1 British Columbian salmon, $6 per ½ bbl., and $12 per bbl.; standard bulk oysters, $1.50 per gallon; Marshall's kippered herring, $1.45 per doz.; Canadian kippered, $1 per doz.; Canadian ¼ sardines, $3.75 per 100; canned Cove oysters, No. 1 size, $1.30 per doz.; canned Cove oysters, No. 2 size, $2.20 per doz.

### FLOUR AND GRAIN.

FLOUR.—The market has become firmer of late on account of the light offerings. A good trade is being done, both for local and export account, in Manitoba flours. There is a good inquiry for low-grade flours, but owing to a scarcity, buyers have found it difficult to obtain all they require. We quote: Manitoba spring wheat patents, $4.10 to $4.20; strong bakers', $3.70 to $3.90; straight rollers, $3.60 to $3.70; winter wheat patents, $3.90 to $4.10.

GRAIN.—Business in oats has not been very active during the week and both Manitobas and Ontarios are quoted lower. Since the decline, however, the market has become steadier. We quote: Manitoba oats, No. 2 white, 48¾ to 49¼c.; No. 2 Ontarios, 48½c.; No. 2, 48 to 48½c.; rye, 67c.; peas, 86½ to 87c.; corn, 72c.; buckwheat, 68½ to 69c.; barley, 58 to 59c. in store.

FEED.—The demand has improved of late and an advance of $1 is quoted on Manitoba bran, while Ontario bran is 50c. higher. Shorts retain all their firmness but have not changed in price. We quote: Manitoba bran, $17 to $18; Ontario bran, $15.50 to $16; Manitoba shorts, $23; Ontario shorts, $24.

OATMEAL.—Jobbers have advanced the price of rolled oats by 50c. per barrel and are now quoting for small lots, $5.80 per barrel and $2.82½ per bag. The market is firm and tending to higher prices, owing to the small offerings from the west of old oats.

BALED HAY.—The market has become much more active, and at present a good trade is doing at an advance of 25c. per ton over last week's prices. We quote: No. 1, $8.75 to $9.25; No. 2, $7.75 to $8.25; clover, $7 to $7.50 per ton in carlots.

### BUTTER AND CHEESE.

CHEESE.—A downward tendency in prices is to be noted in the cheese market this week. Since the announcement of last week the market has been heavy and a lowering over prices of the previous week the result. Reports from England are of a very satisfactory character, the inquiry continuing good.

Prices this week are as follows: Finest Ontario, colored, 9⅜ to 9⅞c.; finest Ontario white, 9⅝ to 9¾c.; finest Townships, colored, 9⅝ to 9¾c.; finest Townships, white, 9½ to 9⅝c.; finest Quebec, colored, 9½ to 9⅝c.; finest Quebec, white, 9⅜ to 9½c. per lb. Last week finest Ontarios were quoted at 10⅛ to 10¼c.; finest Townships, 10 to 10⅛c.; finest Quebecs, 9⅝ to 9¾c. per lb.

Shipments from the port of Montreal last week were 129,216 boxes. Compared with the same week last year an increase of 61,234 is shown.

BUTTER.—The butter market seems to have been sympathetic with the cheese market this week, for it also has been comparatively dull. That prices will not



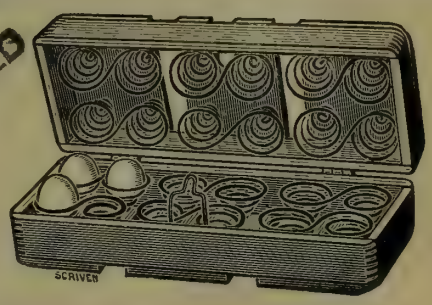

**Seal Brand**
In 1 and 2-lb. Cans only.
(AIR-TIGHT.)

Goliath was much surprised when David hit him with a stone. He said that such a thing had never entered his head before! So you may be surprised when we tell you that low-priced coffee isn't really low-priced. It wholly lacks flavor. And it takes a lot more of it to produce satisfactory strength. **One cent a cup** is all the cost of Chase & Sanborn's Seal Brand Coffee by actual test. And that is the finest coffee grown.

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Handy Pails (for oysters, lard, butter, berries, syrup, vinegar, pickles, ice cream, etc.), 20th Century Pails, Granite Scoops, Diamond Scoops, Handy Scoops, Cheese Safes, Egg Carriers, Egg Cases, Faucets, Vinegar Measures, Wooden Measures, Wooden Barrel Covers, etc.

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— — upon you, or we will send you quotations of these goods and full particulars by mail.

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decrease much further seems to be the general opinion.

Prices are as follows: Fancy Townships creamery, 19⅞ to 20c., finest do., 19½ to 19⅝c.; finest Quebec creamery, 19⅜ to 19⅝c.; finest Ontario, 19 to 19¼c.; fine creamery, 18¾ to 18⅞c.; dairy butter, 16½ to 16¾c.

### COUNTRY PRODUCE.

EGGS.—Market is strong for candled. As a consequence of increased receipts and warm weather, a slightly easier feeling prevails. We quote: Selected, 17½ to 18c.; candled stock, 15½ to 16c.; straight receipts, 14½ to 15c.; No. 2, 12½ to 13½c.

POTATOES.—An advance has taken place in the price of potatoes since our last report, farmers now asking $1.50 per barrel. The stock is said to be of a very poor quality, rot being very apparent.

HONEY.—It is reported that no new stock is being received. Business is quiet. We quote: White clover comb, 12 to 13c.; tinged, 10 to 11c.; strained, 9 to 10c.; buckwheat honey in comb, 8 to 10c. and extracted, 7 to 7½c.

MAPLE PRODUCTS.—There is no improvement to report. Prices are unchanged. We quote: Syrup, in large tins, 70 to 80c.; small tins, 50 to 60c.; in wood, 5 to 5½c. per lb. Sugar, 7 to 8c. per lb.

POTASH.—The market still continues weak. We quote: Firsts, $4.10 to $4.15; seconds, $3.25 to $3.45; pearls, $6 per 100 lb.

### MONTREAL NOTES.

Rolled oats are higher.

Pot barley has gone up again.

Gallon apples are 45 to 50c. lower.

Canadian cabbage is 50c. per barrel lower.

Grenoble and shelled walnuts have advanced.

Jamaica oranges have advanced 75c. to $1 per barrel.

## TRADE IN COUNTRIES OTHER THAN OUR OWN.

CALIFORNIAN fruit interests say that shipments of fruit this year will surely reach 100,000 carloads. Orange trees have suffered somewhat, but every other crop is larger than in many years, although the crop is somewhat late. The estimate on prunes is 145,000,000 lb.

There are reported to be orders in the New York market for 15,000 cases State corn that have been turned down by packers. A bid of 75c. for a considerable block is said to have been rejected by the principal packers in the State. There are said to be orders for round lots for shipment to the far West, and some packers who have sold heavily of futures are endeavoring to buy with the idea of covering prospective short sales.

### THE U. S. SALMON PACK.

According to advices received from the Coast, George & Baker, Puget Sound salmon packers, have named prices on the 1902 pack as follows: Talls, $1.05; flats, $1.15, and ½-lb, 80c. f.o.b. the Coast. The price on ½-lb. is 10c. lower than the figure given out by The Straits Packing Co. Coast advices, referring to Alaska salmon, 1902 pack, say: "The reports from Lynn Canal and the Alaska coast indicate that already the run of the earlier varieties has commenced, and, that judging from present indications, the season's run will equal, if not exceed, the phenomenal one of last season, when the Alaska canneries put up the largest pack in the history of the industry. Most of the canners in Southeastern Alaska have increased their capacity over that of last year, and every effort will be made to handle the larger catch, which was impossible at times last season.

### CURRANTS IN NEW YORK.

The Hills Bros. Co., New York, say of currants: "The arrival of the cargo of currants on the Milos has made no change in the position of the market; fine Amalia grades continue to offer at former figures. Early in the week there were rumors of some damage to the growing crop from hot winds, but the latest cables make no mention of such damage, and it is supposed, therefore, that the crop is progressing favorably. The trade seems to appreciate the fact that our market is now on a very low basis; consequently inquiries are more numerous."

### DELAWARE TOMATO PACK.

Mail advices from a Delaware tomato packer state: "We are not getting enough tomatoes to keep the cannery going more than four days in a week. From our observation there will not be over 60 per cent. of an average yield in our section, and we are not anxious to follow the market at present," According to other advices from the South

The best selling tea in Canada today is
Blue Ribbon Ceylon
packed and sold by Blue Ribbon Tea Co.
12 Front St. East - Toronto

the disposition among selling interests is fairly steady on full standard 3s, with offerings quoted at from 85 to 90c. regular f.o.b. as to pack.

### LONDON COCOA MARKET.

The market continues in the same quiet state, and scarcely any business has been done, but previous prices are maintained. At Tuesday's auctions the good supply of 7,262 bags was offered, consisting of 6,271 bags colonial and 991 bags foreign. A slow demand prevailed throughout, and only 3,250 bags sold at and since the sales at prices generally ruling in favor of buyers. Trinidad : Only a small part sold at late rates. Grenada shows a decline of fully 1s. Other B. W. I. quiet and about steady. Foreign kinds dull of sale. Ceylon slow, but prices show little change.—Grocers' Journal, July 26.

### THE INDIAN TEA TRADE.

The annual returns of Indian trade by Mr. J. E. O'Conor, C.E.I., Director-General of Statistics to the Government of India, afford clear indication of the recovery of India from at least the worst evils of drought and plague. It is shown that the tea exports from India in 1901-02 were 180,000,000 lb., a reduction of over 10,000,000 lb., with a more than proportionate diminution in values. The chief purchasers of Indian tea, England and Australia, bought less in 1901-02, Russia and Persia being the only countries of note that took more. Part of England's quantity of 159,000,000 lb. was re-shipped to Germany, the Cape, the United States, and elsewhere. In 1901, 54 per cent. of England's tea imports came from India. A new feature of the year was the shipment of 15,000,000 lb. of tea from Chittagong by special direct steamers. The statistical position and the prospects of the tea industry are better than they were a year ago, and prices have improved, but great care is necessary to prevent production in excess of the needs of the market, which expands only very gradually.—Home and Colonial Mail.

### TOMATOES LOWER IN BALTIMORE.

So favorable are the tomato crop conditions that it has caused another break in quotations, and new pack tomatoes are selling in this market at 85 to 90c. There were reports in this city that western packers were delivering new pack western tomatoes in Chicago at 85c. But inquiry fails to find any truth in the report. On the other hand, sugar corn is suffering to such an extent that packers in some of the more nothern States are turning their eyes towards tomatoes with the expectation of being so short in corn that they will need to take hold of the


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EPPS'S GRATEFUL. COMFORTING.

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THE MOST NUTRITIOUS. COCOA

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HEADQUARTERS FOR FANCY FRUITS.

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ORANGES, LEMONS, BANANAS and PINEAPPLES.

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DO YOU HANDLE

Capstan Brand Baking Powder?

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The Capstan Mfg. Co., - Toronto, Ont.

GRIMBLE'S English Malt

Six GOLD Medals VINEGAR

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"Sarnia" OIL LAMP

Equal to best American Oil. GROCERS ALL SELL IT.

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

SAMUEL ROGERS, President.

love apple to keep their factories going on full time.

If the peach receipts pan out to the full extent of present promises, packers will soon be neglecting tomatoes for this fruit, which, in turn, may cause some reduction in the value of basket tomatoes, and perhaps another slight decline in the price of the canned article. The peach season in this section opened about a week earlier than the average time at this port, and receipts are undoubtedly heavier than they were for the same season one year ago.—The Trade, August 1.

### CHINA TEAS.

Statistics bearing on China tea shows that normal conditions exist. The settlements of Pingsueys in the Shanghai market to August 1 were 70,000 half-chests and of country greens 41,000 half-chests; total 111,000 half-chests; last year same time settlements of Pingsuey were 73,000 half-chests; country greens, 14,000 half-chests; total, 87,000 half-chests; stock of Pingsuey unsettled, 28,000 half-chests, making total arrivals to August 1, 98,000 half-chests; last year same time stock unsettled was 16,000 half-chests, making total arrivals 89,000 half-chests; stock of country greens on August 1 was 5,000 half-chests, against 8,000 half-chests last year, and total arrivals were 46,000 half-chests, against 22,000 half-chests August 1, 1901; total settlements of Pingsuey and country greens were 111,000 half-chests, against 87,000 half-chests same period last year, and shipments were 3,300,000 lb., against 1,500,000 lb. last year. Settlements of Formosas to August 1 were 265,000 half-chests, against 188,000 half-chests to same date in 1901; stock, 20,000 pkgs. against 52,000 pkgs., and shipments, 122,730 pkgs. against 92,000 pkgs. Shipments of Shanghai, Congous, to August 1 compare as follows: 1902, 5,000,000 lb.; 1901, 2,100,000 lb.; 1900, 9,700,000 lb., and 1899, 4,000,000 lb.

### PERSONAL MENTION.

Mr. E. D. Marceau leaves on Saturday, August 9, for Old Orchard Beach, where he will spend a holiday of 10 days or so.

Mr. Bowes, traveller for The J. A. McLean Produce Co., Limited, 77 Colborne street, Toronto, wholesale dealers in butter, eggs, pickles, etc., has just returned from a most successful trip to the Old Country.

Mr. Emil C. Boeckh, of United Factories, Limited, has recently returned from a satisfactory trip through Manitoba and the Northwest. He reports the outlook for trade in general very good. The United Factories are rightly proud of their effort, and people are appreciating their push in the West as elsewhere.

H. P. Eckardt & Co. have a dark syrup that is selling well.


**COWAN'S**

**A POINTER ON PURITY.**

**COCOA** *Hygienic and Perfection.*

**CHOCOLATE** *Queen's Dessert, Royal Navy and Perfection.*

**CAKE ICINGS** *Chocolate, Pink, Lemon Color and White.*

**CONFECTIONS** *Chocolate Cream Bars, Chocolate Ginger, Chocolate Wafers, etc.*

*KEEP THESE IN STOCK AND YOU WILL HAVE ABSOLUTELY PURE GOODS.*

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**GROCERS**

THERE IS NO TIME LIKE THE PRESENT, for selling the celebrated

**Pure Lime Fruit Juice**

**MONTSERRAT**

It is acknowledged by all who use it to be the best. Analysis proves this to be a fact. Guaranteed 25 per cent. stronger than any other juice. Purchaser therefore obtains better value for money. Small bottle contains 40 drinks, and is equivalent to 30 lemons, and much more convenient.

A noteworthy fact about "**MONTSERRAT**" is that grocers can feel safe in keeping any quantity left over from one season to another without fear of affecting its saleableness. This is only possible with "Montserrat."

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**A GROCER**

can scarcely consider his stock to be complete unless he has a reserve of

**DWIGHT'S "COW BRAND"**

Baking Soda. He may have others, but he **MUST** have Dwight's.

**JOHN DWIGHT & CO.**

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# Graham's Jams, Jellies and Marmalade

are well known all over the Dominion as a **standard of quality.** When ordering try them.

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We are offering goods at the uniform Association prices.
We solicit your patronage on **the merit of our goods.**
We guarantee the quality of any line of goods packed by us **equal to the best brands packed on the Continent of America.**
We are ready to support this statement with samples. **Don't be side-tracked.**
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# The THISTLE Brand

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TOMATOES - CORN - PEAS - Etc.

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THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

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| *A line of sweet New Season Congou Tea* | *10c.,* | *worth 15c.* |
| *A line of sweet New Season Ceylons* | *10½c.,* | *worth 14c.* |
| *A line of sweet New Season Indian* | *10½c.,* | *worth 14c.* |
| *A good Santos Coffee—roasted* | *10c.,* | *worth 12½c.* |
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We will also allow a special trade discount of 10 per cent. on all goods ordered like Quickshine Stove Polish, Nonsuch, Etc.
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THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

## OTTTWA TRADE GOSSIP.

August 5, 1902.

THE tone of the grocery trade the past fortnight has been fairly good, although some are complaining, as in parts of the city, where most of the people leave for the summer resorts, the effect on the merchants is worse than on the outskirts where a good percentage remain at home.

The price for canned goods is understood to be set as follows: Tomatoes, 90c.; corn and peas, 80c. A good many grocers are commencing to think that the Packers' Association are wanting the whole thing. There is no doubt that tomatoes cannot be retailed for any higher than three for 25c., and the above figures make profits worse than they ever were. Last year, prices at this season, although higher than the previous one, seemed to be fair to all. It is discouraging to those who buy their winter stock now to face such prices.

SUGAR.- The local sugar market remains the same with a fair demand. Prices are $3.72 for Redpath and St. Lawrence granulated; $3.07 for yellow, and $3.67 for Acadia granulated.

CURRANTS.—Few fine Filiatras currants are being offered to arrive here at 4½c. The market is said to be firmer.

PRUNES.—Prices of prunes to arrive are about for 90-100's, 5c.; 80-90's, 5¾c.; 70-80's, 6¼c.; 60-70's, 7c.; 50-60's, 7½c.; 40-50's, 8c.

GREEN FRUITS.—The receipts of raspberries have continued almost the same every day, so that prices have been pretty even until to-day, when there was a big sale this morning at the Ottawa Fruit Exchange, and berries sold from 4½ to 7c. Black Lawton's are commencing to arrive, and brought 9 to 9¾c. to-day. Green apples, in 12-quart baskets, sold from 20 to 30c.; black currants, 70 to 80c.; blueberries, $1 to $1.25; tomatoes, $1 to $1.25 a basket. At the afternoon sale a car of Californian fruit was put up, and prices were extra good for peaches and plums. Pears did not do as well, but the market has been pretty well supplied for a week back, and they are harder to keep. In peaches, Early Crawfords brought $1.10 to $1.50; St. John's, $1.50; Hales' Early, $1.25 to $1.30; Strawberry Free, $1.35; Tragedy plums, $1.40 to $1.55; Burbank plums, $1.35; Bartlett pears, $2 to $2.25; Californian pineapples, 24's, sold at 14c.; 30's, 13 to 13½c.; 36's, 10 to 10¾c. Part of a car of new lemons brought $3 to $3.15. A car of bananas sold as follows: For 8 hands, $1 to $1.05; No. 1's, $1.30 to $1.45; red bananas, 8 hands, $1.35 to $1.75. A car of watermelons sold from 20 to 25c. A consignment of 20 cases of eggs brought 16c. at quick sales. G. W. Langdon was the auctioneer, and he did not take long to clear the floor. G. W. Hunt, the proprietor, states they have on track to arrive to-morrow 1 car watermelons, 3 cars bananas and a car of Californian fruit.

C. E. Plain & Co. tried to sell a car of melons and a dozen barrels of apples at the back door of the Ottawa Fruit Exchange, but as there was such a large sale of small fruits consigned to the Ottawa Fruit Exchange, the prices received for the melons did not let the firm out, 15 to 18c. being the highest bid. The apples brought about $1.15 per barrel.

VEGETABLES.—The trade in vegetables with grocers and fruiterers this this year is much poorer than ever before, all on account of so many pedlars. The city is overrun with them, so much so that the business with the legitimate merchant is almost nil. There is no doubt that something will have to be done to put this trade on a better basis.

EGGS. The market continues steady. For good stock, prices are 16 to 17c., and the demand is fair.

POTATOES.- The price is 50c. a bag now with a likelihood of a drop when farmers get over the haying.

BUTTER.—The market remains nearly the same. Pails, 15 to 17c.; prints, 17 to 20c.; creamery, in 1-lb. blocks, 21c.

CHEESE.—At the board here last Friday prices dropped ½c. a lb. less than a week before, the price obtained being 9½c. The offerings were pretty large, totalling 1,573 boxes 1,070 white and 503 colored. The following buyers were present:—Messrs. Wotherspoon, Betts, Weir, Prunner, Keenow, McGregor and Weigar.

OATS.—These are worth about 50 to 52c. by the load on the city market.

### THE GEO. MATTHEWS CO.'S PICNIC.

The first annual picnic of The Geo. Matthew's Co., of Ottawa and Hull, took place on Ottawa's Civic Holiday to Chelsea on the Gatineau. The day was an ideal one for an outing and the hearts of all were filled to the utmost with joy, owing to the generosity of the firm in providing everything in connection with the picnic free of charge. The transportation, the prizes, and a band for the day exceeded expectations.

A special train left the Union Depot at 7.30. At Hull, coaches containing the employes there were picked up. About 500 employes with their families and friends were in attendance, and all enjoyed themselves to the full. A baseball match between the men from the shops and from the packing house took place, and the packers won by a score of 21 to 6. The programme of contests was carried out as follows:

After the contests all the children paraded and were each presented with a box of candy by Mrs. W. E. Matthews and Mrs. A. E. Matthews. Mrs. W. E. Matthews presented the prizes in the other events. A hearty vote of thanks was moved the management by J. McPherson and seconded by W. H. Coombs, in English, and I. St. Pierre, in French, and was enthusiastically carried by all present. W. E. Matthews made a suitable reply.

Altogether the affair helps a long way towards increasing the good feeling already existing between the management and the employes. The picnic will likely be an annual affair.

### NOTES.

The Ottawa Retail Grocers' Association meet next Monday night in their rooms in the Ottawa Fruit Exchange Building, Nicholas street.

Civic Holiday was kept on Monday, the 4th inst; a great number of people left the city. All stores were closed. The day was fine and passed off pleasantly.

The Central Canada Exhibition will be held this month here. It opens on the 22nd inst., and every thing points to it being the banner year in the history of Ottawa. Entries are coming in fast. The grounds are in splendid shape. They have been greatly enlarged and the driveways improved.

## EXHIBITION AT CAPE TOWN.

AN excellent opportunity to promote trade with South Africa will in all probability be afforded manufacturers throughout the British Empire by the proposed Cape Town Exhibition. This industrial display, inasmuch as the Exhibition is confined to exhibits from the British Empire, will tend to increase the commercial relations between the South-African colonies and the other sharers in the British Empire. The Chamber of Commerce and Town Council of Cape Town will appoint an advisory board, in order to forward the arrangements and interests of manufacturers participating in the exhibition.

Manufacturers desirous of participating in a scheme which offers so unique an opportunity of bringing their products before the South-African public should hasten their applications for space.

The time fixed for the holding of the exhibition, November, 1903, to February, 1904, is certainly very opportune. The various paralyzed industries, and especially those of farming, dairying and wine-growing will then be busy in schemes for a fresh start, and the tangible and visible exhibition of the latest and most up-to-date appliances, tools, mechanism and machinery, cannot but lead to very extensive and profitable dealings, and the opening, doubtless, of new and permanent trade outlets for manufacturers.

Alfred P. Baker, F.R.C.I., is general manager, and among the patrons are Lord Milner, Right Hon. Sir J. Gordon Sprigg, Prime Minister of Cape Colony, and the Chamber of Commerce, Cape Town.

# Royal Baking Powder

## ABSOLUTELY PURE

A high-class cream of tartar baking powder, used by the most careful housewives, and the best and most profitable baking powder to use or sell. "Royal" affords a good profit to the dealer, and its lively sale adds to the reputation of any store.

The United States Government when advertising for baking powders rejects alum powders in toto or at any price, because of their unhealthfulness. Yet makers of these powders will be found in almost every town urging their sale. Alum powders are a discredit to any grocer who takes them in stock.

ROYAL BAKING POWDER CO., 100 WILLIAM ST., NEW YORK

# Opportunities for Young Men To-day.

By WILLIAM F. KING, New York.

THE need of the hour is young men who have a purpose in life and are willing to work hard to accomplish it. The trouble with most young men is that they want to come down through the roof instead of up through the basement. When I started to learn the dry goods business I swept out the store, cleaned cuspidors and washed the windows, began work at 7 a. m. and got through at 7 p.m., for which service I received very small pay, but I was learning the foundation principles of business.

The young men of to-day, when they leave school, are averse to manual labor. They consider it undignified, because they get their hands dirty and must wear overalls or old clothes while they are doing it. They want to start as superintendents, heads of departments or in equally responsible positions for which they are not fitted, from lack of experience and training.

Their hours are comparatively short, the rough work of the store is done by the porters and the cleaners, and they have ample time for luncheon. Nevertheless, they think they are overworked and are having a hard time, and are always ready to throw up their places for anything that promises them a dollar more a week than they are receiving.

I am inclined to believe that the parents are largely to blame for this condition of affairs. If the boy was taught that hard work and close application are necessary to success in life, that any honorable occupation is better than idleness, and that the world owes no man a living unless he earns it, then I am sure that there would not be so many young men who are failures in life as there are at present.

As I said in the beginning, there is need of young men who are willing to work. This is shown by the pages of want advertisements appearing in the daily papers; by the fact that the express companies find it necessary to advertise for help instead of depending upon the waiting lists, which were formerly always full of the names of applicants desiring positions.

It seems to be the ambition of many young men fo live without work, to spend their days at the racetrack and their nights in seeking amusement in the theatre and the music halls ; to have someone—a hard-working father or an indulgent mother—keep them supplied with spending money. Such young men cannot succeed in life. They have no ambition, are not prepared for any kind of employment, and when thrown upon their own resources are absolutely helpless.

The absence of the old-fashioned home life has much to do with the loose habits of our youth. The clubs and social organizations take up much of their leisure time which was formerly spent in reading and in the acquisition of knowledge. Frugality and economy are unpractised virtues. The young man who received $10 a week a few years ago would save $3. To-day he spends the $10 and borrows $3 from his parents or friends.

Lack of purpose and hatred of work are responsible for the number of men between 20 and 40 who are working on pitifully small salaries. You would be surprised to see how many men there are, should you advertise, who are willing to work for $7 a week. They have failed at everything they have undertaken, and are now willing to accept anything that is offered.

There is plenty of work for the ambitious young man. The banking houses, the wholesale merchants, the great retail establishments and the manufacturers are on the lookout for bright, capable young men to whom, when they have learned the business, they are willing to pay large salaries ; but large salaries can never be earned by those who watch the clock, who avoid all the hard work they can, and who take no interest in tneir occupation.

## AGED BUSINESS MAN DIES.

On Friday, July 25, there passed away at Rougemont, Que., Mr. George Whitfield, at the age of 75. Mr. Whitfield was born at Rougemont. As a boy he spent some years clerking with an uncle of the same name, a leading merchant in Barbados, W.I., but he subsequently returned to Canada and engaged in the store and milling business at Farnham, Que., with a considerable measure of success. In 1864 he again went to Barbados to assume a partnership interest in the old-established house of George Whitfield & Co., but he was a Canadian to the core, and always said that when he had acquired a competence he would return to buy the old homestead and end his days on Rougemont mountain. Some 20 years ago, though still in business in Bardados, he bought a farm at this place, which he stocked with the finest strains of blooded stock, bought in Britain. Some five or six years ago he withdrew altogether from business in Barbados, devoting his attention to his interests here and in Nebraska, where he had made large purchases of land, and he had only returned from a visit of inspection of these latter interests a few weeks before he died.

## MR. STACKHOUSE ON THE ROAD.

Mr. A. L. Stackhouse has severed his connection with F. J. Castle, wholesale dealer in tea, Ottawa. Mr. Stackhouse will now represent the interests on the road of H. N. Bate & Sons, wholesale grocers of the same city.

## A WESTERN MARRIAGE.

At the home of Dixon Bros., who operate a general store in Maple Creek, N.W.T., a very pretty wedding was celebrated on Wednesday, July 23, when Miss Harriet Crela, formerly of Peterboro', Ont., and Mr. F. W. Porter were united in the bonds of holy matrimony. The groom was supported by Mr. J. R. H. Dixon.

## A TRAVELLER'S BIG CATCH.

Mr. D. W. Douglas, representative in the Province of Quebec for E. W. Gillett Co. Limited, Toronto, besides being a first-class hand at landing orders for his company is also fast securing a more than local reputation as a fisherman. This week he forwarded to Mr. Wm. Dobie, general manager and treasurer of his company the latest trophy of his rod and line in the shape of a magnificent Metapedia salmon, weighing 32½ lb. Needless to say that a day off in the land of big fish and game with such satisfactory results can only serve to stimulate the salesman to land orders for his house proportinate to the size of the fish, and Mr. Douglas must feel encouraged exceedingly. The salmon was shipped to Toronto from Rimouski, Que., five or six hundred miles away, and arrived in perfect condition.

## A TWEED MERCHANT'S NEW STORE.

Wm. Wright, who has a general store in Tweed, Ont., started excavating for a 30-ft. addition to the rear of his store. The addition will be of brick and two storeys high. The ceiling at the rear of the present store will be raised to the same height as at the front, and the ceiling of the new addition will also be of the same height. This will give Mr. Wright considerably more room for his large stock, and he will have a much brighter and a more commodious store.

# ANNOUNCEMENT

**BORDEN'S CONDENSED MILK COMPANY** has established a branch factory at Ingersoll, Ontario, and is now prepared to fill all orders for the Canadian Trade promptly.







THIS COMPANY IS THE PROPRIETOR OF THE CELEBRATED

Eagle Brand Condensed Milk
Gold Seal Brand Condensed Milk and
Peerless Brand Evaporated Cream
(UNSWEETENED)

These products have received the Highest Awards wherever exhibited.

**BORDEN'S CONDENSED MILK CO.**

Originators of Condensed Milk. Established 1857.

Selling Representatives in Canada: F. W. HUDSON & CO, TORONTO, WM. H. DUNN, MONTREAL

# A SUGGESTION.

You have only to suggest to your customers to once try

# JAMES' "DOME" LEAD

and it will please them sufficiently well to save you the trouble again, for they will always come back.

**W. G. A. LAMBE & CO.** Agents for Ontario.

THE TIME TO INSURE IS

## NOW

While you are WELL, STRONG and INSURABLE.

THE

# Confederation Life

**ASSOCIATION issues policies on all approved plans of insurance, and is a prosperous and progressive Canadian Company.**

PROTECTION FOR YOUR FAMILY.
PROFITABLE INVESTMENT FOR YOURSELF.

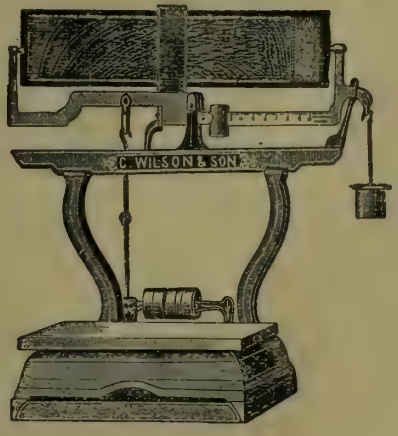
**Pamphlets and full information sent on application.**

W. H. Beatty, Esq., PRESIDENT.

W. D. Matthews, Esq., Frederick Wyld, Esq., VICE-PRESIDENTS.

W. C. MACDONALD, ACTUARY. J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO.




# One "R" Knocked Out

Wilson's Computing Scale has knocked out one of the three **"R's."** It is no longer necessary for a grocer to learn arithmetic. The Computing Scale not only weighs accurately, but reckons the cost at the rate per pound without any danger of mistake.

**LET US SEND YOU OUR OFFER OF THE LATEST BALL-BEARING SCALE, UPON EASY TERMS OF PAYMENT.**

CANADIAN MANUFACTURES FOR CANADA

**C. WILSON & SON**

69 Esplanade St. E., TORONTO.

# Pure Gold Jelly Powder

# Pure Gold Flavoring Extracts

# Pure Gold Baking Powder

WE MAKE THE DEMAND, YOU SELL THE GOODS EASILY.

## Saturday, August 9th,

BEING

## "CORONATION DAY"

Our establishment will be closed.

## LAPORTE, MARTIN & CIE.

MONTREAL.

# CURRENT MARKET QUOTATIONS

August 7, 1902.

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, St. John, N.B., and Halifax. The prices are solicited for publication, and are of such quantities and qualities as are usually ordered by retail dealers on the usual terms of credit. For Winnipeg market report and prices, see page —.

Goods in large lots and for prompt pay are generally obtainable at lowest prices.

All quotations for staple products are under the direct control of the Editors, who call daily upon all the leading houses in the principal centres.

| BUTTER, CHEESE AND EGGS | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| Dairy, choice, large rolls, lb. | $..... | $0 18 | $ 14 | $0 15 | $..... | $0 16 |
| " " pound blocks | 17 | 18 | 15 | 16 | 16 | 17 |
| " tubs, best | 16 | 17 | ..... | 15 | 15 | 16 |
| " tubs, inferior | 14 | 16 | 12 | 13 | 12 | 13 |
| Creamery, boxes | 19 | 19½ | ..... | 19 | 20 | 21 |
| " prints | .. ... | 20¼ | 19 | 20 | 22 | 24 |
| Cheese, new, per lb | 9⅞ | 10 | 10¼ | 10½ | 10 | 10½ |
| Eggs, new laid, per doz | 15¼ | 15½ | 14 | 15 | 14 | 15 |
| **CANNED GOODS** | | | | | | |
| Apples, 3's | ..... | ..... | 90 | 1 00 | 1 00 | 1 10 |
| " gallons | ..... | 2 50 | 3 10 | 3 25 | 2 70 | 2 80 |
| Asparagus | 2 20 | 2 25 | 2 00 | 2 40 | ..... | ..... |
| Beets | 1 00 | 1 00 | 90 | 1 00 | ..... | 1 10 |
| Blackberries, 2's | ..... | 1 30 | 1 40 | 1 70 | 1 50 | 1 80 |
| Blueberries, 2's | 92½ | 95 | 80 | 85 | 85 | 1 00 |
| Beans, 2's | 80 | 80 | 70 | 5 | 90 | 95 |
| Corn, 2's | 82½ | 85 | 80 | 95 | 80 | 90 |
| Cherries, red, pitted, 2's | 2 25 | 2 30 | 2 10 | 2 25 | 2 30 | 2 40 |
| " white | 2 25 | 2 30 | 2 00 | 2 25 | ..... | ..... |
| Peas, 2's | 82½ | 85 | 82½ | 87 | 85 | 90 |
| " sifted | 85 | 1 05 | 90 | 1 00 | 1 10 | 1 15 |
| " extra sifted | 1 05 | 1 15 | 1 20 | 1 25 | 1 20 | 1 25 |
| Pears, Bartlett, 2's | 1 50 | 1 60 | 1 75 | 2 00 | 1 75 | 1 80 |
| " " 3's | 1 90 | 2 00 | 2 00 | 2 40 | 2 00 | 2 25 |
| Pineapple, 2's | 2 00 | 2 40 | 2 25 | 2 50 | 2 15 | 2 25 |
| " 3's | 2 25 | 2 40 | 2 50 | 2 60 | 2 50 | 2 60 |
| Peaches, 2's | 1 75 | 1 85 | 1 75 | 1 90 | ..... | 1 75 |
| " 3's | 2 60 | 2 70 | 2 50 | 2 75 | 2 70 | 2 80 |
| Plums, green gages, 2's | 1 30 | 1 35 | 1 10 | 1 25 | 1 30 | 1 60 |
| " Lombard | 1 20 | 1 25 | 1 00 | 1 10 | 1 30 | 1 50 |
| " Damson, blue | 1 00 | 1 25 | ..... | 1 00 | 1 10 | 1 30 |
| Pumpkins, 3's | ..... | 85 | ..... | 90 | 90 | 1 00 |
| " gallon | ..... | ..... | 2 10 | 2 25 | 2 10 | 2 25 |
| Raspberries, 2's | 1 40 | 1 50 | 1 60 | 1 80 | 1 70 | 1 75 |
| Strawberries, 2's | 1 50 | 1 75 | 1 60 | 1 75 | 1 50 | 1 75 |
| Succotash, 2's | 1 00 | 1 25 | ..... | 1 15 | 1 10 | 1 15 |
| Tomatoes, 3's | 1 12½ | 1 17½ | 1 15 | 1 20 | 1 15 | 1 20 |
| Lobster, talls | 2 75 | 3 20 | ..... | 3 25 | 2 50 | 3 25 |
| " 1-lb. flats | 3 00 | 3 75 | 3 50 | 3 70 | ..... | 1 25 |
| " ½-lb. flats | 1 75 | 1 85 | 1 75 | 1 80 | ..... | 1 75 |
| Mackerel | 1 00 | 1 10 | 1 15 | 1 25 | 1 35 | 1 45 |
| Salmon, sockeye, Fraser | 1 35 | 1 40 | 1 35 | 1 45 | 1 50 | 1 75 |
| " " Northern | ..... | ..... | 1 25 | 1 30 | 1 15 | 1 25 |
| " " Horseshoe | ..... | ..... | 1 42½ | 1 45 | ..... | .. ... |
| " Cohoes | 1 00 | 1 15 | 1 05 | 1 15 | 1 00 | 1 10 |
| Sardines, Albert, ¼'s | 12 | 12½ | 12½ | 13 | 14 | 15 |
| " " ½'s | 20 | 21 | 20 | 21 | 20 | 21 |
| " Sportsman, ¼'s | 11¼ | 12 | ..... | 12½ | ..... | 13 |
| " " ½'s | 19 | 20 | ..... | 21 | 20 | 21 |
| " key opener, ¼'s | 9 | 11 | 10½ | 11 | 16 | 18 |
| " " ½'s | ..... | 18 | 18½ | 23 | 10 | 11 |
| " P. & C., ¼'s | 20 | 22½ | 23 | 25 | 23 | 25 |
| " " ½'s | 27½ | 30 | 33 | 36 | 33 | 36 |
| " Domestic, ¼'s | 4 | 4¼ | 4 | 4½ | 4 | 4¼ |
| " " ½'s | 7 | 8 | 9 | 11 | ..... | ..... |
| " Mustard, ¼ size, cases 50 tins, per 100 | 7 50 | 11 00 | 8 50 | 9 00 | 8 00 | 9 00 |
| Haddies | ..... | 1 00 | 1 00 | 1 10 | 1 00 | 1 10 |
| Kippered Herrings | 1 00 | 1 85 | 1 00 | 1 55 | 1 00 | 1 10 |
| Herring in Tomato Sauce | 1 00 | 1 55 | 1 00 | 1 70 | ..... | 2 00 |
| **CANDIED PEELS** | | | | | | |
| Lemon, per lb | ..... | 10½ | 10 | 12½ | 12 | 13 |
| Orange, " | ..... | 11 | 11 | 13 | 12 | 13 |
| Citron, " | ..... | 15 | 15 | 18 | 15 | 17 |
| **GREEN FRUITS** | | | | | | |
| Oranges, Valencias, per case | ..... | ..... | ..... | 5 50 | 7 00 | 8 00 |
| " Sorrentos | ..... | ..... | ..... | 4 00 | ..... | 4 50 |
| Can. Plums | ..... | ..... | 60 | 75 | ..... | ..... |
| Cucumbers, per doz | ..... | 0 15 | ..... | ..... | 50 | 75 |
| Cucumbers, per basket | ..... | ..... | 0 75 | 1 25 | ..... | ..... |
| Lemons, Messina, per box | 2 00 | 3 00 | ..... | 3 50 | 3 50 | 4 50 |
| Bananas, Firsts, per bunch | 1 25 | 2 00 | 1 10 | 2 25 | 1 50 | 2 25 |
| Apples, per bbl | 5 00 | 6 50 | ..... | ..... | 4 50 | 5 00 |
| Tomatoes, per basket | 3 25 | 3 75 | ..... | 0 40 | 2 00 | 2 50 |
| Pears | .... | ..... | 0 40 | 0 50 | ..... | ..... |
| Peaches | ..... | 0 50 | 0 40 | 0 60 | ..... | ..... |
| Lawton Berries | ..... | ..... | 0 07 | 0 08 | ..... | ..... |
| Watermelons, per 100 | 17 00 | 20 00 | 17 00 | 30 00 | 40 | 50 |
| Canteloupes, or muskmelons, per crate | ..... | 3 50 | ..... | 2 00 | ..... | ..... |
| Californian Peaches | ..... | 1 25 | 1 00 | 1 50 | ..... | ..... |
| " Plums | 1 25 | 1 75 | ..... | 1 25 | ..... | ..... |
| Gooseberries, per quart | ..... | ..... | 0 04 | 0 05 | ..... | ..... |
| Raspberries, per quart | ..... | 0 08 | 0 05 | 0 06 | ..... | ..... |
| Apples, per basket | ..... | ..... | 0 20 | 0 30 | ..... | ..... |
| Black Currants, per basket | ..... | ..... | 0 90 | 1 00 | ..... | ..... |
| Red " " | ..... | 0 06 | 0 50 | 0 60 | .. .. | ..... |
| **SUGAR** | | | | | | |
| Granulated St. Law'ce and Red | ..... | 3 65 | ..... | 3 73 | ..... | ..... |
| Granulated, Acadia | ..... | 3 60 | ..... | 3 68 | ..... | 3 75 |
| Paris lump, bbls. and 100-lb. bxs | ..... | 4 20 | ..... | 4 28 | ..... | 4 55 |
| " in 50-lb. boxes | ..... | 4 30 | ..... | 4 38 | 4 65 | 4 75 |
| Extra Ground Icing, bbls | ..... | 4 20 | ..... | 4 55 | ..... | ..... |
| Powdered, bbls | ..... | 3 85 | ..... | 4 30 | 5 50 | 5 80 |
| Phœnix | ..... | 3 45 | ..... | 3 53 | ..... | ..... |
| Cream | ..... | 3 40 | ..... | 3 48 | ..... | ..... |
| Extra bright coffee | ..... | 3 55 | ..... | 3 68 | ..... | ..... |
| Bright coffee | ..... | 3 40 | ..... | 3 48 | ..... | ..... |
| Bright yellow | ..... | 3 35 | ..... | 3 43 | ..... | 3 45 |
| No. 3 yellow | ..... | 3 30 | ..... | 3 38 | .... . | ..... |
| No. 2 yellow | ..... | 3 10 | ..... | 3 18 | ..... | ..... |
| No 1 yellow | ..... | 3 00 | ..... | 3 08 | ..... | 3 15 |

| HARDWARE PAINTS AND OILS | Montreal. | | Toronto. | | St. John Halifax. | |
|---|---|---|---|---|---|---|
| Wire nails, base | ..... | $2 55 | ... .. | $2 55 | ..... | $3 20 |
| Cut nails, base | ..... | 2 35 | ..... | 2 35 | ..... | 2 85 |
| Barbed wire, per 100-lb. | ..... | 3 00 | ..... | 3 00 | 3 50 | 3 75 |
| Smooth Steel Wire, base | ..... | 2 60 | ..... | 2 60 | ..... | ..... |
| White lead, Pure | ..... | 5 87½ | ..... | 5 87½ | ..... | 6 80 |
| Linseed oil, 1 to 2 bbls., raw | ..... | 82 | ..... | 80 | ..... | 83 |
| " " " boiled | ..... | 85 | ..... | 83 | ..... | 87 |
| Turpentine, single bbls. | ..... | 67 | ..... | 70 | ..... | 75 |
| Benzine, in bbls., per gal | ..... | ..... | ..... | 17 | ..... | 19½ |
| **SYRUPS AND MOLASSES** | | | | | | |
| Syrups— | | | | | | |
| Dark | ..... | 1⅜ | ..... | ..... | ..... | ..... |
| Medium | ..... | 2½ | 30 | 32 | ..... | ..... |
| Bright | ..... | 2⅝ | 35 | 37 | ..... | ..... |
| Corn Syrup, barrel, per lb. | .... | 3½ | ..... | 3½ | ..... | ..... |
| " " ½ bbls. " | ..... | 3⅝ | ..... | 3⅝ | ..... | ..... |
| " " kegs " | ..... | 3¾ | ..... | 3¾ | ..... | ..... |
| " " 3 gal. pails, each | ..... | 1 60 | ..... | 1 60 | ..... | ..... |
| " " 2 gal. " " | ..... | 1 20 | ..... | 1 20 | ..... | .. .. |
| Honey | ..... | ..... | ..... | 40 | .... | ..... |
| " 25-lb. pails | ..... | 1 05 | ..... | 1 00 | ..... | ..... |
| " 38-lb. pails | ..... | 1 0 | ..... | 1 40 | ..... | ..... |
| Molasses— | | | | | | |
| New Orleans, medium | 22 | 30 | 25 | 30 | 28 | 30 |
| " " Open kettle | ..... | ... .. | 40 | 50 | ..... | ..... |
| Barbadoes | 22 | 24 | ..... | 32 | 24 | 25 |
| Porto Rico | ..... | 38 | 38 | 42 | 30 | 32 |
| **CANNED MEATS** | | | | | | |
| Comp. corn beef, 1-lb. cans | 1 55 | $1 65 | $1 55 | $1 65 | $1 55 | $1 60 |
| " " 2-lb. cans | 2 75 | 3 00 | 2 85 | 3 00 | 2 80 | 2 90 |
| " " 6-lb. cans | 7 90 | 9 60 | ..... | 8 25 | 8 75 | 9 25 |
| " " 14-lb. cans | 16 50 | 23 00 | ..... | 19 50 | 20 00 | 21 00 |
| Minced collops, 2-lb. can | ..... | 2 75 | ... .. | 2 60 | 2 50 | 2 80 |
| Lunch tongue, 1-lb. can | 3 00 | 3 90 | ..... | 3 00 | 3 00 | 3 25 |
| " " 2-lb. can | 6 00 | 7 90 | ..... | 7 00 | 6 80 | 7 00 |
| English brawn, 2-lb. can | 2 40 | 2 75 | ..... | 2 45 | 2 75 | 2 80 |
| Camp sausage, 1-lb. can | ..... | ..... | ..... | 2 50 | 2 50 | ..... |
| " " 2-lb. can | ..... | ..... | ..... | 4 00 | 4 00 | ..... |
| Soups, assorted, 1-lb. can | 1 15 | 1 50 | ..... | 1 50 | 1 40 | |
| " " 2-lb. can | 2 40 | 2 45 | ..... | 2 20 | 2 25 | |
| Soups and Bouil, 2-lb. can | 1 75 | 2 50 | ..... | 1 80 | 1 75 | |
| " " 6-lb. can | 3 50 | 5 85 | ..... | 4 50 | 4 25 | 4 50 |
| Sliced smoked beef, ¼'s | 1 65 | 1 70 | 1 65 | 1 70 | ..... | 2 00 |
| " " " 1's | 2 75 | 3 10 | 2 80 | 2 95 | ..... | 3 25 |
| **FRUITS** | | | | | | |
| Dried— | | | | | | |
| Currants, Provincials, bbl | ..... | ..... | ..... | ..... | ..... | ..... |
| " Filiatras, cases | ..... | 5¾ | 5¾ | 6 | ..... | ..... |
| " " ½-cases | 5½ | 5⅞ | 5¾ | 6 | ..... | ..... |
| " Patras, cases | ..... | 6 | 6½ | 7 | ..... | ..... |
| " " ½-cases | ..... | 6 | 6½ | 7 | ..... | ..... |
| Amalias | 6½ | 7 | 7 | 7½ | ..... | 6½ |
| Vostizzas, cases | 7 | 7½ | 8 | 8½ | ..... | ..... |
| Dates, Hallowees | ..... | 4¼ | ..... | 4½ | ..... | 4½ |
| " Sairs | ..... | 3½ | ..... | 4½ | ..... | 4 |
| Figs, Elemes | ..... | 1 00 | 8 | 18 | 8 | 10 |
| " Mats, per lb | 3 | 3¼ | ..... | 3¼ | ..... | ..... |
| " Tapnets | ..... | 3 30 | ..... | 3½ | ..... | ..... |
| " Naturals | ..... | ..... | 3¼ | 4 | ..... | ..... |
| Prunes, California, 30's | ..... | 9 | ..... | ..... | 10 | 12 |
| " " 40's | ..... | 8½ | 8¾ | 10 | 9 | 9½ |
| " " 50's | ..... | 8¼ | 8 | 8½ | 8½ | 9 |
| " " 60's | ..... | 8 | 7½ | 8 | 8 | 8½ |
| " " 70's | ..... | 7½ | 6¾ | 7½ | 7½ | 8 |
| " " 80's | ..... | 7 | 6½ | 7 | 7 | 7½ |
| " " 90's | ..... | 6½ | 5¼ | 5½ | 6½ | 7 |
| " " 100's | ..... | 6 | ..... | 5 | 6 | 6½ |
| " Bosnia, A's | ..... | ..... | ..... | 5 | ..... | ..... |
| " " B's | ..... | ..... | 7½ | 8 | ..... | ..... |
| " " U's | ..... | 5 | 6¼ | 6½ | ..... | ..... |
| " French, 50's | ..... | ..... | ..... | ..... | ..... | ..... |
| " " 110's | ..... | 5 | ..... | ..... | ..... | ..... |
| Raisins, Fine off stalk | ... | 6¼ | 6½ | 7 | ..... | 5 |
| " Selected | 7½ | 8 | ..... | 8½ | 5½ | 6 |
| " Selected layers | 6½ | 7 | .... | 8½ | 6½ | 7 |
| " Sultanas | ..... | 8 | 8½ | 12 | 10 | 12 |
| " California, 2-crown | 5 | 5½ | ..... | ..... | 6½ | 6¾ |
| " " 3-crown | 7¼ | 7¾ | ..... | ..... | 8 | 8½ |
| " " 4-crown | 7¾ | 8 | ..... | ..... | 8½ | 9 |
| " " 1's seeded, 3-cr. | 9¾ | 10½ | 8½ | 10 | 9½ | 10½ |
| " Empire clusters | 1 50 | 1 60 | ..... | 2 60 | 2 00 | 2 00 |
| " Black baskets | ..... | ..... | ..... | 2 25 | 2 00 | 2 25 |
| " Extra clusters | ..... | ..... | ..... | 3 35 | ..... | 2 50 |
| " Dehesa clusters | ..... | ..... | ..... | 3 10 | 3 00 | 3 50 |
| " Royal B. clusters | 3 25 | 3 30 | ..... | 5 00 | ..... | ..... |
| " Connoisseurs cl'str's | ..... | ..... | ..... | 2 10 | ..... | ..... |
| " Excelsior clusters | ..... | ..... | ..... | 4 60 | ..... | ..... |
| Evaporated apples | ..... | ..... | 10½ | 11 | ..... | ..... |
| Dried " | ..... | ..... | 6 | 6½ | ..... | ..... |
| **PROVISIONS** | | | | | | |
| Dry Salted Meats— | | | | | | |
| Long clear bacon | .... | 12 | 11 | 11½ | ..... | ..... |
| Smoked meats— | | | | | | |
| Breakfast bacon | ..... | 15½ | 14½ | 15 | ..... | ..... |
| Rolls | ..... | 12½ | 12 | 12½ | 11 | 13 |
| Medium Hams | ..... | 14 | 13½ | 14 | 14 | 15 |
| Large Hams | ..... | 13 | 12½ | 13 | ..... | ... .. |
| Shoulder hams | ..... | 13 | 11 | 11½ | ..... | .... |
| Backs | ..... | 15 | 14½ | 15 | ..... | ..... |
| Meats out of pickle 1c. less. | | | | | | |
| Barrel Pork— | | | | | | |
| Canadian heavy mess | ..... | 23 00 | ..... | 21 50 | 21 50 | 22 50 |
| " short cut | 21 50 | 22 00 | 23 00 | 23 50 | 23 00 | 24 00 |
| Plate beef | 12 50 | 13 50 | .. | 15 00 | 14 00 | 16 00 |
| Lard, tierces, per lb | ..... | 11 | 11 | 11¼ | 11¾ | 12⅛ |
| Tubs | ..... | 11¾ | 11¼ | 11⅝ | 12¼ | 12⅝ |
| Pails | 11 | 12 | 11½ | 11¾ | 12½ | 13 |

# English Malt Vinegar

SIR ROBERT BURNETT & CO., LONDON, ENGLAND.

**Shippers of the Finest English Malt Vinegar.**

## JOHN HOPE & CO., MONTREAL.

Sole Agents for Canada.

**By Special Appointment to His Majesty King Edward VII.**

## CANTRELL & COCHRANE,

*DUBLIN and BELFAST.*

**C. & C. "Ginger Ale"** **C. & C. "Club Soda"** **C. & C. "Royal Seltzer"**

C. & C. have been awarded 33 Gold and Prize Medals for special excellence and superiority of manufacture.

JOHN HOPE & CO., MONTREAL, - - SOLE AGENTS FOR CANADA.


| COFFEE | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| Green— | | | | | | |
| Mocha | ..... | 24 | 23 | 28 | 25 | 30 |
| Old Government Java | ..... | 27 | 22 | 30 | 25 | 30 |
| Rio | ..... | 10 | 7 | 12 | 12 | 13 |
| Santos | ..... | ..... | 9½ | 10½ | ..... | ..... |
| Plantation Ceylon | ..... | 29 | 26 | 30 | 29 | 31 |
| Porto Rico | ..... | ..... | 22 | 25 | 24 | 28 |
| Gautemala | ..... | ..... | 22 | 25 | 24 | 26 |
| Jamaica | ..... | 18 | 15 | 20 | 18 | 22 |
| Maracaibo | ..... | 18 | 18 | 18 | 12 | 13 |
| **NUTS** | | | | | | |
| Brazil | 11¾ | 12¼ | 15 | 16 | ... | 15 |
| Valencia shelled almonds | 25 | 26 | 30 | 35 | 30 | 35 |
| Tarragona almonds | ..... | 11 | ..... | 11½ | 12 | 13 |
| Formegetta almonds | ..... | ..... | ..... | 10½ | ..... | ..... |
| Jordan shelled almonds | ..... | 42 | 40 | 43 | ..... | ..... |
| Peanuts (roasted) | 8¼ | 13 | 8 | 10 | 9 | 10 |
| " (green) | 6¾ | 7¾ | 7 | 9 | ..... | ..... |
| Cocoanuts, per sack | ..... | 3 25 | ..... | 3 75 | 3 50 | 4 00 |
| " per doz | ..... | ..... | ..... | 60 | 60 | 70 |
| Grenoble walnuts | ..... | 10 | ..... | 10¾ | 11 | 12 |
| Marbot walnuts | ..... | 10 | 9½ | 10½ | ..... | ..... |
| Bordeaux walnuts | ..... | 9 | ... | 8 | 8¼ | 9 |
| Sicily filberts | ..... | 8 | 9½ | 10½ | 8½ | 9 |
| Naples filberts | ..... | ..... | ..... | ..... | 10 | 11 |
| Pecans | 15 | 16 | 13 | 15 | 13 | 14 |
| Shelled Walnuts | ..... | 18 | 18 | 23 | ..... | 25 |
| **SODA** | | | | | | |
| Bi-carb, standard, 112-lb. keg | 1 65 | 1 80 | 2 00 | 2 25 | 1 70 | 1 75 |
| Sal soda, per bbl | 70 | 75 | 80 | 90 | 85 | 90 |
| Sal Soda, per keg | 95 | 1 00 | ..... | 1 00 | 95 | 1 00 |
| **SPICES** | | | | | | |
| Pepper, black, ground, in kegs pails, boxes | 16 | 18 | ..... | 18 | 14 | 15 |
| " in 5-lb. cans | 14 | 17 | ..... | 19 | 15 | 16 |
| " whole | 15 | 17 | ..... | 18 | 12 | 13 |
| Pepper, white, ground, in kegs pails, boxes | 26 | 27 | 26 | 27 | 24 | 25 |
| " 5-lb. cans | 25 | 26 | 25 | 26 | 20 | 22 |
| " whole | 23 | 25 | 23 | 25 | 20 | 22 |
| Ginger, Jamaica | 19 | 25 | 22 | 25 | 20 | 25 |
| Cloves, whole | 12 | 30 | 14 | 35 | 15 | 20 |
| Pure mixed spice | 25 | 30 | 25 | 30 | 25 | 30 |
| Cassia | 13 | 18 | 20 | 40 | 16 | 20 |
| Cream tartar, French | ..... | 25 | 24 | 25 | 20 | 22 |
| " " best | ..... | 28 | 25 | 30 | 25 | 30 |
| Allspice | 10 | 15 | 13 | 16 | 16 | 18 |
| **WOODENWARE** | | | | | | |
| Pails No. 1, 2-hoop | ..... | 1 65 | ..... | 1 55 | ..... | 1 90 |
| " " 3-hoop | ..... | 1 80 | ..... | 1 70 | ..... | 2 05 |
| " half, and covers | ..... | 1 65 | ..... | 1 60 | ..... | 1 75 |
| " quarter, jam and covers | ..... | 1 15 | ..... | 1 10 | .... | 1 45 |
| " candy, and covers | 2 50 | 2 90 | ..... | 2 40 | ..... | 3 20 |
| Tubs No. 0 | 10 00 | 10 15 | ..... | 8 50 | ..... | 11 00 |
| " " 1 | 8 00 | 8 15 | ..... | 7 00 | ..... | 9 00 |
| " " 2 | 7 00 | 7 15 | ..... | 6 00 | ..... | 8 00 |
| " " 3 | | 6 15 | ..... | 5 25 | .... | 7 00 |

| PETROLEUM | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| Photogene | ..... | ..... | 17 | 17½ | .... | .... |
| Canadian water white | 14½ | 15½ | .. | 15 | 16½ | 17 |
| Sarnia water white | 16 | 17 | 16½ | 17 | 16½ | 17 |
| Sarnia prime white | ..... | 18 | 15 | 15½ | 16½ | 17 |
| American water white | ..... | 19 | 17½ | 18 | 17½ | 18 |
| Pratt's Astral (barrels extra) | 18½ | 19 | 17 | 17½ | 18½ | 19 |
| **TEAS** | | | | | | |
| Black— | | | | | | |
| Congou—Half-chests Kaisow, Moning, Paking | 13 | 60 | 12 | 60 | 11 | 60 |
| Caddies Paking, Kaisow | 17 | 40 | 18 | 50 | 15 | 8 |
| Indian—Darjeelings | 35 | 55 | 35 | 55 | 30 | 50 |
| Assam Pekoes | 20 | 35 | 20 | 40 | 15 | 40 |
| Pekoe Souchong | 18 | 25 | 18 | 25 | 17 | 24 |
| Ceylon—Broken Pekoes | 35 | 42 | 35 | 42 | 34 | 40 |
| Pekoes | 20 | 30 | 20 | 30 | 20 | 30 |
| Pekoe Souchong | 17½ | 18 | 17 | 35 | 17 | 35 |
| China Greens— | | | | | | |
| Gunpowder-Cases, extra first | 42 | 50 | 42 | 50 | ..... | ..... |
| Half-chests, ordinary firsts | 22 | 28 | 22 | 28 | ..... | ..... |
| Young Hyson—Cases, sifted extra firsts | 42 | 50 | 42 | 50 | ..... | ..... |
| Cases, small leaf, firsts | 35 | 40 | 35 | 40 | ..... | ..... |
| Half-chests, ordinary firsts | 32 | 38 | 28 | 38 | ..... | ..... |
| Half-chests, seconds | 17 | 19 | ..... | 23 | ..... | ..... |
| " thirds | 15 | 17 | 16 | 18 | ..... | ..... |
| " common | 13 | 14 | 14 | 15 | ..... | ..... |
| Pingsueys— | | | | | | |
| Young Hyson, ½-chests, firsts | 28 | 32 | 38 | 32 | 30 | 40 |
| " " " seconds | 16 | 19 | 16 | 19 | ... | ..... |
| " Half-boxes, firsts | 28 | 32 | 28 | 32 | ..... | ..... |
| " " seconds | 16 | 19 | 16 | 19 | ..... | ..... |
| Japans— | | | | | | |
| ½-chests, finest May pickings | 38 | 40 | 38 | 40 | ..... | ..... |
| Choice | 32 | 36 | 33 | 37 | ..... | ..... |
| Finest | 28 | 30 | 30 | 32 | ..... | ..... |
| Fine | 25 | 27 | 27 | 30 | ..... | ..... |
| Good medium | 22 | 24 | 25 | 28 | ..... | ..... |
| Medium | 19 | 20 | 21 | 23 | ..... | ..... |
| Good common | 16 | 18 | 19 | 20 | ..... | ..... |
| Common | 13 | 15 | 17 | 19 | ..... | ..... |
| Nagasaki, ½-chests, Pekoe | 18 | 22 | ..... | ..... | ..... | ..... |
| " " Oolong | 14 | 15 | ..... | ..... | ..... | ..... |
| " " Gunpowder | 18 | 19 | ..... | ..... | ..... | ..... |
| " " Siftings | 7½ | 11 | ..... | ..... | ..... | ..... |
| **RICE, MACARONI, SAGO, TAPIOCA.** | | | | | | |
| Rice—Standard B | 3 00 | 3 10 | ..... | 3½ | 3 25 | 3 40 |
| Patna, per lb | 4 25 | 4 50 | 4¾ | 5 | 5 | 5 |
| Japan | 4 40 | 4 90 | 5½ | 6 | 5 | 6 |
| Imperial Seeta | 4 60 | 4 90 | 4½ | 5½ | 5 | 6 |
| Extra Burmah | ..... | ..... | 4¼ | 4¾ | 4 | 5 |
| Java, extra | ..... | 5¼ | 6 | 6½ | 6 | 7 |
| Macaroni, dom'ic, per lb., bulk | 3¼ | 4¼ | ..... | 7½ | ..... | ..... |
| " imp'd, 1-lb. pkg., French | 8 | 12 | 9 | 10 | ..... | ..... |
| " " " Italian | 8 | 10 | 11 | 12½ | ..... | ..... |
| Sago | 3½ | 3⅝ | 3¾ | 4 | 4¼ | 5 |
| Tapioca | ..... | 2⅞ | 3½ | 3¾ | 4¼ | 5 |

# A Two Cent Mistake



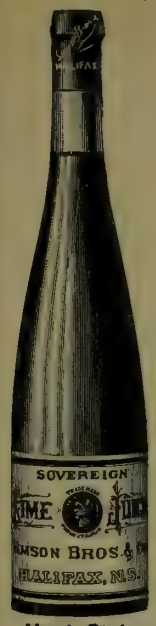

Don't amount to much in any business, but the striking point is that a clerk is just as liable to make a mistake of $2.00 as he is of two cents, and a few mistakes like this would pay for enough of Allison's Coupon Books to last a year or more. With these books mistakes are impossible.

## If a Man Wants Credit

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

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***ALLISON COUPON CO.,*** ***Manufacturers, Indianapolis, Indiana.***




**Hock Style**
(Imperial Pint)

# 14 Years' Experience

in refining and bottling Lime Juice with up-to-date methods and latest improved apparatus, using nothing but the best Crude Juice as our raw material, enables us to put on the market **THE BEST VALUE** in bottled and bulk Lime Juice. Our prices are reasonable, consistent with high quality, and at the same time little more than half the cost of imported brands of equal quality.

**NOW,** as the hot weather will soon be with us, do not hesitate to stock our

# "Sovereign" Lime Juice

Beware of imitations. Our Toronto agent bought two bottles of a so-called lime juice, put up in Toronto, and sent it to Ottawa under seal to the Government analyist, who tested it, and replies: **"It is evident this sample —— Brand is quite abnormal, being made from phosphoric acid and tartaric acid."**

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Wholesale Druggists,
**HALIFAX, N. S.**




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**ASK FOR IT AND SEE THAT OUR BRAND IS ON EVERY CORK.**

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

**WM. ROSS, Manager.**




# Gillard's Sauce

Is still the best and cheapest.

# Gillard's Pickle

The most delicious English pickle made.

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**GILLARD & CO., Limited, LONDON, ENG.**

## FEATURES OF TRADE UNIONS IN GERMANY.

IN GERMANY not only the independent workers have banded themselves together for the promotion of general as well as special industrial interests, but the movement has spread and now includes unions of officials, commercial unions and associations of workmen of every description. The cartel, or union of masters has been formed chiefly for the promotion of industrial objects; we have, as well, associated enterprises of unions, groups, and classes, and, finally, the co-operative societies of the working classes.

Up to the present time Germany has 145 chambers of commerce and trade and 10 of agriculture. Around these are grouped the people's industrial council, the German agricultural council, and the land-economy colleges. The home railways' council represent the interests of traffic. Councils of doctors and lawyers regulate the learned professions. There are, besides, various independent associations to protect the interests of manufactures, trade and traffic, and other unions to represent special classes and callings, namely, the union of German smelters, the great associations of architects and engineers, the German fishery union, the inland shipping union, the householders' and tenants' unions—all of which have been established throughout the land for all the more important occupations and branches of industry.

Co-operative societies—German co-operative societies and associations can look back upon half a century of successful activity. At present the self-aided trades and industrial co-operative societies number altogether upward of 17,000 local societies, of which 9,000 are agricultural, and include more than1,000,000 peasants. Fourteen thousand co-operative societies are comprised in 29 unions. In 1898, the 1,371 associations connected with the Charlottenburg union had 941,000 members. Their share capital amounted to $31,713,500, while the reserve fund was equal to one-third of the capital. The associations lent their members $481,236 worth of raw materials, necessaries of life, dwellings, etc., during 1898.

### SPHERE OF ACTIVITY.

A general view of the activity of the entire number of 17,000 German associations will show that on March 31, 1899, they were classified in the following manner: 10,800 credit co-operative societies, people's and industrial banks, societies for advancing loans, savings and credit bank associations were carrying on business with the aid of 40 central banks. Most of the others were employed chiefly in buying and selling; some, also, in producing goods. They were divided into 376 industrial associations (half of these being producers) and 3,900 agricultural associations, the majority of which were occupied in production on their own account, such as dairy work, vine and fruit culture, etc. In round numbers, 1,200 were for the purchase of raw materials, about 100 were occupied in the sale of goods, and nearly 500 were work associations. Of other associations, the most important are the 1,375 co-operative supply associations and the importance of the steadily increasing building and dwelling societies (about 250) must not be underrated.

### INDUSTRIAL UNIONS.

In 1898 there were 59 industrial unions in Germany with 500,000 members. Each organization was in turn connected with 16,000 other local organizations. The budget of this immense union amounted to $2,500,000, and $1,000,000 fell to the expenditures. This latter sum was paid out for relief of the needy, funds for strikers, and for the press. The largest list of members belonging to industrial unions is among the metal workers (75,000), the wood workers (60,000), the textile workers (27,000), and the miners (28,000). The most perfect of these work unions, is that of the book printers, consisting of 21,000 members.

### TRADE UNIONS.

The second group, the so-called Hirch Duncker trade unions, includes at the present day 86,500 members in 1,700 local unions. Of these, 34,000 belong to unions of engineers and metal workers, and 16,500 to those of handicraftmen and workers in manufactories. The entire property of the trades' unions amounted, at the end of 1898 to $700,000. Since their foundation and up to 1895, they had distributed nearly $5,000,000 for sickness and burial money, in relief for the disabled and needy, for legal protection, and for educational purposes.

### JOURNEYMEN'S SALARIES.

Toward the end of the nineties there were 140 journeymen's societies with half a million members. Their funds amounted to nearly $20,000,000, and they had given away $8,000,000 for charitable purposes.

### SHOPKEEPERS.

Social and educational interests play an important part in the associations of officials and mercantile people. The largest of the latter is the German mercantile association, with 127,000 members, of whom 25,000 are employes. The chief object of this, together with three other large associations with a total membership of 67,000 is, besides the social side, to procure information as to situations, to distribute relief, and to provide funds for technical and other instruction. In addition, there are four large associations of shopkeepers' assistants.

### UNION OF THE EMPLOYERS OF LABOR.

For the protection of special interests as opposed to the workmen, there are unions for the employers of labor. In the foremost rank is the Hamburg league with 17 large associations, which comprises the most varied industries and extends to a number of places. Three are for mining and smelting concerns, 11 for metal manufacturers, 4 for brewers, 4 for the textile trades, 9 local and 1 central league for the building trade, 2 for the hat trade, and 1 for the manufacture of tapestry, besides 3 leagues of masters in the manufacture of wood.

### OTHER LEAGUES.

Kindred leagues, representing especially the industrial side of professional interests also exist in the liberal and learned professions, as, for example, the various German authors' societies, associations of journalists, musical societies, the German stage union, the artists' society, banks for the relief of teachers, and societies for female teachers. These not only watch over the interests of the different classes, but also promote charitable objects and offer their collective services for the organization of exhibitions and performances.

## FRENCH CURRANT WINE.

THE currants mostly employed in France for making wine, according to a recent report by the United States consul at Rouen, are the Corinth, which come directly from the famous Peloponesian Peninsula; the Thyra, which is exported from Asiatic Turkey, especially Smyrna; the Samos, from the Greek island of the same name; and the Vourla.

Wine made from currants is always of a pale color, though the currants are red. The reason is that desiccation tends to destroy the coloring matter.

In France, the Corinth currants are considered the best for wine, and the process is as follows: The fruit is placed in water in order to recover the moisture lost by drying. The quantity of water is determined by the degree of alcohol desired. It is said that usually 100 kilograms (220.46 lb.) of dried Corinth currants contain enough sugar to give 30 deg. or 32 deg. of alcohol. When 100 kilograms are used, 150 liters (39,615 gallons) of water give 19 to 22 deg.; 175 liters (46.249 gallons) of water give 16 to 18 deg.; 200 liters (52.834 gallons), 14 to 15 deg.; 225 liters (59,438 gallons), 13 to 14 deg.; 250 liters (66,042 gallons), 12 to 13 deg.; 275 liters (72,646 gallons), 11 to 12 deg.; 300 liters (79,251 gallons), 10 to 11 deg.; 325 liters (85,855 gallons), 8 to 10 deg.

The water is placed in the vat and the currants are poured in, care being taken to scatter them well, as otherwise the water cannot penetrate the coagulated fruit, and considerable alcohol is lost. The temperature of the room should be from 15 to 20 deg. C. Fermentation begins at once, and during the first two days it is only necessary to stir the fruit, scattering the masses and immersing the covering of currants which comes to the top, called the hat. This porous mass acidifies rapidly when in contact with the air, and should never be allowed to remain exposed; the vat should be covered with cloth.

The fermentation is finished in 10 or 15 days; in winter, the time is usually longer. When the temperature of the must in the vat is no more than 21 deg. C., fermentation usually ceases. To be mathematically sure, however, there is employed in France an instrument called the Salleron mustimeter, by which one can tell exactly how much sugar remains. Usually, after the fermentation ceases, the wine is left for 24 hours.

After the liquid is drawn off, it undergoes a slight fermentation, which finishes the operation. All the water that has been absorbed by the currants should be pressed out quickly, in order that the skins may be in contact with the air as short a time as possible. The wine from the press, when clarified, can be mixed with that of the first jet. The skins themselves, it is said, make an excellent brandy

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Armour's and Libby's Meats
Campbell's Soups and Tomato Ketchup
Ross' Belfast Ginger Ale and Lime Juice.

**F. J. CASTLE, - OTTAWA.**

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IMPORTERS, ROASTERS AND BLENDERS OF COFFEE; MANUFACTURERS OF SPICES, CREAM TARTAR, BORAX, MUSTARD, BAKING POWDERS, ETC.




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HAMILTON.

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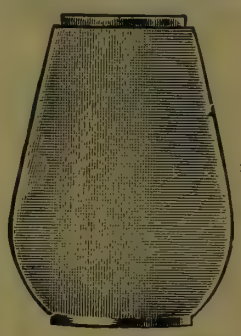
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Cold Blast or Jubilee Globes

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**Watermelons. Tomatoes**

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Full stock of Oranges, Lemons and Bananas always on hand.

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82 Colborne St., TORONTO.
Phones, Main 54, Main 3428.

## EXAMPLES OF SOME FEATURES.

SNOOKS had $5,000 a year as manager of a department in a big manufacturing house. A new directorate, believing that expenses could be reduced without detriment to the business, lopped off some helpers, and reduced all salaries. Snooks was offered $3,500, but he thought he was indispensable, and had been there so many years that he could afford to decline, and offered his resignation. It was accepted. Snooks lost his savings in endeavoring to inaugurate a new business, then hunted for a situation, and changed occupations half a dozen times in two years, and is now a broker (?)

Snooks monkeyed with a buzz-saw.

Moral: Don't get the "big head," and think you are the whole shooting match. If you died suddenly, someone would be found to take your place, and the world would soon forget that you lived.

Leaky occupied a position of trust, and was familiar with the secrets or inside workings of the business. He talked too much, and told things about the firm that he should have kept sacredly secret. They reached competitors, and made mischief.

Leaky monkeyed with a buzz-saw.

Moral: Be more true to your employer than to yourself, and never betray a confidence.

Lyhur thought he was smart. He sold Scruggs & Co. six dozen red currant jelly which he vowed was absolutely pure currant-juice and granulated sugar. The price was $2.75 per dozen. Lyhur delivered an imitation jelly that had a fraction of currant juice, and which cost $1.05 per dozen. Scruggs & Co. discovered the swindle, and closed an account that amounted to $16,000 a year.

Lyhur monkeyed with a buzz-saw.

Moral: It doesn't pay to be a liar—not even in the jobbing grocery trade.

Snippy was a spruce young chap, somewhat of a dude in appearance. He wore a 3¼-inch collar, and a stock; parted his hair in the middle; ironed his trousers three times a week; smoked cork-tipped cigarettes; did his work mechanically, and persistently trespassed on the allotted hours of work. He took one hour and a quarter for luncheon, was invariably late in the morning, and quit a little ahead of time. He was kindly admonished to mend his ways, but he did not take the reproof to heart, and after a day or two of doing well, he fell into his old tricks. On the next pay day he was informed: "Your services are no longer required."

Snippy monkeyed with a buzz-saw.

Moral: Be exact and obedient, even in the most trival details, and thereby win confidence.

Sporty was bright, pert, quick to work, and did everything well, but there was sporting blood in his veins, so that he read the sporting news on his way to business, and on the way home at night. Everybody about the store liked him because he was genial, good natured, told funny stories, and was hail fellow well met. He knew just how the baseball record of games stood, and the score of all the clubs. He kept track of the races, and on Sunday morning went to church on the Speedway. He bet on Remorse, and lost $10; made $15 on a two-year-old, and then lost $30 on the favorite. After the races he drank beer, smoked Perfectos, and wound up the day at a roof garden vaudeville. He had $10 a week, spent $20 or more, and, when pressed, borrowed from his friends; and later, when in dire straits, made himself a loan without authority of the firm, and was found out and bounced.

Sporty monkeyed with a buzz-saw.

Moral: Business and sport are not twins. "No man can serve two masters."

Ti-ar-di was of Italian parentage, but, unfortunately, was born tired. The time book proved that he was slow to come and slow to go. If he was sent on an errand that ought to have been done in ten minutes, he managed to take an hour. Every dead horse he saw in the street kept his gaze for a long while. He couldn't pass a bulletin board without reading and studying it. He couldn't move quick, or wouldn't, which is just as bad. One of the firm caught him sound asleep on a pile of coffee bags, on the fourth loft, on a muggy July day, and told him that if he didn't get a move on, and keep moving better in the future than in the past, he could try and earn his eight dollars a week somewhere else. Ti-ar-di promised to mend, but his sluggish blood knocked his good resolution endwise, and he was "fired."

Moral: Time is money.

Ti-ar-di monkeyed with a buzz-saw.

Fourgot came down town one morning without his keys. That might happen to anyone, but he frequently did it, for forgetting things was his weak spot. Now it happens that a good memory is an indispensable qualification in a helper, while a bad memory causes loss of time, money, and patience, besides aggravating customers and worrying creditors. He once carried a check for $605 in his pocket for a week, and might have carried it longer, had not the house been dunned for the amount, and thus discovered Fourgot's lapse of memory. He neglected to charge goods; make credits; did errands wrong; passed over specified duties. Reprimands did no good, and Fourgot was given a permanent vacation.

Fourgot monkeyed with a buzz-saw.

Moral: Bad memory has its root in bad attention.

Friskie had curly hair, which was always scented and shiny; he wore Dolly Varden ties and Oxford shoes. His eyes were sheltered from the sun by a $2.50 imitation Panama parachute. His salary was $4 per week as a general utility boy—a position that gave him a splendid chance to learn all the details of a prosperous firm, and lay a superb foundation for the future. Friskie meant well, but he was careless. He dropped a two-pound weight through a showcase on the sample floor, and once upset his boss' inkstand, whereby the morning correspondence was deluged with ink, and a dozen letters blotted that were awiting signature. He continually put things in the wrong place, was inattentive when receiving orders, and hence made innumerable mistakes. Orderliness had no place in his make-up, so that forty times a day he did some trivial, careless thing whereby work was demoralized, and routine demolished. Admonition failed, and he was sent to hunt a new job.

Friskie monkeyed with the buzz-saw.

Moral: A careless watch invites the vigilant foe.

—American Grocer.

POPULARITY is the proof of merit, and no brand has ever achieved popularity so quickly as

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

BOBS costs you only 36 cents, and pays a good profit.

BOBS is well advertised.

BOBS is selling well in almost every store from the Atlantic to the Pacific.

BOBS is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO., LIMITED

MONTREAL, QUE.

The merits and superiority of

# CEYLON TEA

## BLACK AND GREEN

are the principal factors that have led to the growing desirability among the public for this

**healthy, pure, clean, delicious**

tea. Facts and figures prove that it is the leading and best-selling tea of to-day. Its high quality will always retain the position of

**LEADER**

it now holds.

WHY ARE

# Southwell's

## Jams




superior to all other Imported Lines ?

**Because** each Jam has the individual flavor of its own fruit.

Many imported Jams taste all alike.

## Southwell's Don't.

WRITE FOR PRICE LIST, ETC.

## FRANK MAGOR & CO.

16 St. John St., MONTREAL.

DOMINION AGENTS

# Austrian Sugar

ON SPOT—TO ARRIVE or FOR IMPORT.

Samples and quotations on application.

## ALEX. WILLS,

27 St. Sacrament Street, - - - MONTREAL.

## H. N. Bate & Sons, Ottawa, Can.

Agents for

STRICTLY UNCOLORED

## Anglo-Saxon Ceylon Green

Same Drawing Qualities as Japaan

Put up in 1-lb. lead packages. 24 packages in case.

Wholesale, 19 cents per lb. Retail, 25 cents per lb.

Sale Guaranteed or can be returned at our expense.

With four cases of above we give one of our handsome polished oak paper bag holders. Best in the market.

# Current Market Quotations for Proprietary Articles

Aug. 7, 1902.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. If a change is made, either an advance or decline, it is referred to in the market reports, as a matter of news whether manufacturers request it or not.

### BAKING POWDER.

| Cook's Friend— | Per doz. |
|---|---|
| Size 1, in 2 and 4 doz. boxes | $ 2 40 |
| " 10, in 4 doz. boxes | 2 10 |
| " 8, in 6 " | 80 |
| " 12, in 6 " | 70 |
| " 3, in 4 " | 45 |
| Pound tins, 3 doz. in case | 3 00 |
| 12 oz. tins, 3 " " | 2 40 |
| 5-lb. tins, 2 " " | 14 00 |

| Diamond— | W. H. GILLARD & CO. |
|---|---|
| 1 lb. tins, 2 doz. in case, per doz. | 2 00 |
| ½ lb. tins, 3 " " " | 1 25 |
| ¼ lb. tins, 4 " " " | 0 75 |

IMPERIAL BAKING POWDER.

| Cases Contain. | Sizes of Cans. | Per Doz. |
|---|---|---|
| 4 doz. | 10c. | $0 85 |
| 3 " | 6-oz. | 1 75 |
| 1 " | 12-oz. | 3 50 |
| 2 and 3 doz. | 12-oz. | 3 40 |
| 2 and 3 doz. | 16-oz. | 4 35 |
| ½ doz. | 2½-lb. | 10 50 |
| 1 doz. | 2½-lb. | 10 40 |
| ½ and 1 doz. | 5-lb | 19 50 |

MAGIC BAKING POWDER

| Cases Contain. | Sizes of Cans. | Per Doz |
|---|---|---|
| 4 doz. | 5c | $ 40 |
| 4 " | 4-oz. | 0 65 |
| 4 " | 6-oz. | 0 80 |
| 4 " | 8-oz. | 1 00 |
| 4 " | 12-oz. | 1 50 |
| 2 " | 12 oz. | 1 55 |
| 4 " | 16-oz. | 1 80 |
| 2 " | 1²-oz. | 1 85 |
| 1 " | 2½-lb. | 3 50 |
| 1 " | 5-lb. | 7 75 |
| 2 " Assd | 6-oz. | Per case. |
| 1 " Assd | 12-oz. | $1 90 |
| 1 " Assd | 16-oz. | |

JERSEY CREAM BAKING POWDER

| | |
|---|---|
| ⅛ size, 5 doz. in case | 40 |
| ¼ size, 4 doz. in case | 75 |
| ½ " 3 " " | 1 25 |
| 1 " 2 " " | 2 25 |

VIENNA BAKING POWDER.

| | Per doz. |
|---|---|
| 1 lb. tins, 4 doz. in box | $ 1 25 |
| ½ lb. tins, 4 " " | 1 25 |
| ¼ lb. tins, 4 " " | 75 |
| 3 oz. in paper, 4 doz. in box | 70 |
| 5 " " 4 " " | 35 |

### BLACKING.

SHOE POLISH.

HENRI JONAS & Co. Per gross

| | |
|---|---|
| Jonas' | $9 00 |
| Froments | 7 50 |
| Military dressing | 24 00 |

### BLUE.

| | |
|---|---|
| Keen's Oxford per lb. | $0 17 |
| In 10 box lots or case | 0 16 |
| Reckitt's Square Blue 12-lb. box | 0 17 |
| Reckitt's Square Blue, 5 box lots | 0 16 |

### BLACK LEAD.

| | |
|---|---|
| Reckitt's per box | 1 15 |
| Box contains either 1 gro., 1 oz. size; ½ gro., 2 oz. or ¼ gro. 4 oz | |

### CORN BROOMS

BOECKE BROS & COMPANY doz. net.

| | |
|---|---|
| Bamboo Handles, A, 4 strings | 4 35 |
| " " B, 4 strings | 4 10 |
| " " C, 3 strings | 3 85 |
| " " D, 3 strings | 3 60 |
| " " F, 3 strings | 3 35 |
| " " G, 3 strings | 3 10 |
| " " I, 3 strings | 2 85 |

### BISCUITS.

CARR & CO. LIMITED.
Frank Magor & Co., Agents

| | |
|---|---|
| Cafe Noir | 0 15 |
| Ensign | 0 12¾ |
| Metropolitan mixed | 0 09 |

Special price list of Fancy Tins for Xmas trade and other lines on application.

### CANNED GOODS.

MUSHROOMS.
HENRI JONAS & Co.

| | |
|---|---|
| Mushrooms, Rionel | $15 50 |
| " 1st choice Dutheil | 18 50 |
| " 1st choice Lenoir | 19 50 |
| " extra Lenoir | 24 00 |

Per case, 100 tins.

FRENCH PEAS—DELORY'S
HENRI JONAS & Co.

| | |
|---|---|
| Moyen's No 2 | $9 00 |
| " No. 1 | 10 50 |
| ½ Fins | 12 50 |
| Fins | 14 00 |
| Tres fins | 15 00 |
| Extra fins | 16 50 |
| Sur extra fins | 18 00 |

FRENCH SARDINES.

HENRI JONAS & Co.

| | |
|---|---|
| ¼ Trefavennes | $9 50 |
| ¼ Rolland | 10 00 |
| ¼ Delory | 10 50 |
| ¼ Club Alpins | 2 50 |

### CHOCOLATES & COCOAS.

THE COWAN CO. LIMITED.

| Cocoa— | |
|---|---|
| Hygienic, 1-lb. tins, per doz. | $7 25 |
| " ½-lb. tins " | 3 75 |
| " ¼-lb. tins " | 2 25 |
| " fancy tins " | 0 90 |
| Hygienic, 5-lb tins, for soda water fountains, restaurants, etc. per lb. | 0 55 |
| Perfection, ½-lb. tins, per doz. | 3 00 |
| Cocoa Essence, sweet, ½-lb. tins, per doz. | 2 25 |
| Chocolate— | per lb. |
| Queen's Dessert, ¼'s and ½'s | $0 40 |
| " 6's | 0 42 |
| Mexican Vanilla, ¼'s and ½'s | 0 35 |
| Royal Navy Rock " | 0 30 |
| Diamond " " | 0 25 |
| " 8's | 0 28 |

JOHN P. MOTT & CO.'S
R. S. McIndoe, Agent, Toronto.

| | |
|---|---|
| Mott's Broma per lb | 0 30 |
| Mott's Prepared Cocoa | 0 28 |
| Mott's Homeopathic Cocoa (¼'s) | 0 5 |
| Mott's Breakfast Cocoa (in tins) | 0 40 |
| Mott's No. 1 Chocolate | 0 30 |
| Mott's Breakfast Chocolate | 0 28 |
| Mott's Caraccas Chocolate | 0 40 |
| Mott's Diamond Chocolate | 0 23 |
| Mott's French-Can. Chocolate | 0 18 |
| Mott's Navy or Cooking Chocolate | 0 18 |
| Mott's Cocoa Nibbs | 0 35 |
| Mott's Cocoa Shells | 0 05 |
| Vanilla Sticks, per gross | 0 90 |
| Mott's Confectionery Chocolate | 0 21 |
| Mott's Sweet Chocolate Liquors | 0 19 |

| Chocolate— FRY'S. | per lb. |
|---|---|
| Caraccas, ¼'s, 6-lb. boxes | 0 42 |
| Vanilla, ¼'s | 0 42 |
| "Gold Medal" Sweet, ¼'s, 6 lb. bxs | 0 29 |
| Pure, unsweetened, ½'s, 6 lb. bxs | 0 42 |
| Fry's "Diamond," ¼'s, 14 lb. bxs | 0 24 |
| Fry's "Monogram," ⅛'s 14 lb. bxs | 0 24 |
| Cocoa— | per doz |
| Concentrated, ¼'s 1 doz. in box | 2 40 |
| " ½'s, " " | 4 50 |
| " 1 lbs. " " | 8 25 |
| Homoeopathic, ¼'s 14 lb. boxes | |
| " ½ lbs. 12 lb. boxes | |

| | |
|---|---|
| Epps's cocoa, case of 14 lbs., per lb. | 0 35 |
| Smaller quantities | 0 37½ |

CADBURY'S.

| Frank Magor & Co, Agents. | per doz |
|---|---|
| Cocoa essence, 3 oz. packages | $1 65 |
| Mexican chocolate, ¼ and ½ lb. pkgs. | 0 40 |
| Rock Chocolate, loose | 0 40 |
| " " 1-lb. tins | 0 42 |
| Nibs, 11-lb. tins | 0 35½ |

CHOCOLATE-MENIER.




Chocolate-Menier ¼ and ½s 36c per lb.
" Croquettes and Pastilles 20c. or per case of 108 $20.
Menier Breakfast Cocoa ¼-lb. tins 13c.
" " ½-lb " 25c.
" " 1-lb. " 50c.

WALTER BAKER & Co., LIMITED.

| | per lb |
|---|---|
| Premium No. 1 chocolate, 12-lb boxes | $ 38 |
| Vanilla chocolate 6-lb boxes | 47 |
| German sweet, 6-lb. boxes | 27 |
| B'kfast cocoa, ½-lb. tins, plain; 6-lb. boxes | 51 |
| Cracked cocoa, ½-lb pkgs. 12-lb. bxs. | 35 |
| Caracas sweet chocolate, 6-lb. boxes | 39 |
| Soluble chocolate (hot or cold soda) 1-lb. cans | 45 |
| Vanilla chocolate wafers, 48 to box, per box | 1 56 |

### CHEESE.

| | |
|---|---|
| Imperial—Large size jars, per doz. | $ 8 25 |
| Medium size jars | 4 50 |
| Small size jars | 2 40 |
| Individual size jars | 1 00 |
| Imperial Holder—Large size | 18 00 |
| Medium size | 15 00 |
| Small size | 12 00 |
| Roquefort—Large size, per doz. | 2 40 |
| Small size | 1 40 |

# "THE EDWARDSBURG BRANDS"

# Starch . . and Syrup

Are well known all over the Dominion as a **STANDARD OF QUALITY.** **ASSORTED STOCKS** of all styles of packages now on hand, and **PROMPT SHIPMENT** guaranteed.

## EDWARDSBURG STARCH CO'Y, Limited

**Established 1858.**

164 St. James St., MONTREAL. | Works: CARDINAL, ONT. | 53 Front St. East, TORONTO.


### COFFEE.

| JAMES TURNER & CO. | per lb. |
|---|---|
| Mecca | 0 32 |
| Damascus | 0 28 |
| Cairo | 0 20 |
| Sirdar | 0 17 |
| Old Dutch Rio | 0 12½ |
| E. D. MARCEAU, Montreal. | per lb. |
| "Old Crow" Java | 0 25 |
| " Mocha | 0 25 |
| "Condor" Java | 0 30 |
| " Mocha | 0 30 |
| 15-year-old Mandheling Java and hand-picked Mocha | 0 50 |
| 1-lb. Fancy tins choice pure coffee, 48 tins per case | 0 20 |
| Madam Huot's Coffee, 1-lb. tins | 0 31 |
| " " " 2-lb. tins | 0 30 |

100 lb. delivered in Ontario and Quebec.

### CONDENSED MILK.




Borden's Condensed Milk Co.

| | |
|---|---|
| "Eagle" Brand | $1 75 |
| "Gold Seal" Brand | 1 50 |
| "Peerless" Brand Evaporated Cream | 1 50 |

### CLOTHES PINS.

UNITED FACTORIES, LIMITED.

| | |
|---|---|
| Clothes Pins (full count), 5 gross in case, per case | 0 57 |
| 4 doz. packages 12 to a case) | 0 72 |
| 6 doz. packages (12 to a case) | 0 92 |

### COUPON BOOKS—ALLISON'S.

For sale in Canada by—The Eby, Blain Co., Limited, Toronto C. O. Beauchemin & Fils, Montreal.

$1, $2, $3, $5, $10 and $20 books.

| | Unnumbered | Covers and Coupons numbered. |
|---|---|---|
| In lots of less than 100 books, 1 kind assorted | 4c. | 4½c. |
| 100 to 500 books | 3½c. | 4c. |
| 500 to 1,000 books | 3c. | 3¼c. |

Allison's Coupon Pass Book

| | |
|---|---|
| 1 00 books | 3 cents each |
| 2 00 books | 3 cents each |
| 3 00 books | 3 cents each |
| 5 00 books | 4 cents each |
| 10 00 books | 5½ cents each |
| 15 00 books | 6½ cents each |
| 20 00 books | 7⅓ cents each |
| 25 00 books | 8 cents each |
| 50 00 books | 12 cents each |

### EXTRACTS.

HENRI JONAS & Co. Per gross.

| | |
|---|---|
| 8 oz. London Extracts | $6 00 |
| 2 oz. " " (no corksorews) | 5 50 |
| 2 oz. " " | 9 00 |
| 2 oz. Spruce essence | 6 00 |
| 2 oz. " " | 9 00 |
| 2 oz. Ancho extracts | 12 00 |
| 4 oz. " " | 21 00 |
| 1 oz. " " | 36 00 |
| 1 lb. " " | 70 00 |
| 1 oz. Flat " | 9 00 |
| 2 oz. Flat bottle extracts | 18 00 |
| 2 oz. Square " | 21 00 |
| 4 oz. " " corked) | 36 00 |
| 8 oz. " " | 72 00 |

Per doz.

| | |
|---|---|
| 8 oz. " glass stop extracts | 3 50 |
| 8 oz. " " " | 7 00 |

Per doz.

| | |
|---|---|
| 2½ oz. Round quintessence extracts | 2 00 |
| 4 oz. Jockey decanters " | 3 50 |

### FOOD.

| | Per doz. |
|---|---|
| Robinson's Patent Barley ½ lb tins | 1 25 |
| " " 1 lb. tins | 2 25 |
| " " Groats, ½ lb. tins | 1 25 |
| " " 1 lb. tins | 2 25 |

### LYE (CONCENTRATED).

GILLETT'S PERFUMED.

| | Per case. |
|---|---|
| 1 case of 4 doz | $ 3 10 |
| 3 cases " | 3 50 |
| 5 " | 3 40 |

### GINGER ALE & SODA WATER

| | per doz. |
|---|---|
| Cantrell & Cochrane's Imported Ginger Ale and Club Soda Water | $1 40 |

### JAMS AND JELLIES.

SOUTHWELL'S GOODS. Frank Magor & Co., Agents.

| | per doz |
|---|---|
| Orange Marmalade | 1 |
| Clear Jelly Marmalade | 1 80 |
| Strawberry W. F. Jam | 2 00 |
| Raspberry " " | 2 00 |
| Apricot " " | 1 75 |
| Black Curran " | 1 85 |
| Other Jams, W. F. | 1 55 1 90 |
| Red Currant Jelly | 2 75 |

Jams— T. UPTON & CO.

| | |
|---|---|
| 1-lb. glass jars 2 doz., in case, per doz | $1 00 |
| 2½-lb. tin pail, 2 doz. in crate, per lb. | 0 07 |
| 5-lb. tin pails, 8 pails in crate, per lb | 0 06½ |
| 7-lb wood pails, 6 " " " | 0 06½ |
| 14-lb. wood pails, per lb | 0 06½ |
| 30-lb " " " | 0 06¼ |

Jellies—

| | |
|---|---|
| 1-lb. glass jars, per doz. | $1 00 |
| 7-lb. wood pails, per lb. | 0 06¼ |
| 14-lb. " " " | 0 06½ |
| 30-lb. " " " | 0 06¼ |

### LICORICE.

YOUNG & SMYLIE'S LIST

| | |
|---|---|
| 5-lb. boxes, wood or paper, per lb | $0 40 |
| Fancy boxes (36 or 50 sticks) per box | 1 25 |
| "Ringed" 5 lb. boxes, per lb | 0 40 |
| "Acme" Pellets, 5 lb. cans, per can | 2 00 |
| "Acme" Pellets, fancy boxes 40) per box | 1 50 |
| Tar, Licorice and Tolu Wafers, 5 lb. cans, per can | 2 00 |
| Licorice Lozenges, 5 lb. glass jars | 1 75 |
| " " 20 5 lb. cans | 1 50 |
| "Purity" Licorice 10 sticks | 1 45 |
| " " 100 sticks | 0 13 |
| Dulce large cent sticks, 100 in box | |

### LIQUORS.

COGNAC IN CASES.
Ph. Richard.

| | |
|---|---|
| S.O. Quarts, 12's | $22 50 |
| F.C. " " | 15 00 |
| F.C. 1-15 bottles, 180's | 2 00 |
| V.S.O.P. " | 12 00 |
| V.S.O.P. pints, 24's | 13 00 |
| V.S.O.P. ½-pints, 48's | 14 00 |
| V.S.O.P. 1-15 bottles, 180's | 20 00 |
| V.S.O. quarts, 12's | 10 00 |
| V.S.O. 1-15 bottles, 180's | 18 00 |
| V.O. quarts, 12's | 8 50 |
| V.O. pints, 24's | 9 50 |
| V.O. ½-pints, 48's | 10 50 |
| V.O. 1-15 bottles, 180's | 14 00 |
| V.O. decanters, 12's | 10 50 |
| V.O. " pints, 20's | 13 00 |
| V.O. flasks, Imp. pint, with thumblers | 9 75 |
| V.O. " Reputed " " 24's | 10 50 |
| V.O. " " no " 24's | 9 50 |

Chas. Couturier.

| | |
|---|---|
| Quarts, 12's | 7 00 |
| ½ bottles, 24's | 8 00 |
| ¼ " 48's | 9 00 |
| 1-15 bottles, 180's | 13 50 |
| Flasks, 24's | 8 00 |
| ½ Flasks, 48's | 9 00 |
| Flasks, Imperial pints, Copsule, 16's | 8 00 |

F. Marion & Cie.

| | |
|---|---|
| Quarts, 12's | 6 00 |
| ½ bottles, 24's | 7 00 |
| ¼ " 48's | 8 00 |
| Flasks, reput d 24's | 7 00 |
| Flasks, ½-pints, 48's | 8 00 |
| 1-15 bottles, 180's | 12 50 |
| Flasks, Imp. pints with thumblers, 16's | 8 00 |

C. gnac In Wood.
Ph. Richard.

| | Gals. | Oct's. | Oct's. | Bbls. | Hhds. |
|---|---|---|---|---|---|
| Couturier | $4 00 | $3 95 | $3 85 | $3 80 | .... |
| Marion | 3 75 | 3 60 | 3 50 | 3 40 | .... |
| Ph Richard V.S.O.P | 5 50 | 5 35 | 5 25 | 5 00 | .... |
| Richard V.O. proof | 4 25 | 4 10 | 4 00 | 3 90 | 3 80 |
| Richard 5 up. proof V. O. | 4 00 | 3 80 | 3 70 | 3 50 | 3 40 |
| Richard Fine champagne | 6 00 | 5 90 | .... | .... | .... |

Gin—Pollen & Zoon, in Cases.

| | |
|---|---|
| Red, 15's | $10 00 |
| Green, 12's | 5 00 |
| Poney, 12's | 2 50 |

Gin Pollen & Zoon, in Wood.

| | Gals. | Oct's. | Oct's. | Bbls. | Hhds. |
|---|---|---|---|---|---|
| Gin, P. & Z. | $3 15 | $3 05 | $3 05 | $3 00 | $2 95 |

Mitchell Bros. Limited - Scotch.

| | 1 case. | 5 cases. |
|---|---|---|
| Heather Dew, ordinary qts. 12's | $ 7 00 | $ 6 75 |
| Heather Dew, stone jars, Imperial, 12's | 12 50 | 12 25 |
| Heather Dew, oval flasks, quart, 12's | 11 25 | 11 00 |
| Special Reserve, oval, pts. 24s. | 11 75 | 11 50 |
| " " ordinary qts., 12's | 9 00 | 8 75 |
| Special Reserve, ½ bottles, pints, 24s | 10 00 | 9 75 |
| Extra Special Liqueur, flagon, 12's | 9 50 | 9 25 |
| Extra Special Liqueur, ordinary bottles, 12's | 9 50 | 9 25 |
| Heather Dew, flasks, 48's | 12 00 | 11 75 |
| " " ½ flasks, 60's | 9 00 | 8 75 |
| Mullmore, Imperial oval quart flasks, 12's | 10 00 | 9 75 |
| Mullmore, flasks, Imperial pints, 24's | 10 50 | 10 25 |
| Mullmore, flasks, ordinary pints, 24's | 7 75 | 7 50 |
| Mullmore, ½ flasks, ordinary, 48's | 9 00 | 8 75 |
| Mullmore, ordinary quarts, 12's | 6 50 | 6 25 |
| Mullmore, ordinary pints 24's | 7 50 | 7 25 |

### Scotch Whiskey in Wood.

| | Gals. | ½ Oct's. 9 gals. | Oct's. 17 gals. | Bbls 40 gals. |
|---|---|---|---|---|
| Special Reserve | $4 50 | $4 25 | $4 15 | $3 90 |
| Heather Dew "A" | 4 00 | 3 85 | 3 75 | 3 65 |
| Extra Special Liqueur | 5 00 | 4 90 | 4 80 | 4 75 |
| Old Scotch | 3 45 | 3 70 | 3 65 | 3 50 |

### Whiskey in Cases.

Mitchell Bros., Limited—Irish

| | |
|---|---|
| Cruisk en Lawn, stone jar, 12's | $12 50 |
| Old Irish, flasks, Imp. quarts, 12's | 11 25 |
| " Special, quarts, 12's | 9 00 |
| " " Imp. pints, 24's | 1 75 |
| " round bottles, quarts, 12's | 6 50 |
| " round ½-bottles, pints, 24's | 8 00 |
| " 10-o flasks, 48's | 12 00 |
| " 5-oz. flasks, 60's | 9 00 |

### Irish Whiskey in Wood.

| | Gal. | ½-Oct. | Oct. | Bbl |
|---|---|---|---|---|
| Mitchell, "Special Old" | $4 50 | $4 40 | $4 25 | $4 10 |
| Mitchell, "Old" | 4 00 | 3 90 | 3 75 | 3 65 |
| " "B" | 3 50 | 3 40 | 3 30 | 3 25 |
| " "C" | 3 00 | 2 | 2 80 | 2 75 |

### Champagne Wine in Cases.

| | |
|---|---|
| Duc de Pierland, quarts, 12's | $11 00 |
| " " pints, 24's | 5 00 |
| Cardinal, quarts, 12's | 12 50 |
| " pints, 24's | 13 50 |
| Vve. Amiot Carte d'Or, quarts, 12's | 16 00 |
| " " pints, 24's | 17 00 |
| " " d'Argent, quarts, 12's | 10 50 |
| " " pints, 24's | 11 50 |

### Blandy Bros. Wine.

Blandy's Madeira Wine, in cases.

| | |
|---|---|
| Very Superior, quarts, 12's | 8 50 |
| Special Selected, quarts, 12's | 10 00 |
| London Particular, quarts, 12's | 13 00 |

Blandy's Malaga, in cases.

| | |
|---|---|
| Pale Sweet Blue Label, quarts, 12's | 7 50 |
| " White Label, quarts, 12's | 10 00 |

Blandy's Sherry, in cases.

| | |
|---|---|
| Manzanilla, quarts, 12's | 8 50 |
| Morosa, quarts, 12's | 11 00 |

Blandy's Port Wine, in cases.

| | |
|---|---|
| Good Fruity, quarts, 12's | 7 50 |
| Invalid Special, quarts, 12's | 12 00 |

Blandy Bros'. Wine in Wood.

| | Gal. | Octave. |
|---|---|---|
| Madere, No. ½ | $3 50 | $3 00 |
| " No. ¼ | 4 50 | 4 00 |
| Malaga Pale Sweet | 3 00 | 2 75 |

### Canadian Whiskies.

| | In barrels. per gal. |
|---|---|
| Gooderham & Worts, 65 O.P. | $ 4 50 |
| Hiram Walker & Sons " | 4 50 |
| J. P. Wiser & Son " | 4 49 |
| J. E. Seagram " | 4 49 |
| H. Corby " | 4 49 |
| Gooderham & Worts, 50 O.P. | 4 10 |
| Hiram Walker & Sons " | 4 10 |
| J. P. Wiser & Son " | 4 09 |
| J. E. Seagram " | 4 09 |
| H. Corby " | 4 09 |
| Rye, Gooderham & Worts | 2 20 |
| " Hiram Walker & Sons | 2 20 |
| " J. P. Wiser & Son | 2 19 |
| " J. E. Seagram | 2 19 |
| " H. Corby | 2 19 |
| Imperial, Walker & Sons | 2 90 |
| Canadian Club, Walker & Sons | 3 60 |

| | Less than one bbl. per gallon. |
|---|---|
| 65 O. P. | $4 55 |
| 50 O. P | 4 15 |
| Rye | 2 25 |

## MINCE MEAT.

| | |
|---|---|
| Wethey's Condensed, per gross net | $12 00 |
| " per case of doz. net | 3 00 |

## MUSTARD.

COLMAN'S OR KEEN'S.

| | |
|---|---|
| D. S. F., ¼ lb. tins, per doz. | $1 40 |
| " ½ lb. tins, " | 2 50 |
| " 1 lb. tins, " | 5 00 |
| Durham 4 lb. jar, per jar | 0 75 |
| " 1 lb. " " | 0 25 |
| F. D., ¼ lb. tins, per doz. | 0 85 |
| " ½ lb. tins | 1 45 |

HENRI JONAS & Co.

| | Per gross |
|---|---|
| Pony size | $7 50 |
| Imperial, medium | 9 00 |
| Imperial, large | 12 00 |
| Tumblers | 12 00 |

| | Per gross |
|---|---|
| Mugs | 13 20 |
| Pint jars | 18 00 |
| Quart jars | 4 00 |

E. D. MARCEAU Montreal.

"Condor," 12-lb. boxes—

| | | |
|---|---|---|
| ¼-lb. tins | per lb. | 0 35 |
| ½-lb. tins | " | 0 33 |
| 1-lb. tins | " | 0 32½ |
| 4-lb. jars | per jar | 1 20 |
| 1-lb. jars | " | 0 35 |

"Old Crow," 12-lb. boxes—

| | | |
|---|---|---|
| ¼-lb. tins | per lb. | 0 25 |
| ½-lb. tins | " | 0 23 |
| 1-lb. tins | " | 0 22½ |
| 4-lb. jars | per jar | 0 70 |
| 1-lb. jars | " | 0 25 |

## OLIVE OIL

| | per case |
|---|---|
| Barton & Guestier's quarts | $8 00 |
| " " pints | 9 00 |

## ORANGE MARMALADE.

T. UPTON & CO.

| | |
|---|---|
| 1-lb. glass. | 2 doz. case, per doz. $1 00 |
| 7-lb. pails and tins | 5 and 7 lb. tins 0 06½ |

## PICKLES.

STEPHENS'.

A. P. Tippet & Co., Agents.

| | |
|---|---|
| Patent stoppers (pints) | per doz. 2 35 |
| Corked (pints), | " 1 80 |

## SODA.—COW BRAND.




Case of 1 lbr. containing 60 pkgs. per box, $3.00

Case of ½ lbs. (containing 120 pkgs. per box, $3.00.

Case of lbs. and ½ lbs. (containing 30 1 lbs. and 60 ½ lb. packages) per box $3.00.

Case of 5c. pkgs (containing 96 pkgs) per box, $3.00.




EMPIRE BRAND.

Brunner, Mond & Co.

Case 120 ½-lb. pkts. (60 lb.) per case $2 70.

Case 96 10-oz. pkts. (60 lb.) per case $2.80.

## SOAP




A. P. TIPPET & CO., AGENTS

Maypole Soap, colors per grs. $10.20.

Maypole Soap, black per grs. $15.30

Oriole Soap, per gross, $10.20.

| | |
|---|---|
| Gloriola Soap, per gross | 12 00 |
| Straw Hat Polish, per gross | 10 20 |

## STARCH.

EDWARDSBURG STARCH CO., LTD.

| Laundry Starches— | per lb. |
|---|---|
| No. 1 White or Blue, 4-lb carton | 0 06½ |
| No. 1 " " 3-lb. " | 0 06½ |
| Canada Laundry | 0 05½ |
| Silver Gloss, 6-lb. draw-lid boxes | 0 08 |
| Silver Gloss, 6-lb. tin canisters | 0 08 |
| Edwards'g Silver Gloss, 1-lb. pkg. | 0 06 |
| Kegs Silver Gloss, large crystal | 0 07 |
| Benson's Satin, 1-lb. cartons | 0 08½ |
| No. 1 White, bbls. and kegs | 0 05¾ |
| Benson's Enamel, per box, $1 50 to | 3 00 |

| Culinary Starch— | |
|---|---|
| Benson & Co.'s Prep. Corn | 0 07½ |
| Canada Pure Corn | 0 05¾ |

| Rice Starch— | |
|---|---|
| Edwardsburg No. 1 white, 1-lb. car | 0 10 |
| Edwardsburg No. 1 White or Blue, 4-lb. lumps | 0 08½ |

BEE STARCH.

| | |
|---|---|
| Cases, 64 pkgs. 48's | $5.00 |
| ¼ Cases, 32 pkgs. 24's | 2.50 |

Packages 10c. each.

BRANTFORD STARCH WORKS, LIMITED.

Ontario and Quebec.

| Laundry Starches— | |
|---|---|
| Canada Laundry, boxes of 40 lbs. | $0 05½ |
| Acme Gloss Starch— | |
| 1-lb. cartons, boxes of 40 lbs. | 0 06 |
| Finest Quality White Laundry— | |
| 3-lb. Canisters, cases of 48 lbs. | 0 06½ |
| 4-lb. " " " | 0 06¾ |
| Barrels, 200 lbs. | 0 05¾ |
| Kegs, 100 lbs. | 0 05¾ |
| Lily White Gloss— | |
| 1-lb. fancy cartons cases 30 lbs. | 0 08 |
| 6-lb. toy trunks, 8 in case | 0 08 |
| 6-lb. enameled tin canisters, 8 in case | 0 08 |
| Kegs, ex. crystals, 100 lbs | 0 07 |
| Brantford Gloss— | |
| 1-lb. fancy boxes, cases 36 lbs. | 0 08½ |
| Canadian Electric Starch— | |
| Boxes of 40 fancy pkgs, per case | 3 00 |
| Celluloid Starch— | |
| Boxes of 45 cartons, per case | 3 60 |

Culinary Starches—

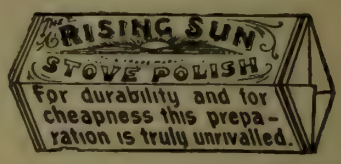
| | |
|---|---|
| Challenge Prepared Corn—1-lb. packages, boxes 40 lbs. | 0 05¾ |
| No. 1 Brantford Prepared Corn—1-lb. packages, boxes 40 lbs. | 0 07¼ |
| Crystal Maize Corn Starch—1-lb. packages, boxes 40 lbs. | 0 07¼ |

## STOVE POLISH




No. 4—3 dozen in case, per gross 4 80

" 6—3 dozen in case, " " 8 40




| | Per gross |
|---|---|
| Rising Sun 6-oz. cakes, ½-gross bxs | 50 |
| Rising Sun, 3-oz. cakes, gross boxes | 4 50 |
| Sun Paste 10c. size, ½ gross boxes | 10 00 |
| Sun Paste, 5c. size, ¼ gross boxes | 5 00 |

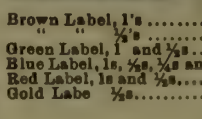



## TEAS.




SALADA CEYLON.

| | Wholesale | Retail |
|---|---|---|
| Brown Label, 1's | 0 20 | 0 25 |
| " " ½'s | 0 21 | 0 26 |
| Green Label, 1 and ½s | 0 22 | 0 30 |
| Blue Label, 1s, ½s, ¼s and ⅛s | 0 30 | 0 40 |
| Red Label, 1s and ½s | 0 36 | 0 50 |
| Gold Labe ½s | 0 44 | 0 60 |




Ceylon Tea, in 1 and ½ lb. lead packages black or mixed.

| | |
|---|---|
| Black Label, 1-lb., retail at 25c | 0 19 |
| " " ½-lb., " " " | 0 20 |
| Blue Label, retail at 30c | 0 22 |
| Green Label " 40c | 0 28 |
| Red Label " 50c | 0 35 |
| Orange Label, retail at 60c | 0 42 |
| Gold Lab " 80c | 0 55 |




| | | |
|---|---|---|
| Cases each | 60 ½-lbs. | 0 35 |
| " " | 30 1-lbs. | 0 35 |
| | 120 ½-lbs | 0 36 |




LUDELLA CEYLON, 1's AND ½'s PKGS.

| | | |
|---|---|---|
| Blue Label, 1's | 0 18½ | 0 25 |
| Blue Label, ½'s | 0 19 | 0 25 |
| Orange Label, 1's and ½'s | 0 21 | 0 30 |
| Brown Label, 1's and ½'s | 0 28 | 0 40 |
| Brown Label, ¼'s | 0 30 | 0 40 |
| Green Label, 1's and ½'s | 0 35 | 0 50 |
| Red Label, ½'s | 0 40 | 0 60 |

CROWN BRAND

| | Wholesale | Retail |
|---|---|---|
| Red Label, 1-lb. and ½'s | 0 35 | 0 50 |
| Blue Label, 1-lb. and ½'s | 0 28 | 0 40 |
| Green Label, 1-lb. | 0 19 | 0 55 |
| Green Label, ½'s | 0 20 | 0 25 |
| Japan, 1s | 0 19 | 0 25 |

E. D. MARCEAU, Montreal.

| | |
|---|---|
| Japan Teas— | |
| "Condor" I 40 lb. boxes | 0 37½ |
| EMD AAA 40-lb. boxes | 0 37½ |
| "Condor" II 40-lb boxes | 0 36 |
| " II 80-lb. " | 0 35 |
| " III 80-lb. " | 0 32½ |
| " IV 80-lb. " | 0 30 |
| " V 80-lb " | 0 2½ |
| " XXXX 80-lb. boxes | 0 2½ |
| " XXXX 30 lb. " | 0 25 |
| " XXX 80-lb " | 0 20 |
| " XXX 30-lb. " | 0 22½ |
| " XX | 0 19 |
| " LX lead packets | |
| " Assorted cases (1 and ½ lb.) to retail at 40 | 0 2½ |
| " L lead packets | |
| " Assorted cases (1 and ½ lb.) to retail at 25c | 0 19½ |
| Black Teas—"Nectar," in lead packets— | |
| Green label retails 0 26 at | 0 50 |
| Chocolate label " 0 35 " | 0 25 |
| Blue label " 0 50 " | 0 36 |
| Maroon label " 0 60 " | 0 45 |
| Fancy tins—Chocolate, 1-b. | 0 3½ |
| " " —Blue, 1-b. | 0 42½ |
| " " —Maroo., ½ lb. | 0 50 |
| " " —Maroon, -lb. | 1 50 |
| Black Teas—"Old Crow" Blend— | |
| Bronzed tins of 10, 25, 50 and 80 lb. | |
| No. 1 per lb. | 0 25 |
| No. 2 " | 0 30 |
| No. 3 " | 0 25 |
| No. 4 " | 0 20 |
| No. 5 " | 0 17½ |

LIPTON'S TEA (in packages).

| | Price per lb |
|---|---|
| No. 1, cases 50 lb., (50 ½-lb. pkgs. / 25 1-lb. pkgs | $0 35 / 34 |
| No. 1, cases 50 lb., in 5-lb. tins | 35 |
| No. 2, cases 50 lb., (50 ½-lb. pkgs. / 25 1-lb. pkgs | 29 / 28 |
| No. 2, cases 50 lb., in 5-lb. tins | 29 |
| No. 3, cases 50 lb., (50 ½-lb. pkgs / 25 1-lb. pkgs | 23 / 22 |
| No. 3, cases 50 lb., in 5-lb. tins | 23 |
| Green Ceylon, No. 1, (50 ½-lb. pkgs / 25 1-lb. pkgs | 35 / 34 |
| Green Ceylon, No. 2, (50 ½-lb. pkgs / 25 1-lb. pkgs | 29 / 28 |

## TOBACCO

THE EMPIRE TOBACCO CO., LIMITED.

| | |
|---|---|
| Smoking—Empire, 3½s, 5s and 10s | 0 39 |
| Royal Oak, 2 x 3, So ace, 8s | 0 52 |
| Something Good, 7s | 0 48 |
| Ch wing—Bobs, 5s and 10s | 0 36 |
| Currency, 13⅓ oz. bars, spaced 9s | 0 39 |
| Currency, 6s and 10 | 0 39 |
| Old Fox, narrow 10s | 0 39 |
| Snowshoe, 1-lb. bars, spaced 6s | 0 43 |
| Pay Roll, 6s | 0 44 |

## VINEGARS.

E. D. MARCEAU, Montreal.

| | Per gal. |
|---|---|
| EMD. pure distilled, highest quality | 0 30 |
| Condor, pure distilled | 0 25 |
| Old Crow | 0 20 |
| Special prices to buyers of large quantities. | |

MICHEL LEFEBVRE.

| | |
|---|---|
| Bull Dog, quadruple strength, regist'd | 0 55 |
| Lion "L" brand, registered | 0 38 |
| Imperial, triple strength, registered | 0 33 |
| Cote D'Or, extra super, registered | 0 30 |
| " household vinegar, registered | 0 28 |
| Crystal Pickling, extra | 0 28 |
| " " ordinary | 0 23 |
| White Wine, XXX | 0 25 |
| " " XX | 0 20 |
| " " X | 0 17 |
| Cider, XXX | 0 27 |
| " XX | 0 [illegible] |
| " X | 0 [illegible] |
| Pure English Malt, triple strength | 0 45 |
| " " double strength | 0 35 |
| " " single strength | 0 25 |
| Distilled white malt vinegar | 0 |

JOHN HOPE & CO., MONTREAL.

| | |
|---|---|
| Sir Robert Burnett & Co.'s English Malt Vinegar | 0 60 |

## WOODENWARE

UNITED FACTORIES, LIMITED.

| | |
|---|---|
| Washboards, Leader Globe | 1 50 |
| " Improved Globe | 1 60 |
| " Standard Globe | 1 80 |
| " Solid Back Globe | 1 95 |
| " Jubilee (perforated) | 1 95 |
| " Crown | 1 35 |

| | Per doz. |
|---|---|
| No. 1 2-hoop pails | 1 55 |
| " 1 3 " " | 1 70 |
| " 0 Tubs | 8 50 |
| " 1 " | 7 00 |
| " 2 " | 6 00 |
| " 3 " | 5 25 |

## YEAST.

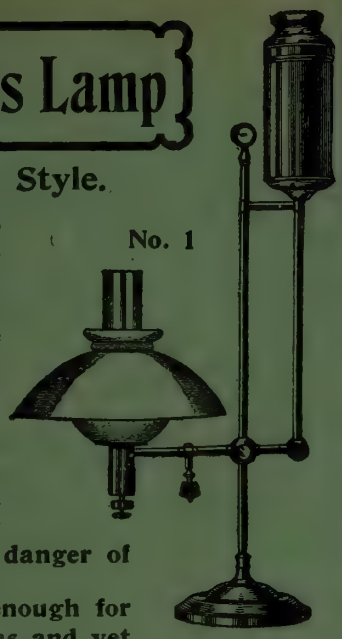
| | |
|---|---|
| Royal yeast, 3 doz. 5c cakes in case | 1 00 |
| Gillett's Cream yeast, 3 doz | 1 00 |
| Jersey Cream yeast cake, 3 doz. 5c | 1 00 |
| Victoria " " 3 do. 5c | 1 00 |
| " " " 3 doz. 10c | 1 80 |

NIXEY'S REFINED BLACK LEAD

BY APPOINTMENT TO H. M. the KING OF THE BRITISH EMPIRE

## The Auer Gas Lamp

**Money-Back Style.**



No. 1

THIS style is particularly suited for a reading light—the shades prevent the light from tiring the eyes and the burner can be raised just the same as any other students lamp.

IT can be carried around the house with perfect safety and as the base is heavily weighted there is no danger of its up-setting.

THE light is soft enough for the most sensitive eyes and yet strong enough for the finest print.

OUR CATALOG SHOWS ALL OF OUR DIFFERENT STYLES.—WRITE FOR IT AND OUR DISCOUNTS.

**Your Money Refunded if you are not Satisfied.**

AUER LIGHT CO., 1682 Notre Dame Street, NONTREAL.

You can't do better than give you customers the best. That means more sales and a good profit for you when that best is

## "Empire" Soda

BEST FOR BAKING.

Manufactured by

**BRUNNER, MOND & CO.,** NORTHWICH, ENG.

SOLE AGENTS FOR CANADA,

**WINN & HOLLAND,** MONTREAL, QUE.

**ADVERTISING in WESTERN CANADA**

will be Carefully, Efficiently, and Promptly attended to by

**The Roberts Advertising Agency,**
WINNIPEG, CANADA

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Limited

"Gleaner" Office, . . .KINGSTON, JA.

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Stops the fly in his mad career. Also catches the filthy load he is carrying, thus preventing the danger of contagion.

Long Lasting. A Cash Asset.
Order from Jobber.

**The O. & W. Thum Co., Mfrs.**

Grand Rapids, Mich, U.S A.

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of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

Write us, giving us particulars of what you want and where you want it from, and we will quote you prices by return.

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**CANADIAN PRESS CLIPPING BUREAU,**

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Telephone Main 1255.

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**Is Honest Goods and just the Thing on Which to Make or Extend a Business.**

McLAREN'S
**COOK'S FRIEND**
BAKING POWDER.

**The Best Grocers make a point of Keeping it always in Stock.**

# Crockery and Glassware

Do you need anything in this line?

**We have it**

And if you will write your wants to our MAIL ORDER DEPARTMENT your requirements will be satisfactorily filled.

We are always glad to answer enquiries concerning any of our goods and will be pleased to give you price on any lines you mention.

## GOWANS, KENT & CO.

Wholesale

Crockery and Glassware
China and Lamp Goods

Manufacturers of Lamps and Rich Cut Glass.

Decorators of Earthenware, China and Glass.

TORONTO and WINNIPEG.

# WETHEY'S CONDENSED MINCE MEAT

exactly meets the requirements of the lady who is desirous of making a really excellent Mince pie. Wonderful how well it sells, even during the warm weather. A good thing is wanted all the time.

Manufactured by . . .

**J. H. WETHEY,** LIMITED,

ST. CATHARINES, ONT.

# Crosse & Blackwell, Limited

*Pickles, Sauces, Jams and Preserved Provisions.*

**C. E. COLSON & SON,** MONTREAL.

CHAS. P. CLARK, President. JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

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**OAKEY'S** The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

**JOHN OAKEY & SONS, LIMITED**

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL

VOL. XVI MONTREAL AND TORONTO, AUGUST 15, 1902 NO. 33

PUBLISHED EVERY FRIDAY

THE CANADIAN GROCER AND GENERAL STOREKEEPER

CIRCULATES IN EVERY PROVINCE

COLMAN'S MUSTARD

BEST ON EARTH



Now for Pickles.

Time is near at hand when your customers will be making pickles, sauces, etc. You will be asked to send the best vinegar you have for the purpose (and remember it is a particular business this making of pickles—that is good pickles) and vinegar has a lot to do with the result.

Do you handle Imperial White Wine ?

The vinegar that is used exclusively by the majority of Canada's foremost pickle and sauce manufacturers. "Imperial" has been proven to be nearer the standard of absolute reliability than any other vinegar used. No experiment—no doubt—but perfect safety with "Imperial."



Price, just that of the ordinary standard article. Order from your wholesale grocer, and take none but "IMPERIAL."

If your customers desire a really fine, pure Table Salt, give them

# Rice's Pure SALT.

It gives Universal Satisfaction.

R. & J. RANSFORD,
Established 1866
Clinton, Ont.




## LICORICE . . .

We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, plain and corrugated; Acme Licorice Pellets; Y. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLIABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and Golf-Sticks, 100 to box; Blow Pipes, 200 and 300 to box; Manhattan Wafers, 2½-lb. boxes; Curved Stem Pipes, 200 to box. Write for illustrated catalogue.

YOUNG & SMYLIE
Established 1845. BROOKLYN, N.Y.

Our

# CANS CANS CANS

CAN not be surpassed in point of

Workmanship, Material, Quality.

We are the largest manufacturers in Canada of Key-Opening Fruit Cans, Vegetable Cans, Meat Cans, Spice Cans, Syrup Cans. What are your requirements? Write for quotations to

THE ACME CAN WORKS,
Office and Factory:
Ontario St. and Jeanne D'Arc Ave., - MONTREAL.
JAS. B. CAMPBELL. WILLIAM PRATT.

## TO LIVE GROCERS ONLY

We are putting up and are having a LARGE SALE on our famous . . . .



# "VICTORIA CROSS" CEYLON TEA

BLACK and MIXED.

Every package guaranteed finest grade grown. 25-40-50 cents per lb., in Handsome Lead Packages.

Write us for Samples and Prices.

J. F. SMYTH & CO.
Tea Packers. WINDSOR, ONT.

# A Smiling Face.



A contented customer is a good advertisement—one of the best you can have. You can't have contented customers with smiling faces if you sell goods of inferior quality, because poor quality is remembered long after low price is forgotten. "A Smiling Face" is worth dollars and cents to you. Keep your customers contented and happy ***Sell them quality that you know is right.***

---

## Codou's Macaroni.

Made always from Russian Wheat, and that is one reason why it is so delicate, tender and white. Tough Macaroni won't win the smiling face and satisfaction—***Codou's Macaroni wins both.***

---

## Cox's Gelatine.

Free from adulteration—it is absolutely clean. The standard of highest quality the world over. For the holiday cooking it will be in great demand as usual. Proved "best" by the test of a half century and more. Sell it and you sell satisfaction. You win "A Smiling Face" with Cox's Gelatine.

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*Sold by Leading Wholesalers Everywhere.*

ARTHUR P. TIPPET & CO., AGENTS,

8 Place Royale, Montreal. 23 Scott Street, Toronto.

FRASER GROWS RUIT

WRITE OR WIRE

J. D. FRASER

Leamington,

for Early Tomatoes, Cucumbers, Muskmelons, PEACHES and Watermelons by the car load.

FLOUR

MAGOR'S DELICIOUS PATENT FLOUR.

The Purest Flour Made—makes Delicious Bread, Cakes and Pastry.

Prices For Cash Unequalled.

JOHN MAGOR & CO., MONTREAL

"ACME"

TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50 lb. box.

TORONTO SALT WORKS, Toronto, Ont.

Agents for the Canadian Salt Co., Windsor, Ont.

Quality in Wrapping Papers

SAVES TIME AND MONEY.

When you send a parcel out you want to be assured that it is well done up.

Both our Brown and Manilla papers are strong, durable and full weight.

CANADA PAPER CO., Limited

TORONTO and MONTREAL.

BASKETS

We make them in all shapes and sizes. We have

*Grain and Root Baskets,*
*Satchel Lunch Baskets*
*Clothes Baskets,*
*Butcher Baskets,*

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.

Oakville, Ont.



Downweight is a Thief

Stealing Your Profits Every Time You Use Your Scales. . . .

The Toledo Springless, Automatic, Computing Scale, "The Scale with Brains," is the only scale in the world that positively stops the giving of DOWNWEIGHT. It is the only Automatic Computing Scale in the world without springs. No hand operation in weighing; no prices to set; no levers to move; no weights to lift; no poises to shift; you simply place the article to be weighed on the scale, and the scale instantly and automatically shows in plain figures:

1. The weight of the article in pounds and ounces.
2. The price per pound.
3. The total value of the article in dollar and cents.

It is a mechanical wonder, marvelous in its Simplicity, Sensitiveness, Accuracy and Rapidity of Operation. Made in many styles and sizes for all kinds of stores. Write to-day for illustrated catalogue.

Toledo Computing Scale Co.

DEAN & McLEOD,

Canadian Agents, HAMILTON, ONT.




The warm weather quickly tires.

Don't it make you think of HIRES'!

Beware of cheap imitations which are offered every season to the trade.

HIRES' ROOT BEER

was the first on the market; holds first place to-day and has never yet been equalled for quality.

Price, in lots of one gross and over - - - - per gross $20.40
Price, in 5-gross lots and over - - - - - - " $19.40
Freight Prepaid on Two Gross and Upwards.

SEND YOUR ORDER TO.... W. P. DOWNEY, Sole Canadian Agent,

20 and 22 St. Peter Street, - MONTREAL.

Handbills, Showcards, etc., on receipt of Business Card

John MacKay, Bowmanville, . . . . Ont.

Manufacturer of Established 1854.

POT AND PEARL BARLEY, SPLIT PEAS, AND CHOP FEED

Send for Prices or Samples. Prompt Business. IN CAR LOTS.

OLIVE OIL

"Doublement Clarifiee"

Bottled by—

B. Fouga, Bordeaux.

Quarts, Pints, Half-Pints now in store.

WARREN BROS. & CO.

TORONTO.

Try the "Imperial" Brand

—OF—

Peaches, Pears, Apples, Corn, Tomatoes, etc.

They are packed from the choicest fruits and vegetables.

Packed by

The IMPERIAL CANNING CO.

KINGSVILLE, ONT.

Perkins, Ince & Co.

Wholesale Grocers

FRONT STREET EAST,

Toronto.




For Sale Everywhere.

—:o:—

ASK FOR

MOTT'S.

## A Complete Line

I send you a complete line of my cigars—a thousand or more, including one or two hundred each of my famous "Pharaoh" 10-cent and "Pebble" 5-cent Cigars. I pay the expense of getting them to you and agree to take all of them or any part of them back at any time and to refund you your money. This is my famous trial offer and I can afford to make it because every grocer who has once bought my cigars continues to buy of me and to increase the size of his orders. Send at once, I take all the risk.

**J. BRUCE PAYNE,**
Cigar Mnfr.,
GRANBY, QUE.

## "STERLING" BRAND

—means sterling worth when seen on our goods.

**—Lime Fruit Juice**
**—Lime Juice Cordial**
**—Raspberry Vinegar**

Thoroughly hygienic and refreshing drinks, made by best methods.

These drinks are fit for the highest-class trade.

**—Ask your grocer for quotations,**
**—or write us direct.**

**T. A. LYTLE & CO.**
**124-128 Richmond St., West, TORONTO.**

## A Steady Rise

## MOLINA BREAKFAST FOOD

has grown in popular favor steadily. It is not a sky-rocket—a brilliant flash and then ashes. Every year has shown a marked but material increase as its general merits become more widely known. When it makes friends it keeps them. It is a natural and wholesome food of Wheat sterilized and kiln-dried, but not predigested.

Grocers, your customers will appreciate

## MOLINA BREAKFAST FOOD.

The Breakfast Food that "has a flavor like popcorn."

**THE TILLSON CO., Limited, Tillsonburg, Ont.**

YOU HAVE

# TWO commendable AIMS

in the conducting of your business—

One is: To please your customers;
The other is: To conduct a profitable trade.

# JAPAN TEA

is of such excellent quality that it ALWAYS PLEASES and proves itself a PROFITABLE article to sell.

*"Best in the World."*

**HILL, EVANS & CO'S (WORCESTER, ENG.)**

PURE ENGLISH

**MALT VINEGAR**

Delicate in Flavor and Aroma.
Splendid keeping properties.

**ROBERT WATERS' QUININE WINE**

Quinine in a palatable form—50 years' reputation.

Export Agents:
Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

# PRINGLE MACAROONS

A new Biscuit, very tasty.
Not a high-priced one either.

**The Canada Biscuit Co., LIMITED,**

**KING and BATHURST STS., TORONTO.**




# IMPERIAL MAPLE SYRUP

The Standard from Ocean to Ocean.

**Merit Acknowledged**
**Superiority Admitted.**

## YOUR MONEY BACK

IF NOT SATISFACTORY.

ROSE & LAFLAMME, Agents
**Montreal.**

# IVORY GLOSS STARCH

is the kind that never fails to please. It is due to this fact that the demand for it is continually on the increase. Every progressive dealer is glad to handle

# IVORY GLOSS STARCH

Manufactured by
**THE ST. LAWRENCE STARCH CO.,**
LIMITED
**PORT CREDIT, ONT.**

## WHITTEMORE'S POLISHES.

THE WORLD'S STANDARD.

THE OLDEST AND LARGEST MANUFACTURERS OF SHOE POLISHES IN THE WORLD.




## "GILT EDGE"

The only Ladies' Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful finish. Once tried always used.

**LARGEST QUANTITY, FINEST QUALITY.**
**For Sale by all Wholesale Grocers.**

# MOLASSES

When ready to buy don't forget to ask us for our quotations on a carload delivered at your station ; you will be glad you did so.

**The Dominion Molasses Co.,**
Limited
**Halifax - Nova Scotia.**

# Our Travellers



will be right glad to see you again next week—or shortly after—and a good order from you will cap their satisfaction. We hope you will have it for them.

At the same time, you have done nobly by us during the past two weeks. Our Mail Order department has been working full time, and we have had real pleasure in the quick execution of your valued commands.

**WE HAVE LOOKED UP** some splendid values for you during the time our travellers have been holidaying—values in Teas—values in Canned Goods—in fact, our stock is in exceptional shape to give you good goods at the right prices.

## W. H. GILLARD & CO.

**Wholesale Grocers,**
**Tea and Coffee Importers.**

HAMILTON.




## The Australasian Grocer

The Organ of the Grocery, Provision and kindred Trades of the Antipodes.

**Subscription $2.50 per Ann.**

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A handsome Diary is presented free to annual subscribers.

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*Specimen Copies Free on Application.*

## MAGIC




TRADE MARK

## SODA

OR SALERATUS IS THE BEST.

E. W. GILLETT COMPANY LIMITED
TORONTO, ONT.

# CANADIAN FLOUR IS THE BEST.*

## AS DEMONSTRATED BY ANALYSIS.

TOWARDS the end of the 18th century not a few of the pioneers of agricultural progress recognized in education and experiment the most important agencies for future advance, and as early as 1800 the second President of the English Board of Agriculture strongly urged the establishment of an experimental farm with an annual subsidy of $2,500. Even Columella, a Roman writer, complained that every art was taught methodically, whilst that of husbandry was neglected. And so, to this day, the same complaint may, with some degree of truth, be made.

### HUSBANDRY IN THE SCHOOLS

Husbandry should form a more leading part of our education at public schools. In 1790 the first chair of agriculture and rural economy was founded in the University of Edinburgh, and endowed by the Government with $750 a year. For more than a hundred years it has exercised an unobtrusive but stimulating influence on the farming practice of the whole of Britain. As the end of the 18th century witnessed the formal initiation of education in agriculture, so it was also this period that gave birth to the scientific literature on the subject. While prior to this FitzHerbert, Tusser, Markham, Blith, Weston, Tull, Hartlib, and others, had described the agricultural conditions in Great Britain and other countries, it was reserved for Lord Dundonald (an ancestor of the new General Officer Commanding the Canadian Militia, and who recently arrived in Ottawa), to give shape to the idea that was, doubtless, gradually forming in the minds of the philosophers of the last decade of the 18th century, and to emphasize, once for all, the dependence of agriculture on chemistry. This Lord Dundonald did in "A Treatise Showing the Intimate Connection Between Agriculture and Chemistry," published in 1795, and "The Principles of Chemistry Applied to the Improvement of Agriculture," published in 1799.

### CHEMISTRY AND ACRIGULTURE

The closing years of the 18th century thus recognized the important connection that exists between chemistry and agriculture, while the 19th century effected its consummation.

The century that recently closed was only two years old when the British Board of Agriculture invited Sir Humphry Davy to expound before them the scientific basis of the farmer's business, and this he did annually up to 1813, when his lectures were collated and published under the title of "Elements of Agricultural Chemistry," rapidly running through several editions. It was Sir Humphry Davy who described science as the refinement of common sense guided by experience gradually substituting sound and rational principles for vague popular prejudices. It was the teaching of Davy that broke up the system of bare-fallowing, so that in Great Britain to-day the portion of bare fallow to total arable area has fallen to 1 in 50. As regards germination, Davy's views were entirely in line with the present-day knowledge, while wheat rust was well known to be frequently associated with the presence of barberry bushes in the neighborhood. Although the recognition of the fact that leguminous crops leave the land rich in nitrogen may not first have been made by Davy, he anticipated by more than half a century the experimental demonstration that such crops draw most of their supply of nitrogen from the atmosphere.

The experiments of Liebig, Lawes and Henslow in 1840 and the three following years, introduced to practical use that invaluable fertilizer, superphosphate of lime. Then came underground field drainage, by which enormous areas, with the assistance of Parliament, were relieved of their superabundant moisture.

### THE BRITISH CORN LAWS.

From the beginning of 1800 to 1846, Parliament was constantly attempting to improve agriculture by means of taxation on imported grain, and with slight modifications from 1804, and with a differential tariff in favor of Canadian grain, protection governed the fiscal policy of Great Britain until 1846, when the only shred of protection that was left was 25c. per quarter upon all kinds of grain. The abolition of the Corn Laws in 1846 marked the critical date in the history of the agriculture of the country. It is not that in the latter half of the century agriculture has been furnished with any new aids that it has flourished, but that existing aids have been more generally and more fully utilized. The extensive agriculture of the thirties was superseded by the intensive agriculture of the sixties. The improvement of roads, the construction of railways, the inauguration of agricultural societies and annual shows, the extension of literature and the spread of education, have all tended to place farmers in the position of being acquainted with the most recent developments of their business. One of the main features of the agriculture of the past half century has been the increasing amount of attention that has been given to live stock, the tendency in the Motherland being that now more and more of the crops of the farm are finding their way to market in the shape of beef and mutton and dairy products.

### STOCK-RAISING ON BRITISH FARMS

To-day more than ever before the tendency of the British farmer is to compete with the foreign and colonial markets in stock-raising, so as to supply the home markets as much as possible with the million and a half of cattle, and the seven millions of sheep, that are being landed on her shores. Every year will see less grain-growing and more stock-raising in Britain. And here is Canada's chance to step in the gap vacated by the home farmer. The British public refuse absolutely to be fed with home-made grain. They deny that it makes the best or the most satisfying bread-loaf. Thirty years ago it was the custom in that country to make flour suitable to the public taste, that would give satisfaction to the consumers, both in town and country, by the admixture of 75 per cent. of home-made wheats with 25 per cent. of foreign. In fact, after an ordinarily favorable harvest some large country mills, favorably situated in good wheat districts, would grind 80 per cent., or even 100 per cent. of native grain. Fifteen years ago the proportion of foreign wheat that a miller would be compelled to use had increased to one half, whilst to-day, it is not safe to make flour to meet the general demand from a mixture containing more than 20 to 25 per cent. of English wheat, and there are mills where even this small proportion has had to be reduced to 15 per cent.

### WHY CANADIAN FLOUR IS THE BEST.

Why this change? It is because British agriculturists, unlike their Canadian brethern, are not alive to the essential quality of "strength" in their wheat. They do not recognize, as Canadian farmers do, that strength is determined by the presence in wheat of what is known as gluten, and that of the right kind. And, so, to-day, Canada is in every sense of the term "The Granary of the World."

The farmers of Canada know by experience that the Government have their interests at heart, for have not the farmers full pockets as the results of following their teaching and training? And not only so, but they are growing the best wheat in the world, as proved by comparison of analyses. Canadian best patents show wet gluten, 34.22 and dry gluten, 12.33, as against 26.17 wet gluten and 9.79 dry gluten in the best grades that can be found to compare with it at all. Then take the percentages of albuminoids or protein, the most important part from a nutritive point of view, and what are the results? By the same comparison Canadian patents come out at 12.59 per cent., as compared with 11.27 in the other samples. British bakers have personally demonstrated that not only is Canadian flour unsurpassed for whiteness, sweetness and strength, and that it is unadulterated, but that from it they can make not only the best quality of bread, but the largest quantity per barrel. Three tests in London gave the following results, each using 100 lb. of flour:—146 lb. of bread, 151 lb. of bread, and 152 lb. of bread.

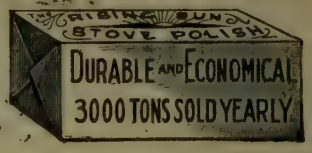
### OUR EXPORTS OF WHEAT AND FLOUR.

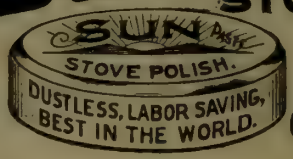
In 1884 Canada exported in value, wheat, $812,923; in the following year it had risen to $1,966,287; then it leapt up

*This article has been furnished by the Department of Agriculture, Ottawa.

RISING SUN STOVE POLISH and SUN PASTE STOVE POLISH

IN CAKES
WELL KNOWN AND RELIABLE




IN TINS
GUARANTEED TO THE TRADE

**Our packages are larger and more attractive in style than any others.**
**The quality of our goods is superior to anything else on the market.**

**MORSE BROS., Proprietors, Canton, Mass.**

**For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.**

to $3,025,864 in 1886, and in 1900 had grown to $11,995,488. Flour that in 1884 only amounted to $1,025,995, in 1886 had risen to $1,744,969, and last year took the mark at $4,015,226. Without being wearisome these figures tell, and they bear repetition.

And this is one of the results in Canadian farming of "the refinement of common sense guided by experience substituting sound and rational principles in farming for vague popular prejudices." It is a practical proof that "obedience is better than sacrifice."

THE CANADIAN FARMER

is an apt pupil, but only so long as he wills to do that which the Department of Agriculture sets before him as the straight path of duty, defined after long years of patient trial and investigation, will he be in the happy position of being able to capture the markets of the world in the production of all that the world's markets require in general, and wheat and flour in particular. The Departmental experimentalists are never at rest, yet they never get weary of well doing; and in their tasks they are greatly stimulated by the knowledge that they possess the confidence of our farmers and are doing the best they can for the development of Canada and all things Canadian in the most useful of all callings.

## FIRST TEA BREWED.

"The first tea brewed in England was in the year 1666," says The London Truth, "when Lord Arlington, who had brought a small quantity from the East presented it at Goring House, afterwards named 'The Arlington' in his honor."

Lord Arlington was a member of the famous "Cabal Administration," and did much to introduce this fascinating herb, which became a regular fixture at all state occasions in England after that.

Tea was first brought to the American colonies, so tradition has it, "as early as 1680, and was considered a rich treat, for it cost about £1 6d. per pound."

On all festive occasions, the report states, it was "freely brewed, and the governors of colonies invariably served it at all the important functions of the day."

E. Conroy & Nephew, general merchants, Wine Harbor, N.S., have dissolved; E. Conroy continues.

## THE CHINA TEA TRADE.

THE condition of the tea trade of China at the present time forms the subject of a report by British Consul Playfair, which will be read with interest by those engaged in the handling of the teas of China and others. The apparent decline in the trade attracts the consul's particular notice. He says: "The change which has come over the tea trade, not of Foochow alone but at other producing centres in China, and which is ruining what was once a flourishing industry, seems ascribable to several causes, not all within the power of the sufferers to remedy. First, there is the indisputable fact that the use of due care in the manipulation of the leaf when growing, when being picked, and when being prepared for its transit over the sea, is not exercised by the native grower. The means of insuring all this has been repeatedly indicated to him and put within his reach, with no result, either owing to apathy, ignorance, or dogged conservatism. He has been in turn implored, scolded and lectured, but all to no purpose. Some years ago a circular was issued by the Inspector-General of Customs, warning tea growers that owing to the superior methods prevailing in India, the trade was slipping out of China's hands—hands that used to supply the world. It was recognized by Europeans interested in the industry that the lead taken by India and Ceylon had been secured by the substitution of machinery for hand labor. Machinery was accordingly imported. In some places more even than this was done in the effort to infuse new life into a moribund industry. While Formosa was still Chinese the governor imported into the north of the island not only the machinery considered desirable, but even an expert from Assam. But neitner in Formosa nor in Foochow have these devices proved of any avail. To the intelligent native they possibly appealed, but not to the fountain head—the grower and the picker, whose methods continued to be unscientific and primitive. His livelihood was obviously slipping from him, but the prospect of even that catastrophe has had no power to startle him from his invincible optimism."

CHANGE IN PUBLIC TASTE.

"Secondly," says the Consul, "there is the change which has come over public taste in Europe. When China held the monopoly of tea production, China tea was necessarily bought. But when Assam and Ceylon entered into the competition it was very soon apparent that the liking for their products was increasing rapidly, and China tea was in no long time hopelessly distanced.

Thirdly, the present great trade in Indian and Ceylon teas has been fostered by judicious and persistent advertising, to which the Foochow merchants appear to have not condescended to resort. Fourthly, the trade is crushed by an excessive export duty. When the duty on tea was first made specific, it no doubt represented fairly enough the five per cent. ad valorem sanctioned by treaty. The diminishing value of teas has, however, resulted in the export duty of to-day representing 40 instead of five per cent. The first, second, and fourth causes seem beyond the control of the merchants, but the remedy for the third should be well within their reach.

ADVERTISEMENT NEEDED.

"Advertisement is the life-blood of commerce at the present day, and is freely resorted to in all departments wherever there is an element of competition. Where soaps, pills, cocoa, bicycles, typewriters, and a host of other things are concerned, the advertiser, if the statements are to be believed, owns the best variety. It stands to reason that this cannot be so in each case, and though each advertiser must be conscious that his panegyric will not be universally accepted as gospel truth, he continues to publish his vaunts, and presumably finds it pays to do so. All the excellencies attributed by interested proprietors to the various soaps, pills, cocoas, and so on cannot possibly be founded on fact, yet the mere iteration tends to promote successful sales. A dozen virtues might be predicated for China teas, without overstepping the bounds of truth, and it seems a pity no one has taken the matter in hand. If the teas of India or Ceylon had occupied exactly the space once filled by the teas of China, the case would be more desperate. But it is not so. If China teas disappear the breakfast tables of the world will be the poorer."

Lynch Bros. & Co., bakers, etc., Sydney, N.S., have registered a co-partnership, consisting of W. F. Lynch, James F. Lynch and Thomas Cozzoline.

## BIG DAMAGE TO RAISIN CROP

We are selling futures.

CANNED VEGETABLES—We are selling futures.
CANNED SALMON—Look out for it. See our prices.
Full lines of SPICES, etc. See our travellers.
G. H. Mitchell, Calgary, Northwest Representative.

## LUCAS, STEELE & BRISTOL, WHOLESALE GROCERS, Hamilton

# BUZZZZIP

They stick, don't they ! And they'll bite, won't they !

**WILSON'S FLY PADS** will kill every one in the place.

THE BEST GROCERS SELL THEM.

Archdale Wilson - - - - Hamilton.

DELIVERY ABOUT 1st SEPTEMBER.

# James Turner & Co.

are sole agents in **Hamilton** for

# GOODWILLIE'S

## Celebrated Pure Fruits

in glass, packed in pint gem jars on the gardens where the fruits are grown. Get your orders in as stocks are rapidly going down.

***Strawberries, Raspberries, Cherries, Currants, Peaches, Pears, Plums.***

# CROWN BLEND CEYLON.

Sales increasing every week.
No better Package Tea in the market.

## THOS. KINNEAR & CO.,

**Wholesale Grocers,** **49 Front St. East, TORONTO**


### THE MONTREAL BAKERS' OUTING.

ON August 6 the bakers of Montreal held their annual excursion and picnic, this time at Highgate Springs, Vt. The most beautiful weather prevailed during the day, and in many ways the present year's outing was a greater success than any other yet held. An interesting programme of sports was provided, Lieut.-Col. Stevenson being one of the judges. Two splendid orchestras added to the enjoyment of the party during the trip and on the grounds. Following are the results of the games :

Throwing 56-lb. weight, open—1, T. McBride, 2, A. Smith; 3, F. Phillips.

Putting 16-lb. shot, open—1, A. Smith; 2, T. McBride; 3, F. Rodger.

Boys' race, under 10 years, 100 yards—1, A. Withell; 2, R. Hood; 3, A. Charbonneau.

Girls' race, under 10 years, 75 yards—1, Annie Fletcher; 2, Lizzie Hoult; 3, Minnie Boyce; 4, Maggie Wilkinson.

Young ladies' race, 75 yards—1, Nellie Quinn; 2, Mary Martin; 3, A. Lessard; 4, M. Carmichael; 5, Laura Briggs; 6, Grace Rook.

Boys' race, under 16, 120 yards—1, V. Damant; 2, H. Scott; 3, W. Martin; 4, W. Baker; 5, A. Withell.

Bread and cake drivers of Montreal, 220 yards—1, A. Adams; 2, C. Damant; 3, N. Laporte; 4, B. Dupre; 5, D. Sanche.

Married ladies' race, 75 yards—1, Mrs. Bain; 2, Mrs. Scanlan; 3, Mrs. Smart; 4, Mrs. Carmichael; 5, Mrs. Laflamme.

100 yards, amateur, open—1, W. Strachan; 2, W. Caldwell; 3, T. Phillips.

Bread drivers, under 35, 220 yards—I, E. Desjardins; 2, A. Adams; 3, D. Fletcher; 4, M. Laporte; 5, A. Cousineau.

Bakers' and confectioners' drivers' wives, 75 yards—1, Mrs. Hawkins; 2, Mrs. Bain; 3, Mrs. Ford; 4, Mrs. J. F. Quinn; 5, Mrs. Adams; 6, Madame Sequin.

Canadian Order of Foresters, special prize—1, A. Smith; 2, M. Laporte; 3, J. Thouin; 4, P. Lloyd; 5, A. Langton; 6, H. Bird.

Oddfellows' race, special prize—1, H. Phillips; 2, W. Dumont; 3, V. Dumont; 4, C. Dumont, sr.; 5, W. Ford.

Oddfellows' wives and friends' race—1, Miss Ford; 2, Mrs. McDonald; 3, Miss R. Ford; 4, Miss L. Ford.

Bakers and confectioners of Montreal, 440 yards—1, J. J. Phillips; 2, J. Drake; 3, A. McConomy.

Master bakers, 100 yards—1, W. Strachan; 2, J. Strachan; 3, G. Stuart; 4, F. Carter; 5, R. S. Auld; 6, N. Charland; 7, N. Lalonde.

Pipe race, open, 100 yards—1, Lalonde; 2, Adams; 3, McConomy; 4, Hazel; 5, McBride.

Montreal bread drivers, over 35—1, A. Cousineau; 2, Lloyd; 3, Little; 4, Brouillet; 5, J. Thouin.

Hop, skip and jump, open—1, T. Phillips; 2, James Damant: 3, W. Caldwell; 4, J. McBride.

Duck hunt—1, J. Fletcher.

Prize waltz—Mr. and Mrs. J. P. Odell.

Tug-of-war, 12 a side—English beat French by 3 pulls to 2.

Prize two-step—Mr. and Mrs. Carmichael.

Quoits—1, W. Hazel; 2, B. Connoughton.

Fishing contest—1, Hawkins, 32½ lb.; 2, Furlong, 31¾ lb.; 3, Wm. Shepherd, 27 lb.; 4, A. Adams, 24¼ lb.; 5, Gohier, 21½ lb.

Largest picnic party on the ground—J. Hayes.

Best bunch of flowers—Mrs. J. F. Quinn.

Bean guess—J. C. Gee.

**One of the most exciting contests was the tug-of-war between 12 English and 12 French bakers, the former winning, after a very hard struggle, by three to two.**

**Among those who worked hard to make the picnic a success were: S. G. Grimston, chairman of the committee; George Hoult, treasurer; W. J. Damant, secretary; Hon. President E. J. Stuart; Hon. Vice-President A. Strachan, F. Stevens, A. Seeds, W. Bryson, W. Ford, C. Damant, T. Thomson, J. P. Lloyd, J. Brouillet, J. B. Vien, A. Hastie, H. Sampson, F. Rodgers, D. R. Macgregor and J. B. Eupre.**

### WILL GO TO THE FALLS.

**The Grocers' Section of the Toronto Branch of the Retail Merchants' Association of Canada will hold their annual excursion to Niagara Falls on Wednesday, August 20. An enjoyable trip is anticipated.**





## BEWARE of COUNTERFEITS.

They are unsalable.
Imitators cannot produce anything to resemble

**MacLAREN'S IMPERIAL**
—OR—
**MacLAREN'S ROQUEFORT**
**CHEESE**

which represent the highest attainment of dairy art.

IMPERIAL VINEGAR

PROOF, EXTRA PICKLING, WHITE WINE, AND CIDER

UNEQUALLED FOR

Purity—Flavour—Strength

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers. 36 Yonge St., Toronto.

## FRUIT GROWERS' CONVENTION.

THE Pomological and Fruit Growing Society, of the Province of Quebec met at Aylmer on Thursday, and listened to a number of excellent papers by different members of the society, and spent a very profitable and enjoyable afternoon. On Friday they were expected to pay a visit to the Central Experimental Farm.

N. E. Jack, Chateauguay, opened the Thursday afternoon session with an address. Then followed a number of papers, all of which were listened to with much interest. The subjects were: "Notes on the Culture of the Pear in the Province of Quebec," paper read by G. Reynaud; "Plums," by W. W. Dunlop; "Notes on Plums and Pears grown at Village des Aulnaies," by Auguste Dupuis; "Pruning, its Principles and Practice," by W. Mead Pattison; "Floriculture, Annuals, etc.," by W. B. Whyte.

In the evening, the session opened at 8 p.m. with a good attendance. The first paper read was on "Noxious Weeds," by J. M. Fisk. Then Professor M. F. Macoun took up the subject of "Fruits for the Home Market, with Notes on their Culture," and dealt with it in a most entertaining manner. Dr. Fletcher wound up the evening session with a paper on "Insects Injurious to Fruits."

## SAMPLES OF CONFECTIONERY.

The Globe Manufacturing Co., 103 Adelaide street west, Toronto, have an interesting announcement this week for grocers who are handling varied lines of confections. Their nut popcorn is what its name implies, "Something Good," while their "Boston Fritters" are also a quick-selling sweatmeat. These are lines which grocers can handle with little trouble, making a neat display in their confection showcase and netting a considerable profit. The Globe Co. offer to send free sample packages with prices to any intending customer.

## CATALOGUES, BOOKLETS, ETC.

POP-CORN MACHINE.

C. Cretors & Co., Chicago, have issued a bright booklet dealing with the excellences and efficacy of their machines. The durability, simplicity and utility of their various poppers and peanut roasters, with base and wagon models, are all properly emphasized. Some very suggestive testimonials are produced to attest the validity of their claims, and the whole is an excellent catalogue.

## DISPLACING POTEEN.

Tea is thought to be displacing poteen in Ireland whose people now consume eight lb. of tea per capita annually, which is some four lb. ahead of the quantity consumed by the Englishman. To encourage the use of this gentle stimulant by the Irish it was even proposed to exclude Ireland from the application of the tea duty and testimonials were produced in favor of tea. Mr. H. Broadhurst in supporting the motion said that he drank tea four times a day and found it cooling and stimulating.—Scottish Trader.

## DEPARTMENTAL STORE FIRM FAILS.

The recent suspension of the departmental firm of Runions, Carson & McKee, of London, has been followed by the failure of the house, an assignment having been made to C. B. Armstrong, of London. At the time of the suspension a committee was appointed to look after the interests of the creditors, consisting of Henry Darling, of The Wyld-Darling Co., Limited, Toronto; Mr. Finlayson, of J. N. W. Campbell & Co., Glasgow, and George C. Gibbon, of London. The Scotch firm is a large creditor. The liabilities will be in the neighborhood of $100,000.

JUST OUT

UPTON'S

Pure Fruit Jams

and

Marmalade

BEST QUALITY

1-lb. glass jars, $1.50 per doz.



AUG 16 1982 RETURNED

UPTON'S

Jams, Jellies and Marmalade

12-oz. jars, $1.00 per doz.

GOOD PRESERVES

A. F. MacLaren Imperial Cheese Co., Limited,

51 Colborne St., TORONTO, Agents.

# THE PROVISION TRADE.

A British View—The Markets—Miscellaneous Notes.

### A BRITISH VIEW.

THE development of poultry farming in Canada is thus treated by The Commerce, of London, Eng.: "If evidence were wanted of how our agriculturists have neglected some of the most profitable departments of their business, it is to be found in a typewritten circular sent out by the Department of Agriculture at Ottawa to the press of this country with a view to pushing the Dominion's poultry trade. From it we learn that Canada is developing poultry farming at a great rate, and is keeping a keen eye on the wants of Great Britain in the poultry line. Anything you want in the way of a plump, well-dressed chicken you can get from Canada. The Dominion Government has established a number of fattening stations, and the farmer is taught not only what Great Britain requires, but how to make the chickens suit the market. It is said that such is the growing demand for Canadian poultry in Britain that several Montreal firms intimate their desire to buy up at the highest market price all the young fatted chickens the farmers can rear, and firms in Western Ontario will buy all the live chickens they can secure. The Department of Agriculture has arranged for the disposal of the chickens alive to firms that export them to Great Britain. The greatest attention is being paid to such details as careful and cleanly packing. As a proof of the growing popularity of Canadian eggs in this country, we are told that we imported no less than $1,691,640 worth last year, as against $1,406,199 worth in 1900."

### THE DANISH BUTTER INDUSTRY.

Danish butter is now such a common article of consumption in this country that the huge figures given in Capt. Boyle's report from Copenhagen (published in The Grocers' Journal of last week) will hardly come as a surprise. In 1901 Denmark exported 189,960,000 lb. of butter, against 171,472,000 lb. in 1900, of which almost the whole, to be exact, 181,440.000 lb. came to the United Kingdom. This works out at an average of some 4 lb. per head of our population, and gives some idea of the enormous extent now attained by the trade in Danish butter. In other items of produce Denmark is extending her trade, and this is largely attributed to the extension of the cooperative principle to dairy-farming. The cooperative dairies are societies from which each member receives a dividend proportionate to the quantity of milk delivered, less a deduction for working expenses. The first of these was founded in 1882, and there are now 1,040 in operation, converting about 4,000,000,000 lb. of milk per annum, equivalent to a value of £7,112,000. Not only do these cooperative dairies produce butter of a uniform quality, but the best results are obtained from each cow, by observing what foods are best suited for her, while in other respects every attention is paid to both quantity and quality. One of these dairy farms alone possesses over 6,000 cows, producing 31,000,000 lb. of milk annually.—Grocers' Journal, London.

### NEW GERMAN MEAT LAW.

The State Department at Washington has made public reports from Ambassador White, at Berlin, dated July 12 and 14, that according to an official proclamation the Meat Inspection law will go into force in its entirety on April 1, 1903, with the exception of the section which relates to doing away with the second examination of meat once officially inspected. This paragraph will not go into effect until October 1, 1904.

A report on the new regulations received from Consul-General Richard Guenther, of Frankfort, says that as the time is approaching when the new regulations concerning the importation of meat and its transportation in transit through Germany will go into force, it will be well to note that the following imports into Germany are prohibited :

Meat in hermetically sealed boxes and similar vessels, as well as sausages and other mixtures of chopped meats, dog meat ; also, prepared meat of horses, asses, mules and other solipeds ; meats which have been treated with one of the following substances or with a preparation containing such : Boracic acid and its salts, formaldehyde, hydro-oxides and carbonates of alkalis, sulphurous acid and its salts, hyposulphurous salts, fluor-hydrogen and its salts, salicylic acid and its salts, chloride salts, and coloring substances of whatever nature. The latter, however, may be employed for coloring coverings, if not otherwise prohibited.

Fresh meat may be imported into Germany in whole carcasses only. When imported in halves the two halves must be so marked as to be readily identified. The report of the consul gives detailed information as to how fresh meats must be prepared to be imported.

### RETAIL MEAT DEALERS IN CONVENTION.

The annual convention of the National Retail Butchers' and Meat Dealer's Protective Association assembled in Washington last week with delegates present from many States.

The address of President Wagner, of New York, was devoted largely to a review of the fight waged by the retail butchers against the so-called beef trust, which, he said, "ruled with an iron hand, and whose aim seemed to be the absolute dictation of prices, limiting supplies when they thought it necessary to maintain prices ; enforcing the payment of disputed claims irrespective of their accuracy ; blacklisting men whose honesty and integrity had never been questioned if a feeble protest was made and payment withheld for an injustice perpetrated upon them. Not content with the patronage of the butcher they sought the consumer, until their objective point seemed clearly to be the acquisition of the entire trade, both wholesale and retail."

Referring to the action of the Department of Justice against the combination, President Wagner said : "I am happy to say the Federal Government recognized the justice of our complaint, putting the machinery of justice in motion at the instigation of our Association that has in a measure resulted in the complete demoralization of the firms in this combination, at least for the time being, and has relieved our craft of the oppression from which it suffered and complained in every city, town and hamlet in these great United States. I believe the time is not far distant when the Government can be induced to establish public abattoirs, or foster the establishment of abattoirs by the retail butchers of every city of enough inhabitants to warrant it, creating a home market for cattle and live stock and an incentive for the farmers of the Southern, Middle and Eastern States to again devote their land to the raising and marketing of live stock."

Some of the important recommendations made by President Wagner included: "That the legislative committee of the different States take the necessary steps to enact a law subjecting tierced meats, boxed meats

Are you selling

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*Bow Park*

BRAND

# Cream Cheese?

Just the thing this hot weather. It sells fast.

Send us your order or ask your wholesaler.

**The Brantford Packing Co.**

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When you have any

# BUTTER OR EGGS

to offer, write or wire us. We are buyers.

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# HAMS

that are good hams.

If you have not had a shipment of

# Three Star Hams

we solicit a trial order for them. Unequalled for the family that stays at home or goes to the summer cottage. Just the thing for camp or excursion. A little higher in price, but worth it.

**F. W. FEARMAN CO.**

(Limited)

**HAMILTON, ONT.**

# Long Clear Bacon.

Your trade demands the best quality obtainable. WE HAVE IT. Cured and stored in Cold Storage of uniform temperature and is absolutely free from Rust.

Quotations on Case or Car-load lots on application.

**The Park, Blackwell Co.,**

LIMITED.

**PORK PACKERS,**

TORONTO, ONT.

and poultry to forfeiture if found short weight, and payment for box weights is insisted upon. That the several States take up for their respective cities the establishing of public abattoirs, where butchers can do their own slaughtering, encouraging home industry and the raising of all kinds of stock in the immediate neighborhood of cities. Porticularly is this true of the Southern, Middle and Eastern States. That our Federal Government eliminate the duty on cattle and live stock, or modify it to an extent that importation of live stock will not be prohibited by reason of excessive duty during periods of extreme high prices, that are a hardship to the public at large and a detriment to the retail butchers; that a copy of this resolution be forwarded to the United States Government. That a vote of thanks and appreciation be extended to United States Attorney-General Knox and State Attorney-General John C. Davies for their aid and work in obtaining an injunction against the beef combination, and that a copy of the resolution be forwarded to them. That a vote of thanks be given to the public press for the aid accorded us by the publicity given to the methods of the beef combination, so detrimental to the craft and harmful to the general public."

### THE PROVISION MARKETS.

TORONTO.

Dressed hogs are firm and unchanged. The beef now coming in is inferior in quality to that which has been arriving, and so a reduction of from 50c. to $1 per 100 lb. has been made in the price of beef carcasses and from 25 to 75c. in live cattle. Live hogs are if anything firmer than they were a week ago, and the arrivals thereof are limited. We quote as follows: Dressed hogs, $9.50 to $10; beef carcasses, $7 to $8.00 per 100 lb.; hind quarters, $9.00 to $10.00 per 100 lb.; front quarters, $4.50 to $5.50 per 100 lb.; veal, 8 to 9c. per lb., and lambs, 8 to 9c. Select live hogs are worth $7.25 to $7.37½, and fat and lights, $7 per 100 lb. Choice export cattle are worth $5.75 to $6.25 per 100 lb., and lights, $5 to $5.75.

The demand for provisions continues steady, and the prices are firm and unchanged. Lard meets with a fair trade and the prices are steady. We quote: Long clear bacon, 11 to 11½c.; smoked breakfast bacon, 14½ to 15c.; roll, 12 to 12½c.; medium hams, 13½ to 14c.; large hams, 12½ to 13c.; shoulder hams, 11 to 11½c., and backs, 14½ to 15c.; Canadian heavy mess pork, $21.50; short cut, $23.50 to $24; lard, in tierces, 10¾ to 11c. per lb.; tubs, 11 to 11¼c., and pails, 11¼ to





C. P. FABIEN

Manufacturer of Refrigerators and Ice Chests. Diplomas awarded at Montreal, Toronto and Ottawa Exhibitions. Over 50 patterns to choose from. Proprietor of Aubin's Patent Grocery Refrigerator, New Dominion, Imperial Dominion, special improved Dairy Palace for Hotels—all hardwood.

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SLEE, SLEE & CO.
Limited
Tower Bridge Brewery,
LONDON, ENG.
FOR English Malt Vinegars.

*Ontario Agents—*
John W. Bickle & Greening,
HAMILTON and TORONTO
From whom Samples and Prices can be obtained.

All Bacon and Hams

cured by this company are done after the Irish process, which has made Irish Bacon famous the world over. We guarantee a cure and quality equal in every respect.

**OUR LARD** is absolutely pure, and we are confident of repeat orders wherever it receives a trial.

TOMAHAWK CANADA

Registered Trade Mark Brand
Found on all our Bacon and Hams.

These are some of our varieties: Breakfast Bacon, Short Roll Bacon, Long Roll Bacon, Wiltshire Bacon, Cumberland Bacon, Long Rib Bacon, Long Clear Bacon, Back or Windsor Bacon, Long and Short Cut Hams, etc.

The Farmers' Co-Operative Packing Co.
of BRANTFORD, Limited.

All first-class Grocers and Provision dealers should handle the

"L. & S." and "Imperial"

Brands of Smoked Hams, English Breakfast Bacon, Backs, Lard, Etc.

Long Clear Bacon.

New cured, free from rust, light or medium weights. Write or wire us for quotations in case or car lots.

Fowler's Canadian Company, Limited
HAMILTON.

11½c.; compounds, 8¾ to 10¼c; plate beef, $15 per 100 lb.

MONTREAL.

A good trade is being done in smoked meats and lard, and prices are firm. We quote: Pure Canadian lard is $2.37½ to $2.40 per pail. Fairbank's "Boar's Head" lard compound, 9¾c. tierce basis, with extras as follows: 60-lb. tubs, ¼c. over tierce: 20-lb. tin pails, ¼c.; 20-lb. wood pails, ½c.; 10-lb. tins, ⅝c.; 5-lb. tins, ¾c.; 3-lb. tins, ⅞c. Snow White and Globe compound, $1.95 per pail; Cottolene, 11¼c. for 20-lb. pails, and 11c. for 60 lb. tubs, for Quebec and Ontario; hams, 13 to 14c.; bacon, 14 to 15c.; heavy Canadian short cut mess pork, $24.50 to $25.00; Canadian short cut clear pork, $23.50 to $24.00; American short cut clear pork, $24.00 to $24.50; American fat back, $24.50 to $25.00.

ST. JOHN, N. B.

In barrelled meats there is only a light business. Domestic pork is well cleaned up. Prices are still held at the high figures. Smoked meats hold their full figures. There is, however, always a certain sale as it is about impossible to get anything to take their place. Lard moves slowly. Price is unchanged. In fresh meats, beef is not so firm, owing to free receipts of light domestic stock. There is little offered except lamb, which is quite plentiful and rather lower. Pork is still scarce and high. We quote as follows: American mess pork, $23 to $23.50; domestic mess pork, $21.50; plate beef, Canadian, $14 to $14.50; clear pork, American, $25.50; plate beef, American, $17 to $18; veal, 4 to 7c.: lamb, 4 to 5c.; mutton, 10 to 12c.; fresh beef 8 to 10½c.; round hogs, 7½ to 8c.; pure lard, tubs, 12c.; pure lard, pails. 12¼c.; compound lard, tubs, 9½c.; compound lard, pails, 9¼c.; refined lard compound, Fairbank's, tubs, 10¾c. to 11c.; pails 11¼ to 11½c.

The N. K. Fairbank Co., always alive to the interests of the trade, are selling their standard lard in a particularly attractive grained tub, which is of considerable value when empty.

PROVISION NOTES.

The Colonial Fluid Beef Co., Montreal, has registered.

Wm. Kyle has registered for W. Smith, butcher, Montreal.

Hodgson & Fitzgerald, butchers, Courtney, B.C., have dissolved; Wesley Hodgson continues.

## CHINA TEA IN HOUSE OF COMMONS.

We are told that the tearoom at the House of Commons has lately witnessed an enormous demand for China tea. This, we presume, is the latest phase of Imperialism, which is so expansive that it enables some of its advocates to preach about the importance of supporting trade within the Empire, but does not lay any obligation on them to practise that which they preach.—Home and Colonial Mail.

## A SUCCESSFUL EXCURSION.

Much pleased is the Toronto Retail Grocers' Association with its annual excursion to Niagara Falls on July 23. Nearly 700 went with them, and over $150 was cleared after all expenses were paid. This is gratifying to the promoters, as they received no subscriptions or prizes from the wholesale houses, excepting those granted for amusements on the steamer going across in the morning, in aid of the excursion which was run purely on its own merits.

The credit for the success of this affair is much due to the following gentlemen: Jerry Burns, Edward Hawes, D. Bell, T. Clark, D. W. Clark, T. Dowswell, J. Butcher, J. T. Schoales, Harry Kelly, R. Bailey Snow, B. Panter, C. Callander, J. Bond, and a number of others.


LARD




Orders can be filled by any of the leading packing houses or jobbers in Canada or direct.

There is one word sadly misinterpreted, that word is "substitute." Because an article is a substitute it is not necessarily inferior. The electric light is a substitute for the candle and the modern flour for the product of the windmill. Our **"Boar's Head"** brand of **Refined Lard Compound** is a substitute for hog lard, and is an improvement on any other frying and shortening medium. Grocers totally unable to sell other brands of Compound with any satisfaction, find that **Fairbank's "Boar's Head"** brand takes the place of every other lard with their customers, then, too, the price is about 2c. less per lb. than hog fat.

| | | | |
|---|---|---|---|
| Tierces - | 400 lbs. | Pails, tin - | 10 lbs. |
| Tubs - - | 60 lbs. | " " - - | 5 lbs. |
| Pails, wood | 20 lbs. | " " - | 3 lbs. |
| " tin - | 20 lbs. | | |

THE N. K. FAIRBANK COMPANY.

Wellington and Ann Sts., MONTREAL, QUE.

Chicago. New York. St. Louis. New Orleans. San Francisco. Baltimore. Boston. Philadelphia. London, Eng. Hamburg, Ger.

## EXHIBITS FROM THE WEST INDIES.

THE British colony of Trinidad and Tobago, B.W.I., has shipped an exhibit for the Toronto Industrial Exhibition, which will be forwarded to Toronto upon its arrival at Halifax. The exhibit is not large, but is fairly representative of the products of the colony, including the new mineral industries.

Accompanying this exhibit is a statistical report showing that for the year ending March 31, 1902, the imports of the colony from Canada increased $163 565, and the exports to Canada increased $89,000 as compared with the year preceding. This increase is credited to the visit of Mr. Parmalee, representing the Dominion Government, the visits of representatives of the Canadian Manufacturers' Association and of prominent Canadian merchants desirous of opening up trade with the colony; the transfer of the Port of Spain electric light and tramway to a Canadan company; the recent establishment of a Trinidad branch of the Union Bank of Halifax, and the establishment of an improved steamship service between Canada and Trinidad.

Some interesting information is given besides of the trade requirements and possibilities of the West-Indian colony. There is a good market there for Canadian butter, cheese, lumber and oats. Butter in tins retails at Trinidad for 50c. per lb.; the duty is 2c., the same as is imposed on cheese. Fresh milk retails at 48c. per gal., and on condensed milk the duty is 5 per cent. ad valorem.

## EXPORT TRADE WITH GERMANY.

Becker & Haag, of Berlin, Germany, correspondent members of the Canadian Manufacturers' Association for Germany, are in a position to bring Canadian manufacturers into touch with the German trade and market. Any firm desirous of opening an export business with Germany will find them at their disposal to give the necessary assistance. In such cases it is necessary to send to the address, Becker & Haag, Berlin S. 42, Ritterstr. 27, the following information:

1. Export price list of articles, and, if possible, catalogues and small samples.
2. Indications concerning packing, net and gross weight and measurements.
3. The freight rate c.i.f. German port. To obtain these have Mr. Otto Thorning, 13 Peter street, Montreal, forward them to Becker & Haag's Berlin office.

With this information, Becker & Haag are enabled to make investigations and make proposals for best introduction.



Interior of Marshall & McLeod's grocery store, Sault Ste. Marie, Ont.

## A PRETTY STORE INTERIOR.

Economy in arrangements and taste in display are characteristic of all too few grocery stores. As shown in the accompanying cut, the grocery and china store of Marshall & McLeod, Sault Ste. Marie, Ont., combines excellence in arrangement with good taste. The interior only of their store is shown. Beautiful large display windows with plate-glass, 12 x 12 ft., speak much for the enterprise of this down-to-date firm. There store is 100 ft. deep and every available foot is utilized without trespassing on the convenience of customers. Marshall & McLeod also have in connection with the "Soo" store, a branch at Tagona.

# IN STORE

# New California Apricots

**Choice Bright Stock, Boxes, 80-lbs.**

ALL OUR TRAVELLERS WILL AGAIN BE ON THEIR REGULAR TRIPS COMMENCING NEXT MONDAY, AND WILL BE PLEASED TO SHOW YOU SAMPLES AND QUOTE PRICES.

**THE EBY, BLAIN CO., LIMITED**

**WHOLESALE GROCERS, ETC. TORONTO.**


## NOVA SCOTIA MARKETS.

THE grocery business done in the city for the last two weeks has been small compared with that of previous weeks, and the orders coming in from various parts of the Province denote that general mid-summer dulness prevails. Tired employers and hard-worked employes are enjoying their vacations, while those still remaining at business find quite enough work for the hot weather.

* * *

Flour, cornmeal, oatmeal and the various feeds remain firm at late quotations, and there is considerable demand. Stocks generally are low on account of difficulty in getting orders filled at the mills, especially the coarse feeds.

* * *

Butter is very freely coming in, and dealers find it necessary to make use of the refrigerators. Prices have relaxed somewhat from former quotations. Eggs are in moderate quantity, and the unusual high price is maintained. Dealers in cheese are taking in considerable quantities, and the price fluctuates more or less with Montreal quotations. New potatoes have been in the market for some time, but there is still some old in stock which people prefer to use rather than pay the high price demanded for new ones. The old stock is still remarkably good in quality. New beets, turnips, cabbage, carrots and other light green products may also be found in the Saturday markets.

* * *

There is no material change in the sugar and molasses situation. From this out the quotations on the latter will, no doubt, become firmer, and there will be no cutting of prices such as prevailed earlier in the season.

* * *

The season for strawberries has now passed, and raspberries, currants and blueberries are plentiful in the market. Californian peaches, plums, and other fruits are being imported freely, and will be until the home raised fruit is available.

* * *

The fish market has improved very slightly, owing to a better condition in the Southern markets, but wholesalers will not go up to the high prices of last season, as the West Indian and South American markets are uncertain. The Pickford & Black steamers are still carrying large cargoes on their regular trips. Trade with the West Indies and Trinidad seems to be on the increase.

R C.H.

## FIRE IN A BISCUIT FACTORY.

On Tuesday night fire caused damage of $60,000 or more, principally to the factory and warehouse of The Toronto Biscuit and Confectionery Co., Limited, at 7 Front street east, Toronto. The fire had a great start when the brigade arrived, and the outburst on the top floor was desperate, owing to the inflammable nature of the boxes stored.

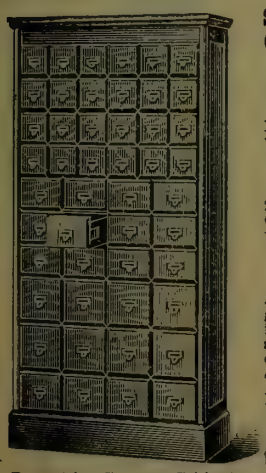
The firm employed about 130 hands, and will, of course, make arrangements immediately to resume business.

The plant and stock are fully covered by insurance, divided as follows: Machinery, $28,000; stock, $21,000, and office and factory furniture, $1,000.

When interviewed by THE CANADIAN GROCER, the management of The Toronto Biscuit and Confectionery Co. stated that some delay in filling orders would be inevitable. However, every energy would be exerted to make that delay as brief as possible. Efforts would be made at once to enable them to resume business as quickly as possible.

---

H. P. Eckardt & Co. are selling a very fine quality of canned asparagus.

Bennett's Grocery Cabinet.

**SATISFIED CUSTOMERS**

our best recommendation.

"Lindsay, April 14.—I am well pleased with cabinet.
"A. FISHER."

"Port Arthur, June 23.—Cabinet received O.K. It is just what I wanted.
"H. CHAUSSE."

"Fowler's Corners, June 27.—Cabinet is greatly admired and it certainly is a necessity in any well ordered grocery.
"WM. DINSDALE."

Full particulars from
**J. S. BENNETT,**
Patentee and Mnfr.,
15 Marion St., Toronto.

**WESTERN** Incorporated 1851
**ASSURANCE COMPANY**

**Fire and Marine**

| | | |
|---|---|---|
| **Capital** | - | **$2,000,000.00** |
| **Assets, over** | - | **2,900,000.00** |
| **Annual Income** | | **3,000,000.00** |

**Head Office: TORONTO, ONT.**

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President.
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Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches.

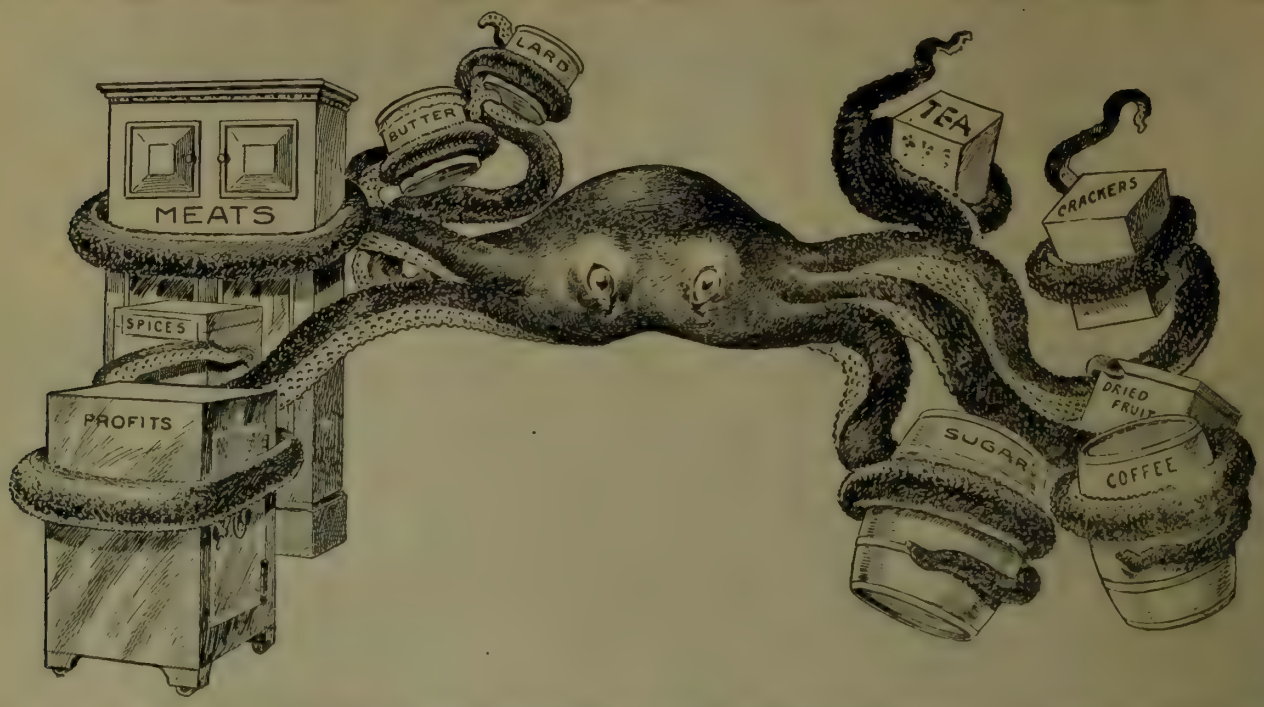
Write for our catalogue, guarantee test and testimonials which are free.

**Eureka Refrigerator Co.**

Wilbert Hooey, Manager.

Phone Park 513. **54 Noble St., TORONTO.**

# THE OCTOPUS OF WASTE




Don't let this hideous monster (the pound and ounce method of weighing merchandise) fix its tentacles on your store. It is death to profits and everlasting ruin to business.

**The Moneyweight System will rescue you from this vampire.**

**THE COMPUTING SCALE COMPANY,**
**OF CANADA, LIMITED**

1643 Notre Dame St., Montreal, Que.
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**164 KING ST. WEST, TORONTO, ONT.**

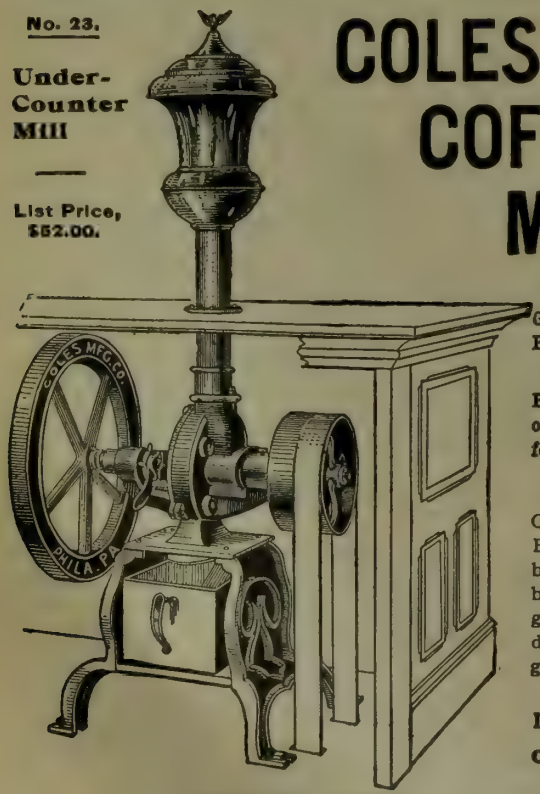
MANUFACTURERS OF . . .
**DAYTON COMPUTING SCALES**
**MONEYWEIGHT SCALES.**

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**No. 23.**

**Under-Counter Mill**

**List Price, $52.00.**




# COLES COFFEE MILLS

**None better for Granulating or Pulverizing.**

**Our mills will Pulverize without heating Coffee.**

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

**A GREAT LABOR-SAVER.**

**Our Grinders wear longest.**

**Agents** { TODHUNTER, MITCHELL & CO., Toronto.
DEARBORN & CO., St. John, N.B.
FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont.

**COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.**

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# Are You Looking For a Saleable Specialty

that will satisfy your customer and make money for you?

## Paterson's Worcester Sauce

exactly fulfills these requirements.




ROSE & LAFLAMME,
AGENTS,
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## BUSINESS MEN IN THE BRITISH CABINET.

INTEREST in the Coronation has so overclouded all other events during the past week that little attention has been paid to the announcement of the readjustment of the British Cabinet, made public on the same day as the Coronation ceremony took place.

To Canadian business men there is probably little of moment in the changes gazetted. Perhaps to some the introduction of several younger men into the Government and the reduction in the average age of the Ministry will be viewed with much approval and will bear most weight. But many others will see a deeper significance in the appointment of Sir Michael Hicks-Beach's successor. While the Prime Minister and Mr. Chamberlain dominate the Cabinet, yet neither are in actual touch with the Treasury, nor can they afford to tamper much with the management of that Department. Hence, the Chancellor of the Exchequer is, in deed as well as in word, the guide of the financial destinies of the country, and to him financiers all around look for indications of what is to be the state of the money market.

Sir Michael Hicks-Beach was a man of much prominence in the office he held. His tenure of that office will be momentous because he produced the biggest budgets Britain ever saw. Half a dozen years ago the £100,000,000 Budget was a new thing. In 1901-1902 there was a £200,000,000 Budget. Though he has added £92,000,000 to consuls and has increased the floating debt by £75,000,000 more, yet, on the whole, he has refused to saddle posterity with a great deal of the expense of the Boer War which he might very well have done.

As his successor comes Mr. Charles Thomson Ritchie, a Scotchman, with a lengthy business training and much experience of government. As president of the Local Government Board from 1886 to 1892 he showed himself to be an administrator not devoid of courage and capable of plodding industry. So worthy an administrator did he demonstrate himself to be that on Lord Salisbury's resumption of power in 1895 he was appointed President of the Board of Trade. There he had a wider range for the exercise of his individual initiative, and his handling of trade disputes was most commendable. Since the election of 1900 he has been Home Secretary, and now, as many surmised, he has been placed in charge of the Exchequer. That there will be no great change from the preceding management of this Department is evident, while there can be little apprehension that there will be any mismanagement.

Of the young blood infused into the Cabinet, the most notable name is Mr. Austen Chamberlain, son of the Colonial Secretary. This young man, while he can scarcely be accused of acting as a tool in his father's hand, will, nevertheless, second his father's policy and in his management of the Post Office Department there is little doubt that in time many of the reforms desired by the colonies will be brought about.

## AN EXHIBIT REFUSED.

WITH no little surprise has the announcement been received from the secretary of the Wisconsin State Exhibition that there is no room left for the projected Canadian exhibit. This is doubtless a mild way of stating that the Wisconsin State Exhibition does not want a Canadian display. If such is the case the reason is not far to seek, and it is not much to be wondered at that the step has been taken.

The exodus of settlers from the Northwestern States of the Union across the border has now been going on for some time, and there is every prospect that it will increase. This loss of population, and of a very valuable population at that, cannot but be viewed with anxiety by the Governments of the several States concerned, as well as by the country as a whole. It cannot, therefore, be wondered at that those in authority are going to do all in their power to stem the tide of emigration. To prevent the display of the choicest Canadian products, which would tend to attract people to this country, is a very obvious way of assisting in this movement, but whether it is a wise policy is doubtful. The people of the United States will have to realize that their country has about reached its limit of natural development, while, at the same time, Canada still offers vast areas for speculation and exploitation. A movement of population from the former to the latter becomes accordingly inevitable, and to try to stop it by such means as refusing to exhibit its products is alike fruitless and foolish.

## NEW CROP RAISINS ARE HIGHER.

Judging from present conditions, the coming season will possibly witness another firm market in Valencia raisins.

Our expectation of this is based on the cable advices received in Canada during the last few days, reporting that owing to excessive heat the crop will be decidedly short. In consequence of this shortage the market in Spain has opened strong, and some shippers In Denia have advised their representatives that, as the market is bare, they are not prepared to make sales.

The spot market is bare of old stock, and inquiries received during the last week it has been found impossible to satisfy.

## THE SALMON PACK OF BRITISH COLUMBIA.

AS the end of the season approaches interest in the British Columbian salmon pack naturally increases.

Our latest advices are up to the middle of last week, and from them we would gather that the pack promises to be a fair one.

On the Skeena River and Rivers Inlet the pack is practically over, and the quantity put up satisfactory, the steamers arriving from the north early last week bringing the information that up to three or four days previous the pack approximated 250,000 cases.

A British Columbian paper of August 4 gives the pack at some of the individual canneries up to a few days previous as follows: Inverness, 12,000 cases; North Pacific, 17,000; British America, 17,000; Aberdeen, 14,000; Balmoral, 9,000; Peter Herman's, 10,000; Carlisle, 11,000; Claxton, 11,000; Standard, 9,000; Mill Bay, 8,500, and Nass Harbor the same, making a total of 17,000 cases for the two Naas River canneries. Princess Royal was reported to have 15,000; Lowe Inlet had 4,000; and at Alert Bay the pack was small. On Rivers Inlet the Brunswick cannery had 14,000; Good Hope, 12,000; Wannock, 10,000; Wadham's, 16,000, and Rivers Inlet, 12,000 cases.

The run of salmon on the Fraser river up to the first week in August was disappointing, but an improvement then took place. The Victoria and Vancouver daily papers of August 6 say that the fish were running well in the Gulf and on the Fraser. One boat on August 5 caught 700 fish and another on the following day 876, said to be one of the biggest catches by a single boat for some years, and netting the fishermen $131.40 for one night's work. On the estimation of the British Columbia Packers' Association the average catch on the Fraser was estimated at the time to be about 200 per boat. Whether this improvement has been maintained we cannot say.

It was estimated a few days ago by a San Francisco authority that the Puget Sound and British Columbia pack of salmon would be 20 to 25 per cent. less than last year.

## CEYLON AND INDIAN TEA INDUSTRY.

"THE large areas of land brought under tea cultivation in India and Ceylon during recent years, which are now coming heavily into bearing, have caused a reduction in the value of tea sufficiently serious to threaten the existence of the industry." These are the somewhat ominous words with which Messrs. Gow, Wilson & Stanton, of London, open up the tea question in a pamphlet just issued to the trade.

In India, since the year 1894, the area under cultivation has increased from 400,527 acres to 522,487 acres, and in Ceylon during the same period the area has likewise increased from 289,000 to 387,000 acres, while the exports of tea from both countries exhibit analogous increases. Add to this rapid growth within the British dominions, the fact that the export tax on tea in China has been reduced to an ad valorem duty, and hence falls but lightly on low-priced teas, and it will be seen that the prospect of China sending out large quantities of cheap tea is by no means improbable. So rapidly has the market been glutted with tea that the average price of Indian tea in London has sunk from 1s. 3d. in 1882 to less than 8d. in 1901, with a similar decrease in the price of Ceylon tea.

Over against this gloomy outlook may be placed the partially successful efforts that are being put forth to increase the demand by opening up new markets. Ceylon's increase of 50 per cent. in the export tax on tea has increased the national fund for developing new outlets, and a similar move on the part of India should produce like beneficial results. Moreover, if a portion of the tax on tea were used to promote the growth of green and uncolored tea in these countries, where black tea is almost the sole product, the tea industry might be greatly benefitted, for, as it is, India and Ceylon do not produce much more than one-ninetieth of the world's supply. By devoting more attention to the growth of green tea a two-fold result would be attained, in the opinion of Messrs. Gow, Wilson & Stanton. Not only would the British possessions get a firmer hold on the market for green tea, but for every pound of green tea grown a pound of black tea would be displaced, thereby reducing the supply of the latter.

The table demonstrating the growth of the tea trade by means of a comparison of the trade for 1895 with the trade for 1900 is of great interest. There it is shown that, speaking roughly, the export of Indian and Ceylon tea grew from 234,000,000 lb. to 334,000,000 lb. in the six years, whereas China, Japan and Java combined showed a decrease in their tea export from 309,000,000 lb. to 262,000,000 lb. This decrease comes from China alone, because tea was overproduced there to such an extent in 1895 that a falling off became inevitable.

Turning to the consumption side of the table, it is found that, with few exceptions, all customers buying British-grown tea have increased their purchases and many new customers have been secured. Indeed, the tea-drinking capacity of the world is as yet far from having reached its limit. And with care on the part of planters there should be little difficulty in preventing a rapid increase in production, at least until the demand has considerably increased.

## THE SITUATION IN HONEY.

THE indications are that this season's production of honey both in the United States and Canada will be small. Reports from all parts of these countries are anything but favorable.

The rainy and damp weather during the greater part of the summer in Canada and the northern and eastern portions of the United States will leave the hives almost destitute of honey. There is an abundance of clover in the fields, but the humid atmosphere and lack of sunshine prevented the bees from going into the fields and filling up their hives with honey. But if warm weather sets in from this out there may yet be a fair yield.

When asked as to the future price of honey on the Canadian market, should the crop be small this year through the unfavorable weather conditions, a prominent handler and holder of honey of Toronto said that in this country at least one-third of last season's output of that commodity was still in the hands of the holders. The demand

now was practically nothing, and the yield this season would have to be small to have any perceptible influence on the market.

A number of enterprising Toronto dealers are preparing this season to import honey from Jamaica. This honey can be purchased there at about 5½c. per lb. and laid down in Toronto at 9c. It is of exceptional flavor, and can be obtained all the year around in any quantity desired. It is sweeter than the Canadian article, and is principally extracted from the blossoms of the logwood tree.

From the above facts it is hardly probable, even if this season's honey crop turns out a failure, that the prices of honey in Canada will advance this fall.

## THE CEYLON GREEN TEA TRADE.

CABLE advices to hand this week from Colombo, Ceylon, report prices higher on green teas as the result of large buying on Russian account.

We have before us a report showing the quantity of green tea exported from Ceylon from January 1 to June 30, and this gives the quantity sent to Russia during that period as 106 435 lb. During the same period in 1901 no green tea was sent to Russia from Ceylon.

The total quantity of tea shipped from Ceylon to all countries during the six months' period was 747,732 lb., against 427,695 lb. the same period in 1901, an increase of 75 per cent.

According to our Ceylon exchanges the quantity of green tea on which a bonus had been paid during the six months ending June 30 was 1,414,391 lb. As the exports only aggregated about one-half that quantity, the curious are asking what became of the remainder. The opinion is ventured by some that possibly the figures of the Customs authorities are at fault, but no one appears to know.

## NEW SEASON'S CURRANTS.

Samples of the first crop of new season's currants were received on the Toronto market this week, and the quality is decidedly fine.

Mail advices to hand this week said that cutting had begun in the southern districts of Greece, and that the market would likely open a week earlier than last year.

Prices rule steady, and they show an advance over the figures originally quoted for this season.

A moderate business appears to have been done on importation account.

## DECREASE IN CEYLON TEA AREA.

IN furnishing The London Times with particulars about "Ceylon and its Planting Industry," Mr. J. Ferguson writes: "The most notable fact revealed by the figures is the falling-off in the area of tea, the total in cultivation on plantations being 4,000 acres less than a year ago, or, including native gardens, a decrease of 6,000 acres, making a total of 386,000 in place of 392,000 acres. This must be due to the abandonment of non-paying fields and of some unprofitable gardens; for it is accompanied by an extension of the total extent in cultivation by 1,000 acres, although poor 'coffee' has gone down, being 3,200 acres less than a year ago. Cacao, on the other hand, is 500 acres more in planted extent; cardamons are greater in area by 1,800 acres; cinchona shows an increase of 1,000 acres, and india-rubber (chiefly the Para or Hevea variety) of nearly 1,000 acres—which must, however, be rather under the actual area planted during the year, our total extent planted being about 3 400 acres. In several minor products, too—camphor, nutmegs, crotons—there has been a good deal of planting, and still more have we had in the Kelani Valley and other low country estates, a planting out of cocoanut palms among the tea, just as Para rubber has been put in freely on the Kalutara tea estates. The check to tea, and the fact that there are no clearings this year to plant, ought to strengthen the hopes of those who believe in a future for our staple, so soon as consumption overtakes production. A year ago we anticipated that there would be 400,000 acres under tea at an early date in Ceylon; whereas now we are in reality back to 386,000, with no immediate prospect of extension. In our shipments of tea from Ceylon this year we are so far 5,000,000 lb. behind the same date last year for the United Kingdom; but shipments to Russia and America show an increase. Our cocoanut palm industry — chiefly in native hands—covering 600,000 acres with a crop of 1,000,000,000 cocoanuts (for oil, copra, fibre, desiccating kernels, etc.)— is in a highly prosperous condition; while that in cinnamon bark and in plumbago mining continues fairly satisfactory. The Boer prisoners are making preparations against their return home—the first transport calling at Colombo shortly—and are likely to take a good deal of Ceylon tea with them."

## SOME IMPORTANT TRADE QUESTIONS.

THE CANADIAN GROCER has received from Charles W. Creed, secretary of the Maritime Board of Trade, the subjects for discussion at the annual meeting of the Board at Sydney, C.B., on Wednesday, August 20. They are as far as known to date the following:

1. Proper methods of curing, culling and preparing dry and pickled fish.
2. The urgent necessity of better aids to navigation on the Atlantic seaboard and the entrance to the Bay of Fundy.
3. The desirability of daily steamship communication between St. John and Digby throughout the year.
4. Is not the fast Atlantic service an absolute necessity in the development of the Maritime Provinces?
5. The necessity of the establishment of county Boards of Trade.
6. Trade with South Africa.
7. Forest preservation.
8. Preferential Customs tariff.
9. Steel shipbuilding.
10. Government ownership of the fast Atlantic service.

## PERSONAL MENTION.

Mr. R. T. Macdonald, of The A. F. MacLaren Imperial Cheese Co., Limited, Toronto, is holidaying at Windermere, Muskoka.

Mr. L. J. Levy, of the travelling staff of the United Factories, Limited, Toronto, has just returned from a pleasant holiday trip to Buffalo, Cleveland, Detroit and Chicago.

Mr. J. W. Powell and Mr. J. F. Holden, Western Ontario representatives of E. W. Gillett Co. Limited, are in Toronto using up part of their holidays in the "Queen City."

Mr. T. S. Annandale, grocer, New Westminister, B.C., who has just returned from a pleasure trip to the Old Country, was in Toronto this week. He had a pleasant holiday, but said he would be glad to get back to the Coast.

Mr. J. M. Lobb, formerly with W. G. A. Lambe & Co., Toronto, but now with Rodewald & Heath, Colombo and Shanghai, is sailing from the latter port this month for Canada on a business trip. Mr. Lobb's many friends will no doubt be glad to see him.

Lumsden Bros. made their first shipment of yeast cakes to Buffalo this week. This is a lot to be sold by their agents previous to their opening a factory in that city.

A consignment of Spanish "Queen" olives arrived this week for H. P. Eckardt & Co. They are exceptionally fine value and are packed in fancy shaped bottles.

# Government Figures Have Arrived.

The Statistical Department of Ottawa handed us the figures this morning of the Imports of tea into Canada during the fiscal year ending June 30th, 1902 :

The Imports of Japan Tea were 5,736,495 lbs. They fell off last year over 2,000,000 lbs. Think of the change!

| | | | | | | |
|---|---|---|---|---|---|---|
| In 1899 the Imports of Japan Tea were | | | | | | 11,667,757 lbs. |
| In 1900 " | " | " | " | " | " | 9,762,032 lbs. |
| In 1901 " | " | " | " | " | " | 7,528,309 lbs. |
| In 1902 " | " | " | " | " | " | 5,736,495 lbs. |

Surely this proves to any reasonable person that **Japan Teas are out of date** and that it is only the old-fashioned that are adhering to them, and what we prophesied three years ago is coming true quickly, and is taking their place rapidly. It is finer in quality, better in flavor and more satisfactory to the Green Tea drinker. Are you handling it?

**"SALADA"** Ceylon **GREEN** Tea

Toronto. Montreal. Boston. Buffalo. Philadelphia. Detroit. Toledo. Cleveland. Pittsburg. Newfoundland. New York.

## The Nibble of a Mouse




will eventually consume the biggest cheese, and the loss of pennies, nickels, dimes and dollars, if it don't "bust" the biggest business, will reduce the profits to an alarming extent. And you're bound to lose more or less if you do a credit business, and depend on ledger balances taken from the day-book. Throw out your day-books and other time-wasting devices, and adopt the modern **ALLISON COUPON SYSTEM.**

### If a Man Wants Credit

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

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***ALLISON COUPON CO.,*** *Manufacturers, Indianapolis, Indiana.*

# *LILY WHITE GLOSS STARCH*

In 6-lb. Toy Trunks with real locks and keys.

This beautiful and useful package will be appreciated by every householder.

Try a case or two with your next ten-box order.

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Under new management.
Chill rooms now being repaired. Service improved.
Storage solicited.

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We have good demand for choice Butter.
We buy Eggs F.O.B.—Write us.
Consignments and Correspondence Solicited.

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References: Imperial Bank of Canada, Mercantile Agencies, your local banker.

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**WE ARE BUYERS**—F.O.B. your station. 'Phone, write or wire us, stating quantity you can sell for delivery next week.

**Rutherford, Marshall & Co.**
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**DAWSON Commission Co., Limited**

**FRUIT, PRODUCE AND COMMISSION MERCHANTS.**

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**Wholesale Fruit and Commission Merchants.**

Special attention given Mail and Telephone orders.

Your consignments, produce and fruit carefully handled.

**WRITE US FOR PRICE LISTS.**

## QUEBEC MARKETS.

Montreal, August 14, 1902.

### GROCERIES.

THE past week has been up to the average in point of sales. Several large orders have been filled for the Yukon trade, and local buying has been active. The whole of Saturday being generally observed as a holiday, Monday and Tuesday were particularly busy days, both with the wholesale and retail trades. The delivery points for Canadian syrups and starches have been extended to the upper lake points, including Sault Ste. Marie, until navigation closes. White beans are this week quoted as high as 2¾c. per lb., or $1.65 per bushel, an advance of 5c. per bushel over last week's prices. They are very scarce on this market. As yet there has been no advance on canned baked beans, but it is thought that these may be affected by the high price of the raw beans, and some jobbers are looking for an advance before long. Spanish onions are quoted for September delivery at 85c. per 50-lb. crate. This figure is about the same as that of last year.

SUGAR

There is a good demand for sugar, which becomes more active as the season for preserving fruits advances. The price has continued unchanged throughout the week, and the market is steady at $3.65 for granulated and $3 to $3.55 for yellows. The London market for beet sugar has been steadier of late and no change in prices is reported. Raw sugar in New York is steady.

TEAS

The demand from country buyers is reported satisfactory for this season of the year. Japan teas under 20c. are scarce on this market. A few lots, however, are being offered at 17½ to 19c. Black teas are moving fairly well. Green teas continue very firm and high in price. The scarcity is still felt, and the inquiry keeps up well.

SYRUPS AND MOLASSES.

The market is still very quiet for both lines. Barbados molasses is worth 23 to 24c., according to quantity. Antigua molasses sells at 24c. and Porto Rico, at 38c. In corn syrups there is only a small amount of business doing and no quotable change has been made. We quote as follows: 3½c. in bbls.; 3⅝c. in half barrels; 3¾c. in quarter barrels; $1.60 in 38½-lb. and $1.20 in 25-lb. pails.

CANNED GOODS

These continue to move well at unchanged prices. Canners of blueberries are reported to be a little uncertain as regards the new crop, and are now only guaranteeing 75 per cent. of the orders. Blueberries are quoted for future delivery at 80c. Other canned goods to arrive are now quoted as follows: Tomatoes, 90 to 95c.; corn, 80 to 85c.; peas, 80c. to $1.20; string beans, 80 to 85c.; strawberries, $1.45 to $1.60; raspberries, $1.45 to $1.60; gooseberries, $1.45 to $1.60; pears, 2's, $1.60 to $1.70; 3's, $2.10 to $2.15; peaches, 2's, $1.65 to $1.70; 3's, $2.50 to $2.75; 3-lb. apples, 85 to 90c.; gallon apples, $2.10 to $2.20; 2-lb. sliced pineapples, $2.20 to $2.30; grated pineapples, $2.50; pumpkins, 95c. to $1; spinach, $1.50; sugar beets, 95c. to $1. We quote spot goods as follows: Peas, 82½c. to $1.15; corn, 82½ to 85c.; toma-

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**The AMERICAN TOBACCO CO.**
**OF CANADA, Limited**

Are sold by all the Leading Wholesale Houses:

CUT TOBACCO . . . .
**OLD CHUM,**
**SEAL OF NORTH CAROLINA,**
**OLD GOLD.**

CIGARETTES . . . .
**RICHMOND STRAIGHT CUT,**
**SWEET CAPORAL,**
**ATHLETE, DERBY.**

**DO YOU HANDLE FRUIT?**

**Bananas, Oranges, Lemons, Peaches, Plums, Pears, Etc.**

We carry everything in the line, and would be pleased to quote you prices.

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**SEND YOUR NAME** if you have, or will get,

**H AND H** TRADE MARK

the unequalled cleaner. People who once use it, **want it,** and we will do some sampling for you. **34 Yonge St., Toronto.** All wholesalers sell it.

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toes, $1.12½ to $1.17½; gallon apples, $2.50; salmon, pink, 92 to 95c.; spring, $1.25; Rivers Inlet, red sockeye, $1.30; Fraser River, red sockeye, $1.40.

SPICES.

The market remains wholly unchanged. The feeling in peppers is still strong. They are in good demand; gingers, cinnamon and other lines for preserving purposes are commencing to move well. No quotable change has been reported, and the prices remain as follows: Nutmegs, 35 to 55c. per lb., as to size; penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 22c., according to grade; white, 25 to 27c.; ginger, whole Cochin, 15 to 17c.; Japan, 13 to 14c.; Jamaica, 16 to 20c.; Afghan, 12 to 13c.; ground, Japan, 15c.; Cochin, 16 to 17c.; Jamaica, 20 to 22c.; and Afghan, 13 to 14c.

RICE AND TAPIOCA.

There is a moderate demand for these lines. Tapioca has advanced 9d. on the foreign market, which is equivalent to about ¼c. per lb. here, and jobbers are now quoting 3½c. Pearl sago is higher on the primary markets, and although jobbers are selling at about 3⅜c. to-day, when stocks, which are not heavy, become exhausted, they will be compelled to ask 4⅜ to 4½c., the present selling price being less than the cost to jobbers. We quote: B rice, in bags, $3.02½; in ½ bags, $3.07½; in ¼ bags, $3.12½; in pockets, $3.17½. In 10-bag lots an allowance of 10c. is made. CC rice, $2.92½ in bags; $2.97½ in ½ bags; $3.02½ in ¼ bags and $3.07½ in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4 to 5c. per lb. and tapioca, 3½c.

### FOREIGN DRIED FRUITS.

CURRANTS.—Business continues to move along fairly well in this line. There is no special change to report. Recent quotations by cable gave the price of Filiatras at 13s., Provincials, 12s. 9d., and Amalias, 11s., cost and freight Montreal. The local prices are as follows: Fine Filiatras, 5½c. to 5¾c. in ½ cases; cleaned, 5⅝ to 5⅞c.; 1-lb. cartons, 6½ to 7c.; finest Vostizzas, 6½ to 7c. per lb.

VALENCIA RAISINS.—The latest news fram the primary market confirms previous reports regarding the damage to the crop by heat. Finest off-stalk for earliest shipment by direct steamer are quoted at 22s. 6d., but higher prices are looked for. Locally, finest off-stalk are quoted at 6½, and selected at 7½ to 8½c.

SULTANA RAISINS.—There are very few of these on the market, though the inquiry is still brisk. What there is left should be worth 9½c. per lb.

CANDIED PEELS.—There is nothing of importance to report in this market. Trade continues fairly good and prices are still as follows: Citron peel, 15c.; orange, 11½c.; lemon, 10½c. per lb.

MALAGA RAISINS.—Business in these is still of satisfactory proportions. The prices are steady and unchanged, and our quotations are as follows: London layers, $1.50 to $1.60; "Connoisseur Clusters," $2.15 to $2.25; ¼'s, 65 to 70c.; "Royal Buckingham Clusters," $3.30 to $3.35; ¼'s, $1.05 to $1.10; "Excelsior Windsor Clusters," $4.50 to $4.60; ¼'s, $1.30 to $1.40.

DATES.—Some business has been done this week, but the market ruled rather quiet. Hallowees sold at 4½c. per lb.

FIGS.—There are not many on this market, and business is of very small proportions in consequence. It is stated that a further advance of 1s. per cwt. on new-crop figs has been made.

CALIFORNIAN EVAPORATED FRUITS. There is nothing new in this line. Trade continues fair and at unchanged prices. We quote: Pears, 10c.; peaches, 10½c. and apricots, 14½c.

CALIFORNIAN RAISINS.—No new reports of importance have been received from primary sources. The local market is fairly active for seeded raisins, and the price remains at 9¾ to 10½c. per lb.

PRUNES.—These continue to move out steadily. There is no particular feature on the market. We quote as follows: 8½c. for 40-50's; 8c. for 50-60's; 7¾c. for 60-70's; 7½c. for 70-80's; 6¾c. for 80-90's; 6½c. for 90-100's.

NUTS.

During the past week the local market has been much more settled than in the previous week. Prices have not advanced further, though Grenoble and shelled walnuts and shelled almonds are very firm. In almonds it is expected that higher prices will be asked next week. We quote as follows: Walnuts, 10 to 11c.; Tarragona almonds, 11c.; shelled walnuts, 18c.; shelled almonds, 25 to 26c.; filberts, 9c.; pecans, 15 to 16c.

### GREEN FRUITS.

The market has been quite active all round during the week. Blueberries are commencing to arrive, and the outlook for a good crop is bright. They are selling now at $1.50 to $2 per box. Asparagus, Californian cherries and apples, red currants and apricots are now out of the market. Canadian apples are in good supply, selling from $1.50 to $2.50 per barrel. Canadian peaches are 10c. lower. We quote: Jamaica oranges, in barrels, $5.50, in boxes, $2.75; Sorrento oranges, $3.75 to $4 per box; Messina lemons, $2 to $3 per box; pineapples, 13 to 20c.; cocoanuts, $3.25 per bag of 100; bananas, No. 1, $1.25 to $2 and eight hands, $1 to $1.50; Boston lettuce, 35c. per dozen; cucumbers, 15c. per dozen; Canadian cabbage, 75c. per bbl.; potatoes, $1.15 to $1.30 per bbl.; tomatoes, 4-basket carriers, 60c. to 75c.; watermelons, 25c.; muskmelons, $3.50 per crate; raspberries, 8c. per box; gooseberries, 65c. per basket; blackberries, 6 to 7c. per box; peaches, $1.25 per box; plums, $1.25 to $1.75 per box; pears, $2.25 per box; limes, $1.50 per box; Canadian peaches, 40c. per basket, and plums, 50c. per basket; blueberries, $1.50 to $2 per box; Canadian apples, in barrels, $1.50 to $2.50, in baskets, 20 to 30c.

### FISH.

The demand for fish is fairly good. There is a scarcity in some lines and prices show a tendency to advance. Haddock is already quoted 1½ to 2c. higher; salmon is now 16c., an advance of 2c., and dore is stiffer but not advanced in price as yet. Whitefish is the only line quoted lower this week. Quotations are: Haddies, 7 to 7½c.; smoked herrings, 9 to 10c. per box; fresh haddock and cod, 5½c. per lb.; whitefish, 7 to 7½c.; dore, 7½ to 8c.; pike, 6c.; halibut, 10 to 12c.; salmon, 16c.; trout, large and medium, 8c.; No. 1 herring, Nova Scotian, $4.75 to $5.25 per bbl., and $2.50 per ½ bbl.; No. 1 Holland herring, $6.50 per ½ bbl.; No. 1 Scotch herring, $6.50 per ½ bbl., and 95c. per keg; Holland herring, 75c. per keg; No. 1 green codfish, $5 per bbl.; mackerel, $12.50 per bbl.; boneless cod, 1 and 2-lb. blocks, 6c. per lb.; loose, boneless cod, 5c. per lb. in 40-lb. boxes; dried codfish, $4.75 per 112-lb. bundle; No. 1 Labrador salmon, $17.50 in tierces, and in barrels, $12.50; No. 1 British Columbian salmon, $6 per ½ bbl., and $12 per bbl.; standard bulk oysters, $1.50 per gallon; Marshall's kippered herring, $1.45 per doz.; Canadian kippered, $1 per doz.; Canadian ¼ sardines, $3.75 per 100; canned Cove oysters, No. 1 size, $1.30 per doz.; canned Cove oysters, No. 2 size, $2.20 per doz.

### FLOUR AND GRAIN.

FLOUR.—The demand for Manitoba flour for export account has kept up well, and with a continued good local demand, the movement in Manitoba grades is brisk. Ontario flour is still firm, the offerings being as light as ever. Prices are unchanged. We now quote: Manitoba spring wheat patents, $4.10 to $4.20; strong bakers', $3.70 to $3.90; straight rollers, $3.60 to $3.70; winter wheat patents, $3.90 to $4.10.

GRAIN.—The grain market is not very active at present and some lines show a decided weakness. Peas are in fair demand at a lower price, 85c. In oats, both Manitobas and Ontarios, a further decline has taken place, and local buyers are holding off in expectation of still lower prices. We quote: Manitoba oats, No. 2 white, 46½ to 47c.; No. 2 Ontarios, 46½ to 47c.; No. 3, 45c. ex-store; rye, 67c.; peas, 85c.; corn, 71c.; buckwheat, 61c.; to 65c.; barley, 59c. in store.

FEED.—With the exception of somewhat lower quotations on Manitoba bran there has been no change in the price of feed. Business in Manitoba bran for export has been better. We quote: Manitoba bran, $17; Ontario bran, $15.50 to $16; Manitoba shorts, $23; Ontario shorts, $24.

OATMEAL.—The demand for rolled oats is not heavy and the market remains rather quiet. No further advance in prices is reported. In small quantities the price is $5.80 per barrel and $2.82½ per bag.

BALED HAY.—A fairly good demand is reported far baled hay at steady and unchanged prices. We quote as follows: No. 1, $8.75 to $9.25; No. 2, $7.75 to $8.25; clover, $7 to $7.50 per ton in carlots.

### BUTTER AND CHEESE.

BUTTER.—Between the heavy receipts and light inquiry for export, the butter market is, as a consequence, in a much easier condition than a week ago. Prices have receded from ½ to 1c. per lb. We quote as follows: Fancy Townships, creamery, 19¼ to 19½c.; finest Townships, do., 19⅛ to 19⅜c.; finest Quebec, creamery, 19 to 19¼c.; finest Ontario, creamery, 18½ to 18¾c.; fine creamery, 18⅜ to 18½c.; dairy butter, 14½ to 16c., according to grade.

The exports from the port of Montreal for the week ending August 9 were as follows: To Liverpool, per ss. Parisian, 515; to Manchester, per ss. Manchester City, 1,974; to Glasgow, per ss. Lahoma, 766; to London, per ss. Pomeranian and Cervona, 8,291. In all, 11,546 packages. For the corresponding week last year, 10,585 packages were shipped. For the corresponding week of the previous year, 18,106 packages. Since May 1, 1902, we have shipped from this port 216,693 packages, while for the corresponding period




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## CHASE & SANBORN, Importers, Montreal.


last year, 154,906 packages were shipped, and for the same period of the previous year, 133,959 packages.

CHEESE.—This market is very sluggish this week, due, to a large degree, to the accumulation of stock and light demand from the other side. The Coronation holidays have very materially affected trade. However, this has been the slowest period for some time, and arrivals are looked for within a reasonably short time. The consumption of cheese in Great Britain has been much greater thus far this year than for the same time last year.

Prices are as follows: Finest Ontario, colored, 9⅜ to 9⅞c., ditto, white, 9⅝ to 9¾c.; finest Townships, colored, 9⅝ to 9¾c., ditto, white, 9½ to 9⅝c.; finest Quebec, colored, 9½ to 9⅝c., ditto, white, 9⅜ to 9½c.

The exports from the port of Montreal for the week ending August 9 have been as follows: To Liverpool per ss. Parisian, Roman and Lake Ontario, 22,611; to Manchester, per ss. Manchester City, 2,879; to Glasgow, per ss. Ontarian and Lahoma, 7,939; to London, per ss. Pomeranian and Cervona, 33,450; to Aberdeen, per ss. Bellona, 1,618; to Bristol, per ss. Memnon, 8,937 boxes. Total, 77,434. For the corresponding week last year, 40,975 boxes; corresponding week, 1900, 75,388 boxes. Total shipments since May 1, 1902, 986,828; corresponding period, 1901, 712,148; corresponding period, 1900, 1,036,788.

### COUNTRY PRODUCE.

EGGS.—The quality of eggs being received is slightly better. Inquiries have been received from the other side, but we have not yet learned of any transactions having materialized. At present the demand is not very great. We quote as stock, 15½ to 16c.; straight receipts, 11½ follows: Selected, 17½ to 18c.; candled to 15c.; No. 2, 12½ to 13c. in round lots.

BEANS.—A firm feeling prevails. We quote $1.35 to $1.40 per bushel.

HONEY.—There promises to be an exceptionally good crop of clover this year, which gives ample reason to expect an increase in honey offerings. Doubtless, prices will recede somewhat. We quote: New crop white, strained, 8 to 10c., as to quality; white clover, comb, 12 to 13c.; tinged, 10 to 11c.; strained, 9 to 10c.; buckwheat honey, 8 to 9c.; extracted, 7 to 7½c. per lb.

POTASH.—Trade is slow and prices are unchanged. We quote: Firsts, $4.10 to $4.15; seconds, $3.25 to $3.45; pearls, 8 per 100 lb.

POTATOES.—A good crop is promised. Business can be said to be fair. Price is about 55 to 60c. per bag.

MAPLE PRODUCTS.—Nothing new has occurred since our last report. Trade is dull, but prices remain firm. Our quotations follow: Syrup, in large tins, 70 to 80c.; small tins, 50 to 60c.; in wood, 5 to 5½c. per lb. Sugar, 7 to 8c. per lb.

### MONTREAL NOTES.

Tapioca has advanced ¼c.

Fresh salmon is 2c. higher.

White beans have gone up 5c. per bushel.

Canadian peaches are 10c. lower per basket.

Tomatoes, in 4-basket carriers, are 25 to 30c. lower.

Alfred J. Bruce, one of Montreal's leading exporters of butter and cheese, has been proposed for membership on Board of Trade.

W. Grant, butter and cheese exporter, shipped per ss. Lake Champlain, on July 31, 3,098 boxes of cheese; per ss. Numidian, on July 31, 351 packages butter; per ss. Brazilian, for London, July 31, 222 packages butter and 2,495 boxes of cheese. Large shipments were also sent by other steamers.

### NEW BRUNSWICK MARKETS.

St. John, N.B., August 11, 1902.

A STEADY business is to be reported. The markets are firm. Several lines are quite scarce and show an advance. In cream of tartar, which is very largely sold here, considering the size of the market, stocks are light and dealers are not freely quoting in large quantities, as they have been waiting for the market to go off from the present rather high price, before replacing stock. In rice, the market is rather firmer. Though English rice is still offered at quite low figures, the importations have been very large during the summer. Canned goods have occupied much attention, and spot stocks are well cleaned up. Dealers have largely bought new goods and many lines below association figures.

OILS.—There is a marked increase in the movement of burning oils and many contracts have already been made for future shipments. Prices are unchanged. Paint oils are unchanged. There is still quite a steady sale. Considerable painting is done here in the fall. In lubricating oils, sales have been particularly

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large. Lumber mills, of which there are a great many, are having a successful season, and so create a large demand. Cod oil is received quite freely.

SALT.—In Liverpool coarse salt the stock is quite light and there is an active demand. No further arrivals are due for some little time, so prices are very firm. There is a fair sale for fine, chiefly Canadian. Our quotations are as follows: Liverpool coarse, 55 to 60c.; English factory-filled, 95c. to $1; Canadian fine, $1 per bag; cheese and butter salt, bulk, $2.40 per bbl.; 5-lb. bags, $2.75 to $2.85 per bbl.; 10-lb. bags, $2.60 to $2.65 per bbl.; 20-lb. wood boxes, 22-23c. each; 10-lb. wood boxes, 14c. each; cartons, $2 per case of 2 dozen; English bottled salt, $1.25 to $1.30 per dozen; mineral rock salt, 60c. per 100 lb. (Selected lumps.)

CANNED GOODS.—Dealers have largely bought their season's stock, particularly of vegetables. They bought chiefly out side of the association. Spot stocks in all lines are very firm, particularly tomatoes. Several western packers have withdrawn their quotations on new vegetables. The outlook is for higher prices. In fruits, some new pack Nova-Scotian strawberries have been received. The quality is particularly good. Quotations on Nova-Scotian apples, which are largely sold here, have been withdrawn. The spot market is bare. In peaches, quite a few of last season's pack have been sold from the west at figures below new goods. White peaches will not sell here. In salmon, the sale is good and prices unchanged. In domestic fish, such as sardines, haddies and herring, prices are rather easier, because of competition between packers. Meats are still high.

GREEN FRUITS.—Bananas are still large sellers, and prices are low. Apples have a free sale at quite full figures. The American stock received is very good. Californian fruits are freely received, and the pears, particularly, are good. Prices are lower than last season, and the sales are large. There are very few oranges moving. Lemons have a good sale at quite full figures. Berries are about out of the market. Some Nova-Scotian cherries are still received. A few Ontario plums have been offered, and sales are becoming quite active. Tomatoes are scarce. Cucumbers hold their price well. Melons and pines are in fair demand. The former have not a large sale here.

DRIED FRUITS.—In raisins, the market is well cleaned up. Prices of Californian loose and seeded continue to advance slowly, and higher prices will rule. Prunes are still low and there is a fair sale. During the week orders for new apricots and peaches have been placed quite freely. Prices are lower than last season, particularly apricots. This is not a large market. Figs will rule at quite full figures. Californian goods are not sold here. Peels are scarce. Dates will be quite low. There is a light inquiry for apples. Onions are high. In peanuts full prices rule.

DAIRY PRODUCE.—Butter is quite firm at rather higher figures. Shipments have been light. Much higher figures are not expected. Eggs continue quite scarce, with the market largely supplied from Prince Edward Island.. The price is firm at full figures. Cheese is rather firmer, but there is very little movement in the local market.

SUGAR.—Sales continue large, the demand being for granulated. The low prices have been particularly appreciated during the preserving season. The Guild continues to work well.

MOLASSES.—There is little change. Prices are still low. There is considerable Porto Rico still to arrive. Porto Rico and Barbados are the only lines offered.

FISH.—The market is somewhat dull. In fresh fish, the weather has been unfavorable. Chiefly haddock are scarce. Fishermen have also been giving attention chiefly to sardines and pollock. In dry fish, cod and pollock, prices are unchanged. Smoked herring are dull and rather easier. New will soon be received. Pickled herring have a light movement. New Bay herring are to hand. Shad are very scarce. We quote as follows: Haddies, 4½ to 5c.; smoked herring, 6½ to 7c.; fresh haddock and cod, 2 to 2½c.; boneless fish, 4 to 5c.; pollock, $1.50 to $1.60 per 100 lb.; pickled herring, $1.75 to $1.85 per ½ bbl.; Canso herring, $5.75 per bbl.; Shelburne, $2.50 per ½ bbl.; dry cod, $3.50 to $3.65; halibut, 10 to 17c.; shad, 15 to 25c.; salmon, 15 to 16c.; pickled shad, $6.

FLOUR, FEED AND MEAL.—In flour, prices are unchanged. Ontario flour is rather firmer. The outlook for Ontario wheat is brighter. While the coming crop of oats promises to be quite good, old stock is cleaned up. In the local market oatmeal is scarce and little is offering from the west. Cornmeal is firm and likely to continue so. Beans are in light supply and the outlook is for for full

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prices to rule. Barley shows rather an improved sale. Split peas are scarce. We now quote as follows: Manitoba flour, $4.70 to $4.80; best Ontario, $4.30 to $4.45; medium, $3.95 to $4.10; oatmeal, $5.45 to $5.50; cornmeal, $3.30 to $3.35; middlings, $26 to $28; oats, 56 to 57c.; handpicked beans, $1.75 to $1.80; prime, $1.65 to $1.70; yellow eye beans, $2.80 to $3.00; split peas, $5.15 to $5.25; barley, $4.40 to $4.50; hay, $10 to $14.

### ST. JOHN NOTES.

A. L. Goodwin receives regularly direct cars of Californian fruits.

J. A. Tilton is home from an extended visit through Western Ontario.

J. G. Reed & Co., Waterville, N.S., shipped a car of canned strawberries to the St. John trade this week.

Seeded raisins show continued advance. The Maritime Spice and Coffee Company are fortunate in having quite a full stock.

The Lake of the Woods Milling Company have a large connection here. Two of the leading members of the company were in the city during the past week.

Mr. Hickson, of Andrews, Gillespie & Co., Liverpool, England, called on "The Canadian Grocer" this week. W. D. Hooper is the acting representative here.

### MANITOBA MARKETS.

Winnipeg, August 11, 1902.

BUSINESS is good in all lines, and the outlook is bright and satisfactory. The week shows few changes in prices, but nearly all lines are firm.

CANNED GOODS.—The situation with reference to the whole line of vegetables shows no change or improvement. A number of the larger eastern canneries have withdrawn prices on this market for tomatoes and corn. Although the extent of the pack of peas is now fully known, the extreme strength of tomatoes and corn is holding the price of peas stiff also. Present quotations for old stocks are: Tomatoes, $2.75; corn, $1.85; peas, $2, and beans, $1.85. There is nothing new with reference to canned fruit, and the movement is only moderate.

DRIED AND EVAPORATED FRUITS.—New apricots are in and selling at 10 to 10¼c. This is a very considerable reduction on the price at which old stock has been held. There is a very good demand for the cheaper grades of prunes, as country dealers were anticipating the harvest demands, and there are practically no evaporated apples to be had. The prices run from 4½ to 9c., according to size.

CURRANTS.—New currants are ordered, but the date of arrival will not be before October 1 and perhaps later. Old stock is selling at 7c. for cleaned goods. The reports as to the raisin crop are most unsatisfactory at present. Dealers here have placed orders, but no one is


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willing to state what the opening price may be.

COFFEE.—The market shows a slight advance and is firm and steady.

LOBSTERS.—New lobsters have arrived and are very high, being quoted at $13.50 for the four-dozen case. The supply also is likely to be limited.

RICE.—Japan is higher, although 5¼c. is still quoted it is to be doubted if any dealer would sell for that figure, and some sales have already taken place at 5⅜c. Patna is firm at 5c. Tapioca has not recovered from the decline previously reported and is in only nominal demand at 3¼c. per lb.

GREEN FRUITS.—The market is a brisk one and well supplied with all seasonable lines. New Californian lemons are in, and the quality shown is good. Early Crawford peaches are in full supply, and as they have reached a price at which they are profitable to can, the demand is good. Native-grown black currants are offering in moderate quantities. Prices for the week are as follows: Valencia oranges, $5 to $6; Californian lemons, $6; pears, Bartlett's, $2.50 per box; apples, boxes, $2.50; barrels, $6; peaches, $1.25; plums, $1.50 to $1.75, according to variety; bananas, $2.75 to $3; blueberries, 6c. per lb.; black currants, 10c.

BUTTER.—Creamery is offering in larger quantities than ten days ago, and as the bulk of the shipments are going to Montreal, dealers are making every effort to hold the price as low as possible. With the market improving somewhat in British Columbia, it is hoped prices for August may go a little higher. At present 16½ to 17c. is as high as any dealer can be got to offer, and some has changed hands at 16c.

DAIRY BUTTER.—The supply is increasing and the quality is rather better. A good deal is being purchased for cold storage. The price paid for good butter suitable for storage purposes is 12c. at country points, or 13c. Winnipeg.

CHEESE.—Prices have held very firm and some lots have been sold at a slight advance over previous quotations. In a regular way 9 to 9¼c. is the market price, but one or two lots ran to 9⅜ to 10c. during the week, and it is doubtful if any could now be bought under 9⅜c.

EGGS.—The supply is not increasing; in fact, there is every reason to believe it will decrease as harvest approaches. In the meantime the demand is keen and prices are 12½c. at country points.

CEREALS.—The business is dull in all lines, the only point of interest being the advance in white beans, which are now quoted at $1.85, while rumors are current that the price will run as high as $2.50 per bushel before the season is out.

FLOUR.—The market is rather dull with prices unchanged as follows: No. 1, $2.05; No. 2, $1.90; No. 3, $1.75, No. 4, $1.60; No. 5, $1.25.

VEGTABLES.—The supply in all lines is now full and satisfactory. New potatoes are down to 60c. per bushel. Squash and vegetable marrows are among the new lines offered this week.


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Canada's Greatest Yeast Cake—Jersey Cream.
Canada's Greatest Package Tea—Social Tea.
Canada's Greatest Package Coffee—Social Coffee.
Canada's Greatest Breakfast Food—Social Flaked Wheat.

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JERSEY CREAM YEAST CAKES—THE ONLY YEAST WITH CREAM IN IT.

# MR. STEELE'S EULOGIUM OF THE WEST.

MR. R. T. STEELE, of the wholesale grocery firm of Lucas, Steele & Bristol, Hamilton, Ont., has just returned from a trip to the Pacific Coast. Mr. Steele, in his travels, is observant, and what he has seen convinces him that Canada is destined to produce the best men and best women in the world. This, however, on the side. In an interview recently Mr. Steele explained why he would have all Canadians visit the Far West. "We find Englishmen ignorant of Canada, but after what I have seen I have come to the conclusion that there is much ignorance of our country on our own part. We, in this Province, know little of the vast West."

PLACE FOR YOUNG MEN

The Northwest Territories and British Columbia are the places for young men, but they must be hustlers. None but that class are wanted in that great country. In the Northwest Territories farming and ranching are what all talk about. Those engaged in both occupations are making money, especially the cattlemen. They are accumulating fortunes rapidly. There is a great demand for mechanics and agricultural settlers, but of professional men and storekeepers there are already about enough for the country's needs. In the northern country, especially, the lands are increasing in value every day. No mistake can be made in buying land. On the Prince Albert line and the Edmonton line the immigration is tremendous. Among the new settlers are large numbers from the United States. These are mostly a fine type of people, physically, with more or less money, and great numbers of them are either Canadians by birth or descendants of Canadians.

WHY THEY COME TO CANADA.

"They are coming over here," said Mr. Steele, "simply because we have the better country and the better laws. I am firmly convinced that these men will make just as good citizens as our men have made in the United States, and the record of Canadians over there is one to be proud of.

"Up the Calgary and Edmonton branch," continued Mr. Steele, "there is fine ranching country, and further north, fine country for mixed farming, dairying being one of the principal industries. The opening of cheese factories and the establishment of Government creameries in that country has been a splendid foresight on the part of the Government, as the farmers get an immediate return, in part for their milk, and when the sales are made and final settlement effected they get a good big balance and all are satisfied.

"You meet a great number of Maritime Province men, and they are splendid citizens. I consider it should be the almost exclusive immigration policy of our Government to get the emigrants leaving for South Africa, South America and the United States to go out to our Canadian Northwest. They would do better and be amongst their own people. Amongst the travellers going into the country are many from the Southern States. At one station I saw one from Texas with 1,200 head of cattle. If any of the Boers are determined to leave South Africa they would make a fine class for this country. They make better settlers than many of those from Southern and Eastern Europe, many of whom seem objectionable and of a class that will take ages to assimilate.

"Very extensive sales of lands are going on. If possible, the Government should avoid selling big blocks of land except under absolute guarantee of actual settlement. The country does not need land speculators to advertise it. It is now enjoying such a boom that it advertises itself, yet, in many sections, fine land, bought by speculators and unoccupied, is a detriment to the country and a hindrance to settlement.

RAILWAY ACCOMMODATION.

"The country's railway accommodation is wholly inadequate. The Calgary and Edmonton road is owned by capitalists and operated by the C.P.R., and neither seem to make necessary repairs. It has a mail subsidy of $80,000 a year, yet runs only one train a day each way. The road is so poorly built that when heavy rains come many bridges and culverts are destroyed.

"The country also wants, and that as soon as possible, colonization roads and some good system of drainage. The absence of these has made it almost impossible, this season, for immigrants to get into their settlements. If something was done in advancing money to settlers it would give a magnificent return in encouraging people to go in. My impression is that the Dominion Government hardly understands the position of affairs and the representatives of the West are so few that in the rush at Ottawa they do not receive the consideration they should from the eastern members. To get at the bottom of it, I believe it would be a good thing to send out a deputation of plain, everyday thinking business men to size up the situation and say exactly what they think, but they should not be politicians. In the West now the people want many things, including Provincial autonomy. They are the most hopeful people I ever met. They have hail and rain and frost, but from past experience they think the recuperative power of the country is so great that all will come right. They are a free and generous people, and in that country honesty is a necessity. The hotel guest never locks his bedroom door. He throws his bags anywhere, and they are never touched. People driving will leave their rifles or saddles on the roadside, and they would rust and rot before being picked up by anyone else.

GOOD HOTELS.

"The hotels throughout the Northwest and British Columbia are A1. Their cooking is much better than in the average Ontario hotels, and during the whole time I was away I never slept on anything but an absolutely clean bed. The prices, too, are moderate.

"There is a great absence of firewood in the northern part of the country, but coal is very plentiful. It is found on the surface, and is delivered at centres of population, in the houses, at $2.50 a ton.

DULL IN BRITISH COLUMBIA

"In British Columbia things are a bit flat just now, owing to the low prices of silver and lead. Some people think the local Legislature is to blame. They have no politics in the Legislature, and my opinion is that they would be better off if they had. I never saw a community in which all classes are so thoroughly convinced of the incompetency and selfishness of the members of the Legislature. Everyone, almost without exception, tells you the Legislature is rotten to the core.

"In the mining district the Smelter Trust of the United States works against our interests. They have their own ores and don't want ours. You hear of railways working together, but you have to look at the practical results. We have the minerals, as rich as any country in the world, but the capitalists are afraid to invest. The same condition existed in Northern Ontario a few years ago, but the regulations in regard to the exportation of sawlogs stopped it, and the whole country is prosperous. The lumbermen are making money, and the people who went to the United States to manufacture our logs are now coming back to do it here. My opinion is that there should be an export duty on British-Columbian ore, and that tariff measures should be adopted whereby all refining should be done in Canada. I believe the prices of lead products would be no higher, and, if they were, the east could afford to be taxed a little to help the West, which is being taxed pretty heavily for what it buys in the east. The Western people should have our strong support and sympathy, and I think the result would be that our manufacturers would be greatly benefited.

SOUTHERN ALBERTA.

"Coming to Southern Alberta, heretofore only a ranching country, I find it is gradually being taken up by farmers, and as this occurs, the ranchers have to move back. Still, there are many thousands of acres of fine farming land available.

"Crow's Nest Pass country is bound to be a great factor in the West. Its coal production promises to be enormous, and new mines are being opened all the time. The Crow's Nest Pass Coal Company at Fernie, Mitchell and Morrissey now employs nearly 2,000 men, and at Fernie have over 400 coke ovens.

"I met a great number of Australians, who are visiting Canada, partly as a result of the friendly relations growing out of the Boer War, and partly through the efforts of the C.P.R. One and all think Canada the greatest country in the world, and the most hospitable. Coming from Owen Sound to Toronto, some Australians I met were amazed to see the great fields of wheat and oats.

"I was surprised to find in so many sections that the snowfall is small, and the duration of the cold weather short.

"Taking all in all, I can only add that, although always intensely Canadian, I have come back more so than ever, and I hope all my friends will have an opportunity to see what I have seen of the country and its people, as I know they would return as enthusiastic as I."



# Christie, Brown & Co., Limited

**Biscuit Manufacturers**

**Toronto, Canada.**

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*NOTE A FEW OF THEIR SPECIALTIES:*

*Zephyr Cream Sodas*
*Water Ice Wafers*
*Imperial Wafers*
*Ratafia Wafers*
*Oswego*
*Social Tea*
*Apple Blossom*
*Lemon Sandwich*

*Etc., Etc.*

# CHATS ON WEST-INDIAN TRADE MATTERS.

### MR. HARNETT, OF BERMUDA.

MR. L. B. HARNETT, of the firm of W. T. James & Co., Hamilton, Bermuda, is making one of his periodical trips to Canada. His object is principally pleasure, but he is also devoting some time to business, the firm he represents being large jobbers and retailers in Bermuda. He was in Toronto for a few days last week, and "The Canadian Grocer" had a pleasant few minutes' chat with him. He came to Canada by the Pickford & Black Line, and reports having had a pleasant voyage, and he spoke highly of the service. When questioned in regard to trade matters, he said: "Our desire in Bermuda is to trade with Canada, for we are of the same nation, but, of course, you can readily understand that we are compelled to buy where we can buy cheapest and to sell where we can sell to the best advantage. The trade between Bermuda and Canada is growing, but you have a great competitor in the United States."

"What Canadian products do you purchase principally?"

"Speaking for our firm alone, I might say that we buy all our flour from Canada, and we have been doing so for some years. Then we buy oats, hay, butter, cheese, bran, middlings, etc. Canadian soaps are beginning to come in more freely, and quite a little Canadian furniture is bought. Our firm is now buying a lot of canned goods from Canada, such as fruits and vegetables, and we find them of excellent quality. We prefer some of the canned fruits to those of California, their flavor and syrup being much better. So far, Canadian canned goods are knocking out New York prices. Of course, did they not do so we could not buy them."

"What about the dry goods trade?"

"Nearly all the dry goods we import into Bermuda come from England, our buyers going there twice a year. It is perhaps worthy of note that the people from the United States, who visit Bermuda in large numbers during the winter, purchase while with us a great deal of these English goods, particularly silks, dry goods and clothing. We have some fine tailor shops in Bermuda. These goods are largely purchased by the people from the United States who visit us, because they can get them a great deal cheaper than in their own country."

"Where do you get your hardware from, principally?"

"Our shelf hardware comes largely from Pittsburg, but the heavy goods are still largely imported from England. We have some good hardware stores in Bermuda."

Speaking of the products of Bermuda, Mr. Harnett said: "Our principal products are onions and potatoes. Of potatoes we raise three crops a year. The first crop is gathered about September, the second in January and the third in March. After the land has been given a little rest we produce on the same soil watermelons, muskmelons, and vegetables generally. There is only one crop of onions a year. The production of Easter lilies is quite an industry in Bermuda. Whole farms are devoted to their cultivation. The seed is sown in December and the flowers are gathered in July. It takes about three years to produce bulbs of saleable size. These fields of Easter lilies are a beautiful sight, particularly in the morning when they look like fields of snow, while the odor from them is delightful."

While a good many Canadians visit Bermuda in the winter, Mr. Harnett regrets that the number is not larger. "We have," he said, "a very fine climate and excellent hotels."

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### MR. CHARLES PICKFORD, OF HALIFAX.

Mr. Charles S. Pickford, who has been in the West Indies for nearly eight months in the interest of the Pickford and Black Steamship Company, is in Toronto, where he will remain some months looking after shipments for the West Indies. While in the West Indies he arranged for an exhibit at the Industrial Exhibition, Toronto. The goods are now on the way, and Mr. Pickford will have charge of the exhibit. During the volcanic eruptions at St. Pierre and St. Vincent, Mr. Pickford was in Barbados. He says the detonations were quite distinctly heard where he was, which was 90 miles from St. Vincent and that at five o'clock that evening the cloud of volcanic dust was so heavy in Barbados, that it was as dark as midnight, while by the next morning it had covered the island to the depth of an inch.

As in regard to Canadian trade with the West Indies, Mr. Pickford said: "There has been a great deal more Canadian flour sold than usual. The sales, however, are increasing in all lines, but particularly in flour, oats, biscuits and goods of that kind. The Christie, Brown Co., Limited, are now making regular shipments of their goods to the Islands. There is no reason why Canadian manufacturers should not sell in the West Indies nearly every kind of goods they produce, but one thing is sure, they must go and look after it."

"Do you think that the people of the West Indies are becoming more interested in Canada?"

"Yes: I think the sentiment in favor of trade with Canada is growing all the time. But the trouble is the United States manufacturers have their men going through the West Indies all the time selling their goods. It is only now and then that you meet a traveller representing a Canadian house."

"What about the shipment of West-Indian products to Canada?"

"That is not growing as fast as it should. I think if our people here would buy more goods in the West Indies, the sale of Canadian products in the Islands would increase more rapidly. We cannot expect those people to buy from us when we buy so little from them. Naturally, the inclination is to buy your goods from those to whom you sell. Another thing is that the exporters in the United States keep the merchants in the West Indies well posted as to prices of different kinds of merchandise, particularly on such lines as flour, peas and oats, while the Canadian exporters do not. This is a big mistake. While, as I have said, we do not buy as much from the West Indies as we should, our steamers have this winter brought up more sugar from the West Indies than ever before. The bulk of it came from Demerara, Antigua, St. Kitts and Montserrat."

"What are trade conditions like in the West Indies?"

"In Barbados, Demerara and the smaller islands trade is in a pretty bad state, and it is due to the fact that these islands are practically dependent upon the sugar industry. In Dominica, Trinidad and Grenada trade is good. In these places the cocoa, coffee and lime juice industries are quite important. Consequently, there is not the same dependence upon the sugar industry. In Demerara improvements have been made in the machinery in the sugar mills, but on the smaller islands in the West Indies they have not been able to do this on account of lack of money. The diamond industry in Demerara is making quite a stir, and oil has been struck in Trinidad, but I cannot inform you as to whether in paying quantities or not."

Mr. Pickford says that the weather in the West Indies during the last winter was wetter than usual. The number of people from Canada and the United States who spent last winter there was not as large, while the number of visitors from Great Britain was, on the other hand, much larger than usual.

Speaking of the transportation service, Mr. Pickford said that the railroad authorities say that there will be no difficulty in securing cars for conveying merchandise from points in Ontario to Halifax and St. John destined for the West Indies. It will be remembered that last year there was quite a little difficulty in getting a sufficient number of cars.

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## OUTLOOK FOR CANNED PINEAPPLES.

An exchange says: "Latest reports received from Singapore advise that the crop is practically at an end, and that producers refuse to make contracts for forward delivery. Shipments during May and June were short, and it is reported that deliveries also for July will show a deficiency of quite 10,000 cases. If this should prove to be correct, it will be a serious thing for many packers who, anticipating an enormous crop, made contracts for delivery during June, July and August at such ridiculously low prices that they now find they will be unable to fulfill their contracts unless at a loss."

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## CANNED SALMON IN ENGLAND.

The most important feature in the salmon trade having a bearing on this market is how to increase the demand so that a sufficient proportion of the pack may be attracted here. Recent experiences show that price is a very important factor, and with the collapse in the demand fresh in their minds, both importers and distributors have aimed at keeping prices within bounds all through this season, and have not made advanced quotations even when fully warranted by the position, excepting in the case of sockeye talls, where, for a time, the demand outran the visible supply, and even then there was practically no alteration in quotations to the retail trade. For the next few weeks the fishing reports will be of absorbing interest, for on the progressing pack depends the course of next season's trade; no one anticipates any sudden or extreme fluctuation in price, but a scarcity of tall tins in the Fraser and Puget districts would at least call for a recasting of selling prices.—Produce Markets' Review.

*Is RED ROSE TEA advertised as much as other package teas ?*

*I think not !*

*Yet, fourteen travellers are employed. Warehouses at St. John, Toronto and Winnipeg are kept busy distributing tea from the Atlantic to the Pacific.*

*Sales every year show a really phenomenal growth.*

*Why is this ? How have such results been obtained ?*

*Simply by putting up good tea. SO GOOD that people who use it recommend it to their friends.*

*RED ROSE TEA WILL HELP INCREASE YOUR TEA BUSINESS.*

*It is packed either Black, Mixed or Ceylon Green. Six grades, retailing at 25c. to 60c.*

*Are you selling it ?*

# T. H. ESTABROOKS,

Tea Importer and Blender, ST. JOHN, TORONTO and WINNIPEG.

# Cute Grocers

know their own business best, and the "cutest of the cute" always offer Sunlight Soap to good customers, knowing Sunlight Soap will please every customer, and Sunlight is the only advertised soap that can be sold on a par with "cutting stores." Sunlight Soap is never "cut."

Sunlight Soap has a written agreement with each customer against cutting.

LEVER BROTHERS LIMITED, TORONTO 713

# CURRENT MARKET QUOTATIONS

August 14, 1902.

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, St. John, N.B., and Halifax. The prices are solicited for publication, and are of such quantities and qualities as are usually ordered by retail dealers on the usual terms of credit. For Winnipeg market report and prices, see page 31.

Goods in large lots and for prompt pay are generally obtainable at lowest prices.

All quotations for staple products are under the direct control of the Editors, who call daily upon all the leading houses in the principal centres.

| BUTTER, CHEESE AND EGGS | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| Dairy, choice, large rolls, lb. | $..... | $0 18 | $ 14 | $0 15 | $..... | $0 16 |
| " " pound blocks | 17 | 18 | 15 | 16 | 16 | 17 |
| " tubs, best | 16 | 17 | ..... | 15 | 16 | 17 |
| " tubs, inferior | 14 | 16 | 12 | 13 | 14 | 15 |
| Creamery, boxes | 19 | 19½ | ..... | 19 | 20 | 23 |
| " prints | ... ... | 20¼ | 19 | 20 | 22 | 24 |
| Cheese, new, per lb | 9⅞ | 10 | 10¼ | 10½ | 10 | 10½ |
| Eggs, new laid, per doz | 15¼ | 15½ | 14 | 15 | 18 | 17 |
| **CANNED GOODS** | | | | | | |
| Apples, 3's | ..... | ..... | 90 | 1 00 | 1 00 | 1 10 |
| " gallons | ..... | 2 50 | 3 10 | 3 25 | 2 70 | 2 80 |
| Asparagus | 2 20 | 2 25 | 2 00 | 2 40 | ..... | ..... |
| Beets | 1 00 | 1 00 | 90 | 1 00 | ..... | 1 10 |
| Blackberries, 2's | ..... | 1 30 | 1 40 | 1 70 | 1 50 | 1 80 |
| Blueberries, 2's | 92½ | 95 | 80 | 85 | 95 | 1 00 |
| Beans, 2's | 80 | 90 | 70 | 5 | 90 | 95 |
| Corn, 2's | 82½ | 85 | 80 | 95 | 80 | 90 |
| Cherries, red, pitted, 2's | 2 25 | 2 30 | 2 10 | 2 25 | 2 30 | 2 40 |
| " white | 2 25 | 2 30 | 2 00 | 2 25 | ..... | ..... |
| Peas, 2's | 82½ | 85 | 82½ | 87 | 85 | 90 |
| " sifted | 95 | 1 05 | 90 | 1 00 | 1 10 | 1 15 |
| " extra sifted | 1 05 | 1 15 | 1 20 | 1 25 | 1 20 | 1 25 |
| Pears, Bartlett, 2's | 1 50 | 1 60 | 1 75 | 2 00 | 1 75 | 1 80 |
| " 3's | 1 90 | 2 00 | 2 00 | 2 40 | 2 00 | 2 25 |
| Pineapple, 2's | 2 00 | 2 40 | 2 25 | 2 50 | 2 15 | 2 25 |
| " 3's | 2 25 | 2 40 | 2 50 | 2 60 | 2 50 | 2 60 |
| Peaches, 2's | 1 75 | 1 85 | 1 75 | 1 90 | ..... | 1 75 |
| " 3's | 2 60 | 2 70 | 2 50 | 2 75 | 2 70 | 2 80 |
| Plums, green gages, 2's | 1 30 | 1 35 | 1 10 | 1 25 | 1 30 | 1 60 |
| " Lombard | 1 20 | 1 25 | 1 00 | 1 10 | 1 30 | 1 50 |
| " Damson, blue | 1 00 | 1 25 | ..... | 1 00 | 1 10 | 1 30 |
| Pumpkins, 3's | ..... | 85 | ..... | 90 | 90 | 1 00 |
| " gallon | ..... | ..... | 2 10 | 2 25 | 2 10 | 2 25 |
| Raspberries, 2's | 1 40 | 1 50 | 1 60 | 1 80 | 1 70 | 1 75 |
| Strawberries, 2's | 1 50 | 1 75 | 1 60 | 1 75 | 1 50 | 1 75 |
| Succotash, 2's | 1 00 | 1 25 | ..... | 1 15 | 1 10 | 1 15 |
| Tomatoes, 3's | 1 12½ | 1 17½ | 1 15 | 1 20 | 1 25 | 1 30 |
| Lobster, talls | 2 75 | 3 20 | ..... | 3 25 | 2 50 | 3 25 |
| " 1-lb. flats | 3 00 | 3 75 | 3 50 | 3 70 | ..... | 1 25 |
| " ½-lb. flats | 1 75 | 1 85 | 1 75 | 1 80 | ..... | 1 75 |
| Mackerel | 1 00 | 1 10 | 1 15 | 1 25 | 1 35 | 1 45 |
| Salmon, sockeye, Fraser | 1 35 | 1 40 | 1 35 | 1 45 | 1 50 | 1 75 |
| " " Northern | ..... | ..... | 1 25 | 1 30 | 1 15 | 1 25 |
| " " Horseshoe | ..... | ..... | 1 42½ | 1 45 | ..... | ..... |
| " Cohoes | 1 00 | 1 15 | 1 05 | 1 15 | 1 00 | 1 10 |
| Sardines, Albert, ¼'s | 12 | 12½ | 12½ | 13 | 14 | 15 |
| " " ½'s | 20 | 21 | 20 | 21 | 20 | 21 |
| " Sportsman, ¼'s | 11¼ | 12 | ..... | 12½ | ..... | 12 |
| " " ½'s | 19 | 20 | ..... | 21 | 20 | 21 |
| " key opener, ¼'s | 9 | 11 | 10½ | 11 | 16 | 18 |
| " " ½'s | ..... | 18 | 18½ | 23 | 10 | 11 |
| " P. & C., ¼'s | 20 | 22½ | 23 | 25 | 23 | 25 |
| " " ½'s | 27½ | 30 | 33 | 36 | 33 | 36 |
| " Domestic, ¼'s | 4 | 4¼ | 4 | 4½ | 4 | 4¼ |
| " " ½'s | 7 | 8 | 9 | 11 | ..... | ..... |
| " Mustard, ¾ size, cases 50 tins, per 100 | 7 50 | 11 00 | 8 50 | 9 00 | 8 00 | 9 00 |
| Haddies | ..... | 1 00 | 1 00 | 1 10 | 1 00 | 1 10 |
| Kippered Herrings | 1 00 | 1 85 | 1 00 | 1 55 | 1 00 | 1 10 |
| Herring in Tomato Sauce | 1 00 | 1 55 | 1 00 | 1 70 | ..... | 2 00 |
| **CANDIED PEELS** | | | | | | |
| Lemon, per lb | ..... | 10½ | 10 | 12½ | 12 | 13 |
| Orange, " | ..... | 11 | 11 | 13 | 12 | 13 |
| Citron, " | ..... | 16 | 15 | 18 | 15 | 17 |
| **GREEN FRUITS** | | | | | | |
| Oranges, Valencias, per case | ..... | ..... | ..... | 5 50 | ..... | ..... |
| " Sorrentos | 3 75 | 4 00 | ..... | 4 00 | ..... | 4 50 |
| Can. Plums | ..... | ..... | 60 | 75 | ..... | ..... |
| Cucumbers, per doz | ..... | 0 15 | ..... | ..... | 40 | 45 |
| Cucumbers, per basket | ..... | ..... | 70 | 25 | ..... | ..... |
| Lemons, Messina, per box | 2 00 | 3 00 | 2 00 | 3 00 | 4 00 | 4 50 |
| Bananas, Firsts, per bunch | 1 25 | 2 00 | 1 10 | 2 25 | 1 00 | 2 00 |
| Apples, per bbl | 1 50 | 2 50 | ..... | ..... | 3 50 | 4 50 |
| Tomatoes, per basket | 3 25 | 3 75 | 0 30 | 0 40 | 1 00 | 1 50 |
| Pears | ... | ..... | 0 40 | 0 50 | ..... | ..... |
| Peaches | ..... | 0 40 | 0 20 | 0 30 | ..... | ..... |
| Lawton Berries | ..... | ..... | 0 07 | 0 08 | ..... | ..... |
| Watermelons, per 100 | 17 00 | 20 00 | 15 00 | 25 00 | 3 00 | 4 00 |
| Canteloupes, or muskmelons, per crate | ..... | 3 50 | ..... | 2 00 | ..... | ..... |
| Californian Peaches | ... ... | 1 25 | 1 00 | 1 50 | 1 00 | 1 25 |
| " Plums | 1 25 | 1 75 | ..... | 1 25 | 1 25 | 1 50 |
| Raspberries, per quart | ..... | 0 08 | 0 05 | 0 06 | ..... | ..... |
| Apples, per basket | 0 20 | 0 30 | 0 20 | 0 30 | ..... | ..... |
| Black Currants, per basket | ..... | ..... | 0 90 | 1 00 | ..... | ..... |
| Red " " | ..... | ..... | ..... | 0 60 | ..... | ..... |
| **SUGAR** | | | | | | |
| Granulated St. Law'ce and Red | ..... | 3 65 | ..... | 3 73 | ..... | ..... |
| Granulated, Acadia | ..... | 3 60 | ..... | 3 68 | ..... | 3 75 |
| Paris lump, bbls. and 100-lb. bxs | ..... | 4 20 | ..... | 4 28 | ..... | 4 55 |
| " in 50-lb. boxes | ..... | 4 30 | ..... | 4 38 | 4·65 | 4 75 |
| Extra Ground Icing, bbls. | ..... | 4 20 | ..... | 4 55 | ..... | ..... |
| Powdered, bbls | ..... | 3 85 | ..... | 4 30 | 5 50 | 5 80 |
| Phœnix | ..... | 3 45 | ..... | 3 53 | ..... | ..... |
| Cream | ..... | 3 40 | ..... | 3 48 | ..... | ..... |
| Extra bright coffee | ..... | 3 55 | ..... | 3 68 | ..... | ..... |
| Bright coffee | ..... | 3 40 | ..... | 3 43 | ..... | ..... |
| Bright yellow | ..... | 3 35 | ..... | 3 43 | ..... | 3 45 |
| No. 3 yellow | ..... | 3 30 | ..... | 3 38 | ..... | ..... |
| No. 2 yellow | ..... | 3 10 | ..... | 3 18 | ..... | ..... |
| No 1 yellow | ..... | 3 00 | ..... | 3 08 | ..... | 3 15 |

| HARDWARE PAINTS AND OILS | Montreal. | | Toronto. | | St. John Halifax. | |
|---|---|---|---|---|---|---|
| Wire nails, base | ..... | $2 55 | ... .. | $2 55 | ..... | $3 20 |
| Cut nails, base | ..... | 2 35 | ..... | 2 35 | ..... | 2 85 |
| Barbed wire, per 100-lb. | ..... | 3 00 | ..... | 3 00 | 3 50 | 3 75 |
| Smooth Steel Wire, base | ..... | 2 60 | ..... | 2 60 | ..... | ..... |
| White lead, Pure | ..... | 5 87½ | ..... | 5 87½ | ..... | 6 80 |
| Linseed oil, 1 to 2 bbls., raw | ..... | 82 | ..... | 50 | ..... | 83 |
| " " " boiled | ..... | 85 | ..... | 83 | ..... | 87 |
| Turpentine, single bbls. | ..... | 67 | ..... | 70 | ..... | 75 |
| Benzine, in bbls., per gal | ..... | ..... | ..... | 17 | ..... | 19½ |
| **SYRUPS AND MOLASSES** | | | | | | |
| Syrups— | | | | | | |
| Dark | ..... | 1⅞ | ..... | ..... | ..... | ..... |
| Medium | ..... | 2½ | 30 | 32 | ..... | ..... |
| Bright | ..... | 2⅝ | 35 | 37 | ..... | ..... |
| Corn Syrup, barrel, per lb. | .... | 3½ | ..... | 3½ | ..... | ..... |
| " " ½ bbls. " | ..... | 3⅝ | ..... | 3⅝ | ..... | ..... |
| " " kegs " | ..... | 3¾ | ..... | 3¾ | ..... | ..... |
| " " 3 gal. pails, each | ..... | 1 60 | ..... | 1 60 | ..... | ..... |
| " " 2 gal. " " | ..... | 1 20 | ..... | 1 20 | ..... | ..... |
| Honey | ..... | ..... | ..... | 40 | ... | ..... |
| " 25-lb. pails | ..... | 1 05 | ..... | 1 00 | ..... | ..... |
| " 38-lb. pails | ..... | 1 0 | ..... | 1 40 | ..... | ..... |
| Molasses— | | | | | | |
| New Orleans, medium | 22 | 30 | 25 | 30 | 28 | 30 |
| " " Open kettle | ..... | ... .. | 40 | 50 | ..... | ..... |
| Barbadoes | 22 | 24 | ..... | 32 | 24 | 25 |
| Porto Rico | ..... | 38 | 38 | 42 | 30 | 32 |
| **CANNED MEATS** | | | | | | |
| Comp, corn beef, 1-lb. cans | 1 55 | $1 65 | $1 55 | $1 65 | $1 55 | $1 60 |
| " " 2-lb. cans | 2 75 | 3 00 | 2 85 | 3 00 | 2 80 | 2 90 |
| " " 6-lb. cans | 7 90 | 9 60 | ..... | 8 25 | 8 75 | 9 25 |
| " " 14-lb. cans | 16 50 | 23 00 | ..... | 19 50 | 20 00 | 21 00 |
| Minced collops, 2-lb. can | ..... | 2 75 | ... .. | 2 60 | 2 50 | 2 80 |
| Lunch tongue, 1-lb. can | 3 00 | 3 90 | ..... | 3 00 | 3 00 | 3 25 |
| " " 2-lb. can | 6 00 | 7 90 | ..... | 7 00 | 6 80 | 7 00 |
| English brawn, 2-lb. can | 2 40 | 2 75 | ..... | 2 45 | 2 75 | 2 80 |
| Camp sausage, 1-lb. can | ..... | ..... | ..... | 2 50 | 2 50 | ..... |
| " " 2-lb. can | ..... | ..... | ..... | 4 00 | 4 00 | ..... |
| Soups, assorted, 1-lb. can | 1 15 | 1 50 | ..... | 1 50 | 1 40 | |
| " " 2-lb. can | 2 40 | 2 45 | ..... | 2 20 | 2 25 | |
| Soups and Boull, 2-lb. can | 1 75 | 2 50 | ..... | 1 80 | 1 75 | |
| " " 6-lb. can | 3 50 | 5 85 | ..... | 4 50 | 4 25 | 4 50 |
| Sliced smoked beef, ¼'s | 1 65 | 1 70 | 1 65 | 1 70 | ..... | 2 00 |
| " " " 1's | 2 75 | 3 10 | 2 80 | 2 95 | ..... | 3 25 |
| **FRUITS** | | | | | | |
| Dried— | | | | | | |
| Currants, Provincials, bbl | ..... | ..... | ..... | ..... | ..... | ..... |
| " Filiatras, cases | ..... | 5¾ | 5¾ | 6 | ..... | ..... |
| " " ½-cases | 5½ | 5½ | 5¾ | 6 | ..... | ..... |
| " Patras, cases | ..... | 6 | 6½ | 7 | ..... | ..... |
| " " ½-cases | ..... | 6 | 6¼ | 7 | ..... | ..... |
| Amalias | 6½ | 7 | 7 | 7½ | ..... | 6½ |
| Vostizzas, cases | 6½ | 7 | 8 | 8½ | ..... | ..... |
| Dates, Hallowees | ..... | 4½ | ..... | 4½ | ..... | 4½ |
| " Sairs | ..... | 3½ | ..... | 4½ | ..... | 4 |
| Figs, Elemes | ..... | 1 00 | 8 | 18 | 8 | 10 |
| " Mats, per lb | 3 | 3¼ | ..... | 3¼ | ..... | ..... |
| " Tapnets | ..... | 3 30 | ..... | 3½ | ..... | ..... |
| " Naturals | ..... | ..... | 3¼ | 4 | ..... | ..... |
| Prunes, California, 30's | ..... | 9 | ..... | ..... | 10 | 12 |
| " " 40's | ..... | 8½ | 8¾ | 10 | 9 | 9½ |
| " " 50's | ..... | 8¼ | 8 | 8½ | 8½ | 9 |
| " " 60's | ..... | 8 | 7½ | 8 | 8 | 8½ |
| " " 70's | ..... | 7½ | 6¾ | 7½ | 7½ | 8 |
| " " 80's | ..... | 7 | 6½ | 7 | 7 | 7½ |
| " " 90's | ..... | 6½ | 5¼ | 5½ | 6½ | 7 |
| " " 100's | ..... | 6 | ..... | 5 | 6 | 6½ |
| " Bosnia, A's | ..... | ..... | ..... | 5 | ..... | ..... |
| " " B's | ..... | ..... | 7½ | 8 | ..... | ..... |
| " " U's | ..... | 5 | 6¼ | 6½ | ..... | ..... |
| " French, 50's | ..... | ..... | ..... | ..... | ..... | ..... |
| " " 110's | ..... | 5 | ..... | ..... | ..... | ..... |
| Raisins, Fine off stalk | ... | 6¼ | 6½ | 7 | ..... | 5 |
| " Selected | 7½ | 8 | ..... | 8½ | 5½ | 6 |
| " Selected layers | 6½ | 7 | .... | 8½ | 6½ | 7 |
| " Sultanas | ..... | 9 | 8½ | 12 | 10 | 12 |
| " California, 2-crown | 5 | 5½ | ..... | ..... | 6½ | 6¾ |
| " " 3-crown | 7¼ | 7¾ | ..... | ..... | 8 | 8½ |
| " " 4-crown | 7¾ | 8 | ... | ..... | 8½ | 9 |
| " " 1's seeded, 3-cr. | 9¾ | 10½ | 8½ | 10 | 9½ | 10½ |
| " Empire clusters | 1 50 | 1 60 | ..... | 2 60 | ..... | 2 00 |
| " Black baskets | ..... | ..... | ..... | 2 25 | 2 00 | 2 25 |
| " Extra clusters | ..... | ..... | ..... | 3 35 | ..... | 2 50 |
| " Dehesa clusters | ..... | ..... | ..... | 3 10 | 3 00 | 3 50 |
| " Royal B. clusters | 3 25 | 3 30 | ..... | 5 00 | ..... | ..... |
| " Connoisseurs cl'str's | ..... | ..... | ..... | 2 10 | ..... | ..... |
| " Excelsior clusters | ..... | ..... | ... | 4 60 | ..... | ..... |
| Evaporated apples | ..... | ..... | 10½ | 11 | ..... | ..... |
| Dried " | ..... | ..... | 6 | 6½ | ..... | ..... |
| **PROVISIONS** | | | | | | |
| Dry Salted Meats— | | | | | | |
| Long clear bacon | .... | 12 | 11 | 11½ | ..... | ..... |
| Smoked meats— | | | | | | |
| Breakfast bacon | ..... | 15½ | 14½ | 15 | .. | ..... |
| Rolls | ..... | 12½ | 12 | 12½ | 11 | 12 |
| Medium Hams | ..... | 14 | 13½ | 14 | 14 | 15 |
| Large Hams | ..... | 13 | 12½ | 13 | ..... | ... .. |
| Shoulder hams | ..... | 13 | 11 | 11½ | ..... | .... |
| Backs | ..... | 15 | 14½ | 15 | ..... | ..... |
| Meats out of pickle 1c. less. | | | | | | |
| Barrel Pork— | | | | | | |
| Canadian heavy mess | ..... | 23 00 | ..... | 21 50 | 21 50 | 22 50 |
| " short cut | 21 50 | 22 00 | 23 00 | 23 50 | 23 00 | 24 00 |
| Plate beef | 12 50 | 13 50 | ..... | 15 00 | 14 00 | 16 00 |
| Lard, tierces, per lb | ..... | 11 | 10¾ | 11 | 11¾ | 12¼ |
| Tubs | ..... | 11¾ | 11 | 11¾ | 12¼ | 12¾ |
| Pails | 11 | 12 | 11¼ | 11½ | 12½ | 13 |
| Compounds | ..... | ..... | 8¾ | 10¼ | ..... | ..... |

# FRENCH SARDINES, PEASE, Etc.

**Rodel & Fils Freres, Bordeaux, France.**

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| COFFEE | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| Green— | | | | | | |
| Mocha | ..... | 24 | 23 | 28 | 25 | 30 |
| Old Government Java | ..... | 27 | 22 | 30 | 25 | 30 |
| Rio | ..... | 10 | 7 | 12 | 12 | 13 |
| Santos | ..... | ..... | 9½ | 10½ | ..... | ..... |
| Plantation Ceylon | ..... | 29 | 26 | 30 | 29 | 31 |
| Porto Rico | ..... | ..... | 22 | 25 | 24 | 28 |
| Gautemala | ..... | ..... | 23 | 25 | 24 | 26 |
| Jamaica | ..... | 18 | 15 | 20 | 18 | 22 |
| Maracaibo | ..... | 13 | 13 | 16 | 12 | 13 |
| **NUTS** | | | | | | |
| Brazil | 11¾ | 12¼ | 15 | 16 | | 15 |
| Valencia shelled almonds | 25 | 26 | 30 | 35 | 30 | 35 |
| Tarragona almonds | ..... | 11 | ..... | 11½ | 12 | 13 |
| Formegetta almonds | ..... | ..... | ..... | 10¼ | ..... | ..... |
| Jordan shelled almonds | ..... | 42 | 40 | 43 | ..... | ..... |
| Peanuts (roasted) | 8¼ | 13 | 8 | 10 | 9 | 10 |
| " (green) | 6¼ | 7¾ | 7 | 9 | ..... | ..... |
| Cocoanuts, per sack | ..... | 3 25 | ..... | 3 75 | 3 50 | 4 00 |
| " per doz | ..... | ..... | ..... | 00 | 60 | 70 |
| Grenoble walnuts | ..... | 10 | ..... | 10¾ | 11 | 12 |
| Marbot walnuts | ..... | 10 | 9½ | 10¼ | ..... | ..... |
| Bordeaux walnuts | ..... | 9 | ..... | 9 | 8¼ | 9 |
| Sicily filberts | ..... | 9 | 9¼ | 10¼ | 8½ | 9 |
| Naples filberts | ..... | ..... | ..... | ..... | 10 | 11 |
| Pecans | 15 | 16 | 13 | 15 | 13 | 14 |
| Shelled Walnuts | ..... | 18 | 18 | 23 | ..... | 25 |
| **SODA** | | | | | | |
| Bi-carb, standard, 112-lb. keg | 1 65 | 1 80 | 2 00 | 2 25 | 1 70 | 1 75 |
| Sal soda, per bbl | 70 | 75 | 80 | 90 | 85 | 90 |
| Sal Soda, per keg | 95 | 1 00 | ..... | 1 00 | 95 | 1 00 |
| **SPICES** | | | | | | |
| Pepper, black, ground, in kegs | | | | | | |
| pails, boxes | 16 | 18 | ..... | 18 | 14 | 15 |
| " in 5-lb. cans | 14 | 17 | ..... | 19 | 15 | 16 |
| " whole | 15 | 17 | ... | 19 | 12 | 13 |
| Pepper, white, ground, in kegs | | | | | | |
| pails, boxes | 26 | 27 | 26 | 27 | 24 | 26 |
| " 5-lb. cans | 25 | 26 | 25 | 26 | 20 | 22 |
| " whole | 23 | 25 | 23 | 25 | 20 | 22 |
| Ginger, Jamaica | 19 | 25 | 22 | 25 | 20 | 25 |
| Cloves, whole | 12 | 30 | 14 | 35 | 18 | 20 |
| Pure mixed spice | 25 | 30 | 25 | 30 | 25 | 30 |
| Cassia | 18 | 18 | 20 | 40 | 15 | 20 |
| Cream tartar, French | ..... | 25 | 24 | 25 | 20 | 22 |
| " " best | ..... | 28 | 25 | 30 | 25 | 30 |
| Allspice | 10 | 15 | 13 | 16 | 16 | 18 |
| **WOODENWARE** | | | | | | |
| Pails No. 1, 2-hoop | ..... | 1 65 | ..... | 1 55 | ..... | 1 90 |
| " " 3-hoop | ..... | 1 80 | ..... | 1 70 | ..... | 2 05 |
| " half, and covers | ..... | 1 65 | ..... | 1 60 | ..... | 1 75 |
| " quarter, jam and covers | ... | 1 15 | ..... | 1 10 | .... | 1 45 |
| " candy, and covers | 2 50 | 2 90 | ..... | 2 40 | ..... | 3 20 |
| Tubs No. 0 | 10 00 | 10 15 | ..... | 8 50 | ..... | 11 00 |
| " " 1 | 8 00 | 8 15 | ... | 7 00 | .... | 9 00 |
| " " 2 | 7 00 | 7 15 | | 6 00 | .... | 8 00 |
| " " 3 | | 6 15 | ..... | 5 25 | .... | 7 00 |

| PETROLEUM | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| Photogene | ..... | ..... | 17 | 17½ | ..... | ..... |
| Canadian water white | 14½ | 15½ | ..... | 16 | 16½ | 17 |
| Sarnia water white | 16 | 17 | 16½ | 17 | 16½ | 17 |
| Sarnia prime white | ..... | 18 | 15 | 15½ | 16½ | 17 |
| American water white | ..... | 19 | 17½ | 18 | 17½ | 18 |
| Pratt's Astral (barrels extra) | 18½ | 19 | 17 | 17½ | 18½ | 19 |
| **TEAS** | | | | | | |
| Black— | | | | | | |
| Congou—Half-chests Kaisow. Moning, Paking | 13 | 60 | 12 | 60 | 13 | 40 |
| Caddies Paking, Kaisow | 17 | 40 | 18 | 50 | 15 | 4 |
| Indian—Darjeelings | 35 | 55 | 35 | 55 | 30 | 50 |
| Assam Pekoes | 20 | 40 | 20 | 40 | 15 | 40 |
| Pekoe Souchong | 15 | 25 | 18 | 25 | 17 | 24 |
| Ceylon—Broken Pekoes | 35 | 42 | 35 | 42 | 34 | 40 |
| Pekoes | 20 | 30 | 20 | 30 | 20 | 30 |
| Pekoe Souchong | 17½ | 40 | 17 | 35 | 17 | 35 |
| China Greens— | | | | | | |
| Gunpowder—Cases, extra first | 42 | 50 | 42 | 50 | ..... | ..... |
| Half-chests, ordinary firsts | 22 | 28 | 22 | 28 | ..... | ..... |
| Young Hyson—Cases, sifted extra firsts | 42 | 50 | 42 | 50 | ..... | ..... |
| Cases, small leaf, firsts | 35 | 40 | 35 | 40 | ..... | ..... |
| Half-chests, ordinary firsts | 22 | 38 | 28 | 38 | ..... | ..... |
| Half-chests, seconds | 17 | 19 | ..... | 23 | ..... | ..... |
| " thirds | 15 | 17 | 16 | 18 | ..... | ..... |
| " common | 13 | 14 | 14 | 15 | ..... | ..... |
| Pingsueys— | | | | | | |
| Young Hyson, ½-chests, firsts | 25 | 13 | 33 | 32 | 40 | 40 |
| " " " seconds | 16 | 18 | 16 | 19 | ..... | ..... |
| " Half-boxes, firsts | 25 | 32 | 28 | 32 | ..... | ..... |
| " " seconds | 16 | 18 | 16 | 19 | ..... | ..... |
| Japans— | | | | | | |
| ½-chests, finest May pickings | 38 | 40 | 38 | 40 | ..... | ..... |
| Choice | 32 | 36 | 33 | 37 | ..... | ..... |
| Finest | 28 | 30 | 30 | 32 | ..... | ..... |
| Fine | 25 | 27 | 27 | 30 | ..... | ..... |
| Good medium | 22 | 24 | 25 | 28 | ..... | ..... |
| Medium | 19 | 20 | 21 | 23 | ..... | ..... |
| Good common | 16 | 18 | 19 | 20 | ..... | ..... |
| Common | 13 | 15 | 17 | 19 | ..... | ..... |
| Nagasaki, ½-chests, Pekoe | 18 | 22 | ..... | ..... | ..... | ..... |
| " " Oolong | 14 | 15 | ..... | ..... | ..... | ..... |
| " " Gunpowder | 16 | 19 | ..... | ..... | ..... | ..... |
| " " Siftings | 7½ | 11 | ..... | ..... | ..... | ..... |
| **RICE, MACARONI, SAGO, TAPIOCA.** | | | | | | |
| Rice—Standard B | 3 00 | 3 10 | ..... | 3½ | 3 25 | 3 40 |
| Patna, per lb | 4 25 | 4 50 | 4¾ | 5 | 5 | 6 |
| Japan | 4 40 | 4 90 | 5½ | 6 | 5 | 6 |
| Imperial Seeta | 4 60 | 4 90 | 4¾ | 5½ | 5 | 5 |
| Extra Burmah | ..... | ..... | 4¼ | 4¾ | 4 | 5 |
| Java, extra | ..... | 5¾ | 6 | 6¼ | 6 | 7 |
| Macaroni, dom'ic, per lb., bulk | 3¾ | 4¼ | ..... | 7½ | ..... | ..... |
| " imp'd, 1-lb. pkg., French | 8 | 12 | 9 | 10 | ..... | ..... |
| " " Italian | 8 | 10 | 11 | 12½ | ..... | ..... |
| Sago | 3¼ | 3¾ | 3¾ | 4¼ | 4¾ | 5 |
| Tapioca | ..... | 3½ | 3½ | 3¾ | 4½ | 5 |

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Cocoanut is a luxury. Those that use it want the best (**Schepp's**).

Cocoanut is used generally as a dessert; should therefore be the best in quality to give the dinner a pleasant finish (**Schepp's**).

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AND

HIS ROYAL HIGHNESS THE PRINCE OF WALES, K.G., Etc.

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# THE EXPORT OF POULTRY.

By R. H. Ashton, of Scott & Ashton, Morrisburg, Ont.

THE question of fattening fowls is a most important branch of commercial poultry keeping. Of what use is it instructing the agriculturist to rear innumerable chickens, if, when he has got them, he is at a loss to know what to do with them? Canadian markets can be quickly overdone, but Great Britain has apparently an inexhaustible demand for really prime quality, well-fattened fowls. But the breeder must either be capable of fattening the birds on his own place, or must be able to hand them to a fatter, if the fowls are eventually to find their way to England. Therefore, it is that we look to the fattening industry as the pioneer that shall eventually enable us to compete successfully with other countries in poultry produce as a whole. There are many

FATTENING ESTABLISHMENTS IN ENGLAND,

especially in the counties of Essex and Surrey, where men make a business of fattening fowls. A fatter, and by this term we mean the actual man who performs the duties of fattening, does not care to put on paper his mode of operation, for they are wide enough awake to know that if they were to—so to speak—"give themselves away," their occupation might be gone. In giving the benefit of our experience, and the methods we employ, no such sordid considerations bear weight with us.

The only branch of poultry keeping that will permit, with any certainty, of the

PROFITS OR LOSSES

being accurately prophesied is, in our opinion, poultry fattening. That anyone can, however, start in this line with a fair prospect of success is by no means to be taken for granted. But that one and all of the many thousands of poultry keepers would derive considerable benefit were a better knowledge of this branch more widely circulated, is a fact. There are, we have no doubt, a number of poultry breeders who would, if they only knew that they were eminently adapted by their connections and surroundings to make a success in this business, start at once in the undertaking. Before entering into any new business, it is everyone's duty to make himself as fully conversant as possible with the requirements of such trade or business, and when, having mastered these details, he is able to see an opening for his enterprise, he may start operations in the fattening line, with a certainty that by strict attention to business he can provide himself with a steady income in proportion to his undertaking.

Lest it may be thought that we advocate the

PRINCIPLES OF FATTENING

all and every description of fowls that come to hand, and forward the same to the English markets, we desire to say such is by no means our intention; but though England will always take the best and the worst, there is generally a "glut" of what we call "thirds" and "culls," and if these are sent there, the returns would not be as much as what we could have obtained at our own door. This is where the difficulty with the novice comes in. He has lately commenced in this line of business and has produced better fattened fowls than he has ever done before, or seen in his neighborhood, and he at once jumps to the conclusion that they are really prime quality goods; but what he may call prime birds and what the English poulterer would designate the same, may be two very different things entirely. It is obvious then, that the one thing necessary (outside of practical experience),

TO INSURE SUCCESS

when starting a fattening business, is to find a demand for the lower quality goods that you will have for disposal. These, we might add, will be infinitely superior to the average quality found in the local market.

To suppose that a fatter, if he has, say, 500 birds up, can, as they become fit, send them all off to the markets and make a profit is an idea possessed by many, but which, if put into practice would, with few exceptions, result in failure. But we will suppose that the 500 birds previously mentioned are an average type of fowl, suitable for fattening, and these, for convenience, we will divide into the probable five qualities of which they will be likely to consist, and the quantity in each lot, thus: Prime, 50; seconds, 150; thirds, 150; culls, 125, bad, 25; total, 500.

ENGLAND DEMANDS THE BEST,

and the 50 primes and 150 seconds as stated above, should, therefore, be sent there. It is the "thirds" and "culls" where the difficulty in finding an outlet is apparent. The 25 bad (that is the birds killed in transit), wasters, and we regret to add, diseased, also find their way to the packing establishments and consequently have to be thrown on the manure heap. The market supply of prime quality chickens is dependent upon two factors: First, the selection of the breed possessing the most suitable frame and form with a readiness of putting on flesh. Second, the adoption of the best methods of feeding and fattening. Apart from the greatly improved quality of flesh produced by special food and improved feeding, there will be a

VAST INCREASE IN WEIGHT.

For example, the average 3-lb. chicken, as it comes from the farm, carries about six ounces of bone, 18 ounces of fat, and, after being cooked, there are about 13 ounces, or 28 per cent. of edible meat left. Suppose the farmer receives 30c. per pair for the birds in this condition. He may argue that they cost him little or nothing to produce, but is that a fair reason why he should throw away good opportunities of making more money simply because he has made so much without any effort? Suppose, instead of selling the birds for 30c. per pair, he puts them in the fattening coop for 21 days and expends 15c. more in food and then goes to the market with them. The chickens then weigh 10 pounds per pair, and after cooking them, we find 80 ounces of edible meat, which is three times as much as they possessed at the beginning of the fattening period. Suppose he sells them at the same price per pound, he would receive 50c. instead of 30c., as before; but like any other meat of extra quality, it fetches an extra price, as in the large markets to-day such poultry command two cents per pound above common stocks, such as is usually exposed for sale on the butchers' stalls.

The problem that has to be solved by the farmers of this country, is

HOW TO CAPTURE THE BRITISH MARKETS,

in other words, how to produce, how to fatten, and how to sell. To suppose that every breeder of chickens has either the time or the means to learn the fattening industry, is to suppose what is most unlikely. Even so, the cost of shipping in small lots to the cold storage and fattening establishments makes the business almost impracticable. What is required is a co-operative fattening station in every county, to form a connecting link between the producer and the exporter, with one or more branches where necessary, from which the producers can receive a fair market price for their poultry, and at the end of the season participate in the profits that have been derived by properly fattening and marketing their produce, each contributor receiving a share in the profits in proportion to the amount of poultry that he sold to the association during the past twelve months. The principle of co-operation has been successfully adopted for the manufacture of cheese and butter, and we see no reason why it should not be successfully carried out in the fattening and marketing of poultry. Capital is, of course, required to make such a society a success, but compared to the numbers it would effect, and the great benefits that each individual contributor would derive, the amount of capital would be insignificant, and we trust we may see the day when the Department of Agriculture will take this matter up, and place it on a sound basis, or, that failing them, private enterprise may step into the breach.

## THE OLD STORY.

SEVERAL months ago two young Englishmen opened up business in St. John, N.B., under the name of J. C. Williams & Co. They claimed to belong to Manchester, England, and purchased goods for export. They dealt in flour, provisions, hay, etc. A few weeks ago they locked up their store and departed without saying a word to anyone. Their absence did not create any sensation, as it was thought they had gone to the country. They claimed to have bought for cash, and only owed a few small amounts around the city. It seems, however, they worked some sharp games on Ontario men. They ordered a quantity of flour, valued at $590, from Neil McCahill & Co., Forest, Ont., but when it came with the bill of lading attached they telegraphed they would not take it that way. McCahill & Co. wired instructions to give the firm the flour; a sight draft was accepted; Williams & Co. sold the flour from the cars below cost, put the money in their pockets and left town. On August 5 Judge McLeod granted a warrant under the Absconding Debtors' Act to C. S. Hanington, acting for McCahill & Co., and the goods in the store have been seized. There is little in the store except some hay, a roller desk and some chairs. As Senator Dever has distrained for a quarter's rent, $50, the Ontario men and other creditors will receive very little on their claims.

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Or could you use some **CORN** (Blue Bell), at **SEVENTY-FIVE Cents ?**

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## BUSINESS CHANGES.

### DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

J. E. KIRONAC, gracer, Cacouna, Que., is offering to compromise at 25c. on the dollar.

Antoine Fortin, general merchant, Causapcal, Que., has assigned to V. E. Paradis.

The creditors of Franklin & Co., general merchants, Berwick, Ont., meet on August 18.

Salvas & Co., general merchants, St. Francis du Lac, Que., are offering to compromise.

J. U. Clemes & Co., dry goohs merchants and grocers, Berlin, Ont., are offering to compromise.

The creditors of A. Cote & Co., general merchants, St. Alexandre, Iberville Co., Que., meet at Iberville on August 16.

The estate of J. C. Williams & Co., grain and produce merchants, St. John, N.B., has been seized under the Absconding Debtors' Act.

The Runians, Carson, McKee Co., departmental store, London, Ont., have assigned in trust to C. B. Armstrong, and their creditors meet on August 26.

### PARTNERSHIPS FORMED AND DISSOLVED.

Andrews, Bell & Co., general commission merchants, Montreal, have dissolved.

A. H. Moore & Co., general merchants, Magog, Que., have dissolved and a new partnership has been registered.

Hart & Tuckwell, wholesale fruiterers, Montreal, have dissolved, and a new partnership has been registered.

Mitchell, Russell & Co., commission merchants, Vancouver, B.C., have dissolved ; F. W. Mitchell continues.

Crosbie & Co., produce merchants, St. John's, Nfld., have dissolved ; John E. Crosbie continues under the same style.

### SALES MADE AND PENDING.

J. T. Piper, tobacconist, Quebec, is to have his assets sold.

The assets of A. Lapensee, grocer, Hull, Que., have been sold.

The stock of George E. Waud, grocer, Toronto, has been sold.

E. G. Farnsworth, tobacconist, Rossland, B.C., has sold out.

J. A. Darby, tobacconist, Winnipeg, is advertising his business for sale.

Alex. Russell, general merchant, Elora, Ont., is advertising his business for sale.

The assets of A. H. Pare, general merchant, Pont de Maskinonge, Que., are to be sold.

E. Nichol & Son, general merchants, Boissevain, Man., are advertising their business for sale.

The stock of the late Silas A. Hill, general merchant, L'Amaroux, Ont., is advertised for sale by tender.

The assets of A. Beaudry & Frere, hotelkeepers and feed merchants, Longueuil, Que., have been sold.

The stock of Organ, Elliott & Co., wholesale grocers' sundries, Montreal, has been sold at 40c. on the dollar.

The stock of Leger Lemelin, general merchant, St. Raphael, Que., has been sold at 65c. on the dollar to S. Bilodeau & Co., Quebec.

The book debts of O. Beaulieu, general merchant, New Carlisle, Que., have been sold at 19c. on the dollar ; the stock has not been sold.

The stock of the estate of T. L. Bourke, wholesale and retail liquor merchant, St. John, N.B., is advertised for sale by tender on August 16.

### CHANGES.

V. Boyer & Co., bakers, Montreal, have registered.

The Dominion Fish and Fruit Company, Quebec, have registered.

B. A. Payson, grocer, Tyrconnel, Ont., has sold out to Wm. Page.

Eugene J. Toutant, grocer, Toronto, has sold out to M. Worden.

Gibson Bros., general merchants, Danville, Que., have registered.

H. Bolan, general merchant, Low, Ont., is succeeded by Grace & Co.

L. S. Morse, grocer, Leamington, Ont., is removing to Dover Centre.

S. Israel, confectioner, etc., Winnipeg, has sold out to G. Shimlovich.

Ward & Taylor, grain and produce merchants, Montreal, have registered.

D. H. Way, general merchant, Rockland, Ont., is commencing business.

W. L. Hodnet, general merchant, Holmfield, Man., has removed to Miniota.

Margaret Sheppard, tobacconist, Stratford, Ont., has sold out to Jas. Ross.

Ernest G. Scott, general merchant, Milberta, Ont., is commencing business.

Gingras & St. Hilaire, general merchants, Etchemin, Que., have registered.

John T. Fleming, general merchant, Killaloe Station, Ont., is starting business.

G. Casebeer, grocer and hardware merchant, Carstairs, N.W.T., is opening business.

J. W. Fitzgerald & Co., Limited, general merchants, Milan, Que., have registered.

Thomas Bell, Sons & Co., general commission merchants, Montreal, have registered.

W. T. Heddle & Co., grocers, Nanaimo, B.C., are opening a branch at Ladysmith.

Wilfrid Ledoux, general merchant, Bowsman, Man., has removed to Arnand.

Brunet Euchariste, general merchant, Nominique, Que., is commencing business.

Dickson & Co., general merchants, Alexander, Man., are succeeded by T. E. Morris.

James McDonald, liquor merchant, Halifax, N.S., is succeeded by William Neville.

Gorman & McFarlane, general merchants, Douglas, Ont., have commenced business.

C. Turner & Co., wholesale and retail tobacconists, Winnipeg, have commenced business.

R. Cross & Co., general merchants, Killarney, Man., are opening a branch at Holmfield.

J. A. Proudfoot, general merchant, Palmer's Rapids, Ont., has opened a branch at Combermere.

W. Hine & Co., general merchants, Keremeos, B.C., have sold their Hedley City branch to J. A. Schubert.

A. R. Johnston & Co., wholesale and retail grocers, Nanaimo, B.C., are removing their extension branch to Ladysmith.

Peter Dubois and Jos. B. Rokan have registered as flour and feed merchants at Central Park, B.C., under the style of Peter Dubois & Co.

### FIRES.

Samuel Arthur, grocer, Port Arthur, Ont., has sustained loss by fire.

S. C. Halliday, confectioner, Niagara Falls, Ont., has sustained loss by fire and water.

John Wilson, tea and coffee merchant, Niagara Falls, Ont., has sustained loss by fire and water.

The stock of Robinson & Givan, grocers and hardware merchants, Moncton, N.B., was damaged by fire ; insured.

### DEATHS.

George Forde, grocer, Ottawa, is dead.

John De Young, grocer, Halifax, is dead.

J. Soule, produce merchant, Chesterville, Ont., is dead.

POPULARITY is the proof of merit, and no brand has ever achieved popularity so quickly as

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

BOBS costs you only 36 cents, and pays a good profit.

BOBS is well advertised.

BOBS is selling well in almost every store from the Atlantic to the Pacific.

BOBS is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO., LIMITED

MONTREAL, QUE.

All careful housekeepers prefer buying

# CEYLON TEA

because experience
has taught them
that they are
obtaining the best
possible value
for their money,
a
n
d

nearly every grocer in every section of
Canada prefers to sell

# CEYLON TEA

because experience
has taught them
that it is the
kind of tea their
customers are
looking for.
A winner and re-
tainer of trade
is

# CEYLON TEA

**BLACK and GREEN.**

# EVERYTHING

comes to the man who

# WAITS,

but **Robinson's Patent Barley**

and **Robinson's Patent Groats**

have stood the test of over ninety years, and are now being sold by almost every reliable Grocer in Canada.

Don't **WAIT** until you are asked for them, but stock these Foods **NOW**.


## Current Market Quotations for Proprietary Articles

Aug. 14, 1902.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. of a change is made, either an advance or decline, it is referred to in the market reports, as a matter of news whether manufacturers request it or not.

### BAKING POWDER.

| Cook's Friend— | Per doz. |
|---|---|
| Size 1, in 2 and 4 doz. boxes | $ 2 40 |
| " 10 , in 4 doz. boxes | 2 10 |
| " 2 in 6 " | 80 |
| " 12, in 6 " | 70 |
| " 3, in 4 " | 45 |
| Pound tins, 3 doz. in case | 3 00 |
| 12 oz. tins, 3 " " | 2 40 |
| 5-lb. tins, 2s " " | 14 00 |

| Diamond— | W. H. GILLABD & CO. |
|---|---|
| 1 lb. tins, 2 doz. in case | per doz. 2 00 |
| ½ lb. tins, 3 " " | " 1 25 |
| ¼ lb. tins, 4 " " | " 0 75 |

### IMPERIAL BAKING POWDER.

| Cases Contain. | Sizes of Cans. | Per Doz. |
|---|---|---|
| 4 doz. | 10c. | $0 85 |
| 3 " | 6-oz. | 1 75 |
| 1 " | 12-oz. | 3 50 |
| 2 and 3 doz. | 12-oz. | 3 40 |
| 2 and 3 doz. | 16-oz. | 4 35 |
| ½ doz. | 2½-lb. | 10 50 |
| 1 doz. | 2½-lb. | 10 40 |
| ½ and 1 doz. | 5-lb | 19 50 |

### MAGIC BAKING POWDER

| Cases Contain. | Sizes of Cans. | Per Doz |
|---|---|---|
| 4 doz. | 5c | $ 40 |
| 4 " | 4-oz. | 0 65 |
| 4 " | 6-oz. | 0 80 |
| 4 " | 8-oz. | 1 00 |
| 4 " | 12-oz. | 1 50 |
| 2 " | 12 oz. | 1 55 |
| 4 " | 16-oz. | 1 80 |
| 2 " | 12-oz. | 1 85 |
| 1 " | 2½-lb. | 4 50 |
| 1 " | 5-lb. | 7 75 |
| 2 " Assd | 6-oz. | Per case. |
| 1 " Assd | 1 -oz. | $1 90 |
| 1 " Assd | 16-oz. | |

### JERSEY CREAM BAKING POWDER

| | |
|---|---|
| ⅛ size, 5 doz. in case | 40 |
| ¼ size, 4 doz. in case | 75 |
| ½ " 3 " " | 1 25 |
| 1 " 2 " " | 2 25 |

### VIENNA BAKING POWDER.

| | Per doz. |
|---|---|
| 1 lb. tins, 4 doz. in box | $4 25 |
| ½ lb. tins, 4 " " | 1 25 |
| ¼ lb. tins, 4 " " | 75 |
| 3 oz. in paper, 4 doz. in box | 70 |
| 5 " " 4 " " | 35 |

### BLACKING.

SHOE POLISH.

| Henri Jonas & Co. | Per gross |
|---|---|
| Jonas' | $9 00 |
| Froments | 7 50 |
| Military dressing | 24 00 |

### BLUE.

| | |
|---|---|
| Keen's Oxford per lb. | $0 17 |
| In 10 box lots or case | 0 16 |
| Reckitt's Square Blue 12-lb. box | 0 17 |
| Reckitt's Square Blue, 5 box lots | 0 16 |

### BLACK LEAD.

| | |
|---|---|
| Reckitt's per box | 1 15 |

Box contains either 1 gro., 1 oz. size; ½ gro., 2 oz. or ¼ gro. 4 oz

### CORN BROOMS

| Boeckh Bros & Company | doz. net. |
|---|---|
| Bamboo Handles, A, 4 strings | 4 35 |
| " " B, 4 strings | 4 10 |
| " " C, 3 strings | 3 85 |
| " " D, 3 strings | 3 60 |
| " " F, 3 strings | 3 35 |
| " " G, 3 strings | 3 10 |
| " " I, 3 strings | 2 85 |

### BISCUITS.

CARR & CO. LIMITED.
Frank Magor & Co., Agents

| | |
|---|---|
| Cafe Noir | 0 15 |
| Ensign | 0 12¾ |
| Metropolitan mixed | 0 09 |

Special price list of Fancy Tins for Xmas trade and other lines on application.

### CANNED GOODS.

MUSHROOMS.
Henri Jonas & Co.

| | |
|---|---|
| Mushrooms, Rionel | $15 50 |
| " 1st choice Duthell | 18 50 |
| " 1st choice Lenoir | 19 50 |
| " extra Lenoir | 24 00 |

Per case, 100 tins.

FRENCH PEAS—DELORY'S
Henri Jonas & Co.

| | |
|---|---|
| Moyen's No 2 | $9 00 |
| No. 1 | 10 50 |
| ½ Fins | 12 50 |
| Fins | 14 00 |
| Tres fins | 15 00 |
| Extra fins | 16 50 |
| Sur extra fins | 18 00 |

### FRENCH SARDINES.

| Henri Jonas & Co. | |
|---|---|
| ¼ Trefavennes | $9 50 |
| ¼ Rolland | 9 50 10 00 |
| ¼ Delory | 10 50 |
| ¼ Club Alpins | 2 50 |

### CHOCOLATES & COCOAS.

THE COWAN CO. LIMITED.

| Cocoa— | |
|---|---|
| Hygienic, 1-lb. tins, per doz | $7 25 |
| " ½-lb. tins " | 3 75 |
| " ¼-lb. tins " | 2 25 |
| " fancy tins " | 0 90 |
| Hygienic, 5-lb tins, for soda water fountains, restaurants, etc. per lb | 0 55 |
| Perfection, ½-lb. tins, per doz | 3 00 |
| Cocoa Essence, sweet, ½-lb. tins, per doz | 2 25 |
| Chocolate— | per lb. |
| Queen's Dessert, ¼'s and ½'s | $0 40 |
| " " 6's | 0 42 |
| Mexican Vanilla, ¼'s and ½'s | 0 35 |
| Royal Navy Rock " " | 0 30 |
| Diamond " " | 0 25 |
| " 8's | 0 28 |

JOHN P. MOTT & CO.'S
R. S. McIndoe, Agent, Toronto.

| | |
|---|---|
| Mott's Broma per lb | 0 30 |
| Mott's Prepared Cocoa | 0 [illegible] |
| Mott's Homeopathic Cocoa (¼'s) | 0 [illegible] |
| Mott's Breakfast Cocoa (in tins) | 0 [illegible] |
| Mott's No. 1 Chocolate | 0 30 |
| Mott's Breakfast Chocolate | 0 28 |
| Mott's Caraccas Chocolate | 0 40 |
| Mott's Diamond Chocolate | 0 33 |
| Mott's French-Can. Chocolate | 0 18 |
| Mott's Navy or Cooking Chocolate | 0 18 |
| Mott's Cocoa Nibbs | 0 35 |
| Mott's Cocoa Shells | 0 08 |
| Vanilla Sticks, per gross | 0 90 |
| Mott's Confectionery Chocolate 0 21 | 0 43 |
| Mott's Sweet Chocolate Liquors 0 19 | 0 30 |

| Chocolate— Fry's. | per lb. |
|---|---|
| Caraccas, ¼'s, 6-lb. boxes | 0 42 |
| Vanilla, ¼'s | 0 43 |
| "Gold Medal" Sweet, ¼'s, 6 lb. bxs | 0 29 |
| Pure, unsweetened, ½'s, 6 lb. bxs | 0 42 |
| Fry's "Diamond," ½'s, 14 lb. bxs | 0 24 |
| Fry's "Monogram," ½'s 14lb. bxs | 0 24 |
| Cocoa— | per doz |
| Concentrated, ¼'s 1 doz. in box | 2 40 |
| " ½'s, " " | 4 50 |
| " 1 lbs. " | 8 25 |
| Homoeopathic, ¼'s 14lb. boxes | .... |
| " ½ lbs. 12 lb. boxes | .... |
| Epps's cocoa, case of 14 lbs., per lb | 0 35 |
| Smaller quantities | 0 37½ |

CADBURY'S.

| Frank Magor & Co., Agents. | per doz |
|---|---|
| Cocoa essence, 3 oz. packages | $1 65 |
| Mexican chocolate, ¼ and ½ lb. pkgs. | 0 40 |
| Rock Chocolate, loose | 0 40 |
| " 1-lb. tins | 0 42 |
| Nibs, 11-lb. tins | 0 35½ |

CHOCOLATE-MENIER.




| | |
|---|---|
| Chocolate-Menier | ¼ and ½s 36c per lb. |
| " | 1-8 4c. per cake. |
| Croquettes and Pastilles 20c. or per case of 108 $20. | |
| Menier Breakfast Cocoa ½-lb. tins | 13c. |
| " " ½-lb " | 25c. |
| " " 1-lb. " | 50c. |

WALTER BAKER & CO., LIMITED.

| | per lb. |
|---|---|
| Premium No. 1 chocolate, 12-lb boxes | $ 38 |
| Vanilla chocolate 6-lb boxes | 47 |
| German sweet, 6-lb. boxes | 27 |
| B'kfast cocoa, ½-lb. tins, plain; 6-lb. boxes | 51 |
| Cracked cocoa, ½-lb. pkgs. 12-lb. bxs. | 35 |
| Caracas sweet chocolate, 6-lb. boxes | 37 |
| Soluble chocolate (hot or cold soda) 1-lb. cans | 45 |
| Vanilla chocolate wafers, 48 to box, per box | 1 56 |

### CHEESE.

| | |
|---|---|
| Imperial—Large size jars, per doz. | $ 8 25 |
| Medium size jars | 4 50 |
| Small size jars | 2 40 |
| Individual size jars | 1 00 |
| Imperial Holder—Large size | 18 00 |
| Medium size | 15 00 |
| Small size | 12 00 |
| Roquefort—Large size, per doz | 2 40 |
| Small size | 1 40 |

# "THE EDWARDSBURG BRANDS"

# Starch

## . . and Syrup

Are well known all over the Dominion as a **STANDARD OF QUALITY.** **ASSORTED STOCKS** of all styles of packages now on hand, and **PROMPT SHIPMENT** guaranteed.

## EDWARDSBURG STARCH CO'Y, Limited

**Established 1858.**

164 St. James St., MONTREAL. | Works: CARDINAL, ONT. | 53 Front St. East, TORONTO.


### COFFEE.

JAMES TURNER & CO.

| | per lb. |
|---|---|
| Mecca | 0 32 |
| Damascus | 0 28 |
| Cairo | 0 20 |
| Sirdar | 0 17 |
| Old Dutch Rio | 0 12½ |

E. D. MARCEAU, Montreal.

| | per lb. |
|---|---|
| "Old Crow" Java | 0 25 |
| " Mocha | 0 25 |
| "Condor" Java | 0 30 |
| " Mocha | 0 30 |
| 15-year-old Mandheling Java and hand-picked Mocha | 0 50 |
| 1-lb. Fancy tins choice pure coffee, 48 tins per case | 0 20 |
| Madam Huot's Coffee, 1-lb. tins | 0 31 |
| " " " 2-lb. tins | 0 30 |

100 lb. delivered in Ontario and Quebec.

### CONDENSED MILK.




Borden's Condensed Milk Co.

| | |
|---|---|
| "Eagle" Brand | $1 75 |
| "Gold Seal" Brand | 1 50 |
| "Peerless" Brand Evaporated Cream | 1 50 |

### CLOTHES PINS.

UNITED FACTORIES, LIMITED.

| | |
|---|---|
| Clothes Pins (full count), 5 gross in case, per case | 0 57 |
| 4 doz. packages 12 to a case) | 0 72 |
| 6 doz. packages (12 to a case) | 0 72 |

### COUPON BOOKS—ALLISON'S

For sale in Canada by—The Eby, Blain Co., Limited, Toronto C. O. Beauchemin & Fils, Montreal.

$1, $2, $3, $5, $10 and $20 books.

| | Unnumbered. | Covers and Coupons numbered. |
|---|---|---|
| In lots of less than 100 books, 1 kind assorted | 4c. | 4½c. |
| 100 to 500 books | 3½c. | 4c. |
| 500 to 1,000 books | 3c. | 3¼c. |

Allison's Coupon Pass Book

| | |
|---|---|
| 1 00 books | 3 cents each |
| 2 00 books | 3 cents each |
| 3 00 books | 3 cents each |
| 5 00 books | 4 cents each |
| 10 00 books | 5½ cents each |
| 15 00 books | 6½ cents each |
| 20 00 books | 7½ cents each |
| 25 00 books | 8 cents each |
| 50 00 books | 12 cents each |

### EXTRACTS.

HENRI JONAS & Co.

| | Per gross. |
|---|---|
| 8 oz. London Extracts | $6 00 |
| 2 oz. " " (no corkscrews) | 5 50 |
| 2 oz. " " | 9 00 |
| 2 oz. Spruce essence | 6 00 |
| 2 oz. " | 9 00 |
| 2 oz. Ancho extracts | 12 00 |
| 4 oz. " " | 21 00 |
| 1 oz. " " | 36 00 |
| 1 lb. " " | 70 00 |
| 1 oz. Flat " | 9 00 |
| 2 oz. Flat bottle extracts | 18 00 |
| 2 oz. Square " | 21 00 |
| 4 oz. " " corked) | 36 00 |
| 8 oz. " " " | 72 00 |

| | Per doz. |
|---|---|
| 8 oz. " glass stop extracts | 3 50 |
| 8 oz. " " " | 7 00 |

| | Per doz. |
|---|---|
| 2½ oz. Round quintessence extracts | 3 00 |
| 4 oz. Jockey decanters " | 3 50 |

### FOOD.

| | Per doz. |
|---|---|
| Robinson's Patent Barley ½ lb tins | 1 25 |
| " " 1 lb. tins | 2 25 |
| " " Groats, ½ lb. tins | 1 25 |
| " " 1 lb. tins | 2 25 |

### LYE (CONCENTRATED).

GILLETT'S PERFUMED.

| | Per case. |
|---|---|
| 1 case of 4 doz | $3 60 |
| 3 cases " | 3 50 |
| 5 " | 3 40 |

### GINGER ALE & SODA WATER

| | per doz. |
|---|---|
| Cantrell & Cochrane's Imported Ginger Ale and Club Soda Water | $1 40 |

### JAMS AND JELLIES.

SOUTHWELL'S GOODS.

Frank Magor & Co., Agents.

| | per doz |
|---|---|
| Orange Marmalade | 1 |
| Clear Jelly Marmalade | 1 80 |
| Strawberry W. F. Jam | 2 00 |
| Raspberry " " | 2 00 |
| Apricot " " | 1 75 |
| Black Curran " | 1 85 |
| Other Jams, W. F. | 1 55 1 90 |
| Red Currant Jelly | 2 75 |

Jams— T. UPTON & CO.

| | |
|---|---|
| 1-lb. glass jars 2 doz. in case, per doz | $1 00 |
| 2½-lb. tin pail, 2 doz. in crate, per lb. | 0 07 |
| 5-lb. tin pails, 3 pails in crate, per lb | 0 06½ |
| 7-lb wood pails, 6 " " " | 0 06½ |
| 14-lb. wood pails, per lb | 0 06½ |
| 30-lb " " " | 0 06¼ |

Jellies—

| | |
|---|---|
| 1-lb. glass jars, per doz. | $1 00 |
| 7-lb. wood pails, per lb. | 0 06¼ |
| 14-lb. " " " | 0 06½ |
| 30-lb. " " " | 0 06¼ |

### LICORICE.

YOUNG & SMYLIE'S LIST

| | |
|---|---|
| 5-lb. boxes, wood or paper, per lb | $0 40 |
| Fancy boxes (36 or 50 sticks) per box | 1 25 |
| "Ringed" 5 lb. boxes, per lb. | 0 40 |
| "Acme" Pellets, 5 lb. cans, per can | 2 00 |
| "Acme" Pellets, fancy boxes 40) per box | 1 50 |
| Tar, Licorice and Tolu Wafers, 5 lb. cans, per can | 2 00 |
| Licorice Lozenges, 5 lb. glass jars | 1 75 |
| " " 20 5 lb. cans | 1 50 |
| "Purity" Licorice 10 sticks | 1 45 |
| " " 100 sticks | 0 13 |
| Dulce large cent sticks, 100 in box | |

### LIQUORS.

COGNAC IN CASES.

Ph. Richard.

| | |
|---|---|
| S.O. Quarts, 12's | $22 50 |
| F.C. " | 15 00 |
| F.C. 1-15 bottles, 180's | 20 00 |
| V.S.O.P. " | 12 00 |
| V.S.O.P. pints, 24's | 13 00 |
| V.S.O.P. ½-pints, 48's | 14 00 |
| V.S.O.P. 1-15 bottles, 180's | 20 00 |
| V.S.O. quarts, 12's | 10 00 |
| V.S.O. 1-15 bottles, 180's | 18 00 |
| V.O. quarts, 12's | 8 50 |
| V.O. pints, 24's | 9 50 |
| V.O. ½-pints, 48's | 10 50 |
| V.O. 1-15 bottles, 180's | 14 00 |
| V.O. decanters, 12's | 0 50 |
| V.O. " pints, 20's | 13 00 |
| V.O. flasks, Imp. pints, with thumblers | 9 75 |
| V.O. " Reputed " " 24's | 10 50 |
| V.O. " " no " 24's | 9 50 |

Chas. Couturier.

| | |
|---|---|
| Quarts, 12's | 7 00 |
| ½ bottles, 24's | 8 00 |
| ¼ " 48's | 9 00 |
| 1-15 bottles, 180's | 13 50 |
| Flasks, 24's | 8 00 |
| ½ Flasks, 48's | 9 00 |
| Flasks Imperial pints, Copsule, 16's | 8 00 |

F. Marion & Cie.

| | |
|---|---|
| Quarts, 12's | 6 00 |
| ½ bottles, 24's | 7 00 |
| ¼ " 48's | 8 00 |
| Flasks, reputed 24's | 7 00 |
| Flasks, ½-pints, 48's | 8 00 |
| 1-15 bottles, 180's | 12 50 |
| Flasks, Imp. pints with thumblers, 16's | 8 00 |

C. gnac In Wood.

Ph. Richard.

| | Gals. | ½ Oct's. | Oct's. | Bbls. | Hhds. |
|---|---|---|---|---|---|
| Couturier | $4 00 | $3 95 | $3 85 | $3 80 | .... |
| Marion | 3 75 | 3 60 | 3 50 | 3 40 | .... |
| Ph Richard V.S.O.P | 5 50 | 5 35 | 5 25 | 5 00 | .... |
| Richard V.O. proof | 4 25 | 4 10 | 4 00 | 3 90 | 3 80 |
| Richard 15 up proof V. O. | 4 00 | 3 80 | 3 70 | 3 50 | 3 40 |
| Richard Fine champagne | 6 00 | 5 90 | .... | .... | .... |

Gin—Pollen & Zoon, in Cases.

| | |
|---|---|
| Red, 15's | $10 00 |
| Green, 12's | 5 00 |
| Poney, 12's | 2 50 |

Gin Pollen & Zoon, in Wood.

| | Gals. | ½ Oct's. | Oct's. | Bbls. | Hhds. |
|---|---|---|---|---|---|
| Gin, P. & Z. | $3 15 | $3 05 | $3 05 | $3 00 | $2 95 |

Mitchell Bros. Limited Scotch.

| | 1 case. | 5 cases. |
|---|---|---|
| Heather Dew, ordinary qts. 12's | $ 7 00 | $ 6 75 |
| Heather Dew, stone jars, Imperial, 12's | 12 50 | 12 25 |
| Heather Dew, oval flasks, quart, 12's | 11 25 | 11 00 |
| Special Reserve, oval, pts. 24s | 11 75 | 11 50 |
| " " ordinary qts., 12's | 9 00 | 8 75 |
| Special Reserve, ½ bottles, pints, 24s | 10 00 | 9 75 |
| Extra Special Liqueur, flagon, 12's | 9 50 | 9 25 |
| Extra Special Liqueur, ordinary bottles, 12's | 9 50 | 9 25 |
| Heather Dew, flasks, 48's | 12 00 | 11 75 |
| " " ½ flasks, 60's | 9 00 | 8 75 |
| Mullmore, Imperial oval quart flasks, 12's | 10 00 | 9 75 |
| Mullmore, flasks, Imperial pints, 24's | 10 50 | 10 25 |
| Mullmore, flasks, ordinary pints, 24's | 7 75 | 7 50 |
| Mullmore, ½ flasks, ordinary, 48's | 9 00 | 8 75 |
| Mullmore, ordinary quarts, 12's | 6 50 | 6 25 |
| Mullmore, ordinary pints 24's | 7 50 | 7 25 |


**RECKITT'S Blue and Black Lead** {ALWAYS GIVE YOUR CUSTOMERS SATISFACTION

### Scotch Whiskey in Wood.

| | Gals. | ½ Oct's. 9 gals. | Oct's. 17 gals. | Bbls 40 gals. |
|---|---|---|---|---|
| Special Reserve | $4 50 | $4 25 | $4 15 | $3 90 |
| Heather Dew "A" | 4 00 | 3 85 | 3 75 | 3 65 |
| Extra Special Liqueur | 5 00 | 4 90 | 4 80 | 4 75 |
| Old scotch | 3 75 | 3 70 | 3 65 | 3 50 |

Whiskey in Cases.

### Mitchell Bros., Limited—Irish

| | |
|---|---|
| Cruiskeen Lawn, stone jar, 12's | $12 50 |
| Old Irish, flasks, Imp. quarts, 12's | 11 25 |
| " Special, quarts, 12's | 9 00 |
| " " Imp. pints, 24's | 1 75 |
| " round bottles, quarts, 12's | 6 50 |
| " round ½-bottles, pints, 24's | 8 00 |
| " 10-oz. flasks, 48's | 12 00 |
| " 5-oz. flasks, 60's | 9 00 |

### Irish Whiskey in Wood.

| | Gal. | ½-Oct. | Oct. | Bbl. |
|---|---|---|---|---|
| Mitchell, "Special Old" | $4 50 | $4 40 | $4 75 | $4 10 |
| Mitchell, "Old" | 4 00 | 3 90 | 3 75 | 3 65 |
| " "B" | 3 50 | 3 40 | 3 30 | 3 25 |
| " "C" | 3 00 | 2 | 2 80 | 2 75 |

Champagne Wine in Cases.

| | |
|---|---|
| Duc de Pierland, quarts, 12's | $11 00 |
| " " pints, 24's | 5 00 |
| Cardinal, quarts, 12's | 12 50 |
| " pints, 24's | 13 50 |
| Vve. Amiot Carte d'Or, quarts, 12's | 16 00 |
| " " pints, 24's | 17 00 |
| " " d'Argent, quarts, 12's | 9 50 |
| " " pints, 24's | 11 50 |

### Blandy Bros Wine.

Blandy's Madeira Wine, in cases.

| | |
|---|---|
| Very Superior, quarts, 12's | 8 50 |
| Special Selected, quarts, 12's | 10 00 |
| London Particular, quarts, 12's | 13 00 |

Blandy's Malaga, in cases.

| | |
|---|---|
| Pale Sweet Blue Label, quarts, 12's | 7 50 |
| " White Label, quarts, 12's | 10 00 |

Blandy's Sherry, in cases.

| | |
|---|---|
| Manzanilla, quarts, 12's | 8 50 |
| Morosa, quarts, 12's | 11 00 |

Blandy's Port Wine, in cases.

| | |
|---|---|
| Good Fruity, quarts, 12's | 7 50 |
| Invalid Special, quarts, 12's | 12 00 |

Blandy Bros'. Wine in Wood.

| | Gal. | Octave. |
|---|---|---|
| Madere, No. ½ | $3 50 | $3 00 |
| " No. ¼ | 4 50 | 4 00 |
| Malaga Pale Sweet | 3 00 | 2 75 |

### Canadian Whiskies.

| | In barrels. per gal. |
|---|---|
| Gooderham & Worts, 65 O.P. | $ 4 50 |
| Hiram Walker & Sons " | 4 50 |
| J. P. Wiser & Son " | 4 49 |
| J. E. Seagram " | 4 49 |
| H. Corby " | 4 49 |
| Gooderham & Worts, 50 O.P. | 4 10 |
| Hiram Walker & Sons " | 4 10 |
| J. P. Wiser & Son " | 4 09 |
| J. E. Seagram " | 4 09 |
| H. Corby " | 4 09 |
| Rye, Gooderham & Worts | 2 20 |
| " Hiram Walker & Sons | 2 20 |
| " J. P. Wiser & Son | 2 19 |
| " J. E. Seagram | 2 19 |
| " H. Corby | 2 19 |
| Imperial, Walker & Sons | 2 90 |
| Canadian Club, Walker & Sons | 3 60 |

Less than one bbl. per gallon.

| | |
|---|---|
| 65 O. P. | $4 55 |
| 50 O. P. | 4 15 |
| Rye | 4 25 |

## MINCE MEAT.

| | |
|---|---|
| Wethey's Condensed, per gross net | $12 00 |
| " per case of doz. net | 3 00 |

## MUSTARD.

COLMAN'S OR KEEN'S.

| | |
|---|---|
| D. S. F., ¼ lb. tins, per doz. | $1 40 |
| " ½ lb. tins, " | 2 50 |
| " 1 lb. tins, " | 5 00 |
| Durham 4 lb. jar, per jar | 0 75 |
| " 1 lb. " " | 0 25 |
| F. D., ¼ lb. tins, per doz. | 0 85 |
| " ½ lb. tins | 1 45 |

HENRI JONAS & Co. Per gross

| | |
|---|---|
| Pony size | $7 50 |
| Imperial, medium | 9 00 |
| Imperial, large | 12 00 |
| Tumblers | 12 00 |

Per gross

| | |
|---|---|
| Mugs | 13 20 |
| Pint jars | 18 00 |
| Quart jars | 4 00 |

E. D. MARCEAU Montreal.

"Condor," 12-lb. boxes—

| | | |
|---|---|---|
| ¼-lb. tins | per lb. | 0 35 |
| ½-lb. tins | " | 0 33 |
| 1-lb. tins | " | 0 32½ |
| 4-lb. jars | per jar | 1 20 |
| 1-lb. jars | " | 0 35 |

"Old Crow," 12-lb. boxes—

| | | |
|---|---|---|
| ¼-lb. tins | per lb. | 0 25 |
| ½-lb. tins | " | 0 23 |
| 1-lb. tins | " | 0 22½ |
| 4-lb. jars | per jar | 0 70 |
| 1-lb. jars | " | 0 25 |

## OLIVE OIL

| | per case |
|---|---|
| Barton & Guestier's quarts | $8 00 |
| " " pints | 9 00 |

## ORANGE MARMALADE.

T. UPTON & CO.

| | | |
|---|---|---|
| 1-lb. glass. | 2 doz. case, per doz. | $1 00 |
| 7-lb. pails and 5 and 7 lb. tins | | 0 06½ |

## PICKLES.

STEPHENS'.

A. P. Tippet & Co., Agents.

| | | |
|---|---|---|
| Patent stoppers (pints) | per doz. | 2 30 |
| Corked (pints), | " | 1 90 |

## SODA.—COW BRAND.




Case of 1 lbs. containing 60 pkgs. per box, $3.00.
Case of ½ lbs. (containing 120 pkgs. per box, $3.00.
Case of 1 lbs. and ½ lbs. (containing 30 1 lbs. and 60 ½ lb. packages) per box, $3.00.
Case of 5c. pkgs (containing 96 pkgs) per box, $3.00.




EMPIRE BRAND.

Brunner, Mond & Co.

Case 120 ½-lb. pkts. (60 lb.) per case $2 70.

Case 96 10-oz. pkts. (60 lb.) per case $2.80.

## SOAP




A. P. TIPPET & CO., AGENTS
Maypole Soap, colors per grs. $10.80. black
Maypole Soap, per grs. $15.30
Oriole Soap, per gross, $10.20.

| | |
|---|---|
| Gloriola Soap, per gross | 12 00 |
| Straw Hat Polish, per gross | 10 80 |

## STARCH.

EDWARDSBURG STARCH CO., LTD.

| Laundry Starches— | per lb. |
|---|---|
| No. 1 White or Blue, 4-lb carton | 0 06½ |
| No. 1 " " 3-lb. " | 0 06½ |
| Canada Laundry | 0 05½ |
| Silver Gloss, 6-lb. draw-lid boxes | 0 08 |
| Silver Gloss, 6-lb. tin canisters | 0 08 |
| Edwards'g Silver Gloss, 1-lb. pkg. | 0 08 |
| Kegs Silver Gloss, large crystal | 0 07 |
| Benson's Satin, 1-lb. cartons | 0 08½ |
| No. 1 White, bbls. and kegs | 0 05¾ |
| Benson's Enamel, per box, $1 50 to 3 00 | |

| Culinary Starch— | |
|---|---|
| Benson & Co.'s Prep. Corn | 0 07¼ |
| Canada Pure Corn | 0 05¾ |

| Rice Starch— | |
|---|---|
| Edwardsburg No. 1 white, 1-lb. car | 0 10 |
| Edwardsburg No. 1 White or Blue, 4-lb. lumps | 0 08½ |

ICE STARCH.

| | |
|---|---|
| Cases, 64 pkgs. 48's | $5.00 |
| ⅛ Cases, 32 pkgs. 24's | 2.50 |

Packages 10c. each.

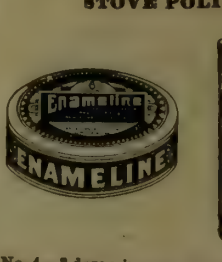
BRANTFORD STARCH WORKS, LIMITED.

Ontario and Quebec.

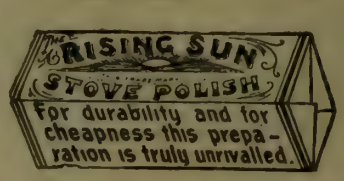
| Laundry Starches— | |
|---|---|
| Canada Laundry, boxes of 40 lbs. | $0 05½ |
| Acme Gloss Starch— | |
| 1-lb. cartons, boxes of 40 lbs. | 0 06 |
| Finest Quality White Laundry— | |
| 3-lb. Canisters, cases of 48 lbs. | 0 06½ |
| 4-lb. " " " | 0 06¾ |
| Barrels, 200 lbs. | 0 05¾ |
| Kegs, 100 lbs. | 0 05¾ |
| Lily White Gloss— | |
| 1-lb. fancy cartons cases 30 lbs. | 0 08 |
| 6-lb. toy trunks, 8 in case | 0 08 |
| 6-lb. enameled tin canisters, 8 in case | 0 08 |
| Kegs, ex. crystals, 100 lbs | 0 07 |
| Brantford Gloss— | |
| 1-lb. fancy boxes, cases 36 lbs. | 0 08½ |
| Canadian Electric Starch— | |
| Boxes of 40 fancy pkgs, per case | 3 00 |
| Celluloid Starch— | |
| Boxes of 45 cartons, per case | 3 60 |

| Culinary Starches— | |
|---|---|
| Challenge Prepared Corn— | |
| 1-lb. packages, boxes 40 lbs. | 0 05¾ |
| No. 1 Brantford Prepared Corn— | |
| 1-lb. packages, boxes 40 lbs. | 0 07¼ |
| Crystal Maize Corn Starch— | |
| 1-lb. packages, boxes 40 lbs. | 0 07¼ |

## STOVE POLISH




| | |
|---|---|
| No. 4—3 dozen in case, per gross | 4 80 |
| " 6—3 dozen in case, " | 8 40 |




| | Per gross |
|---|---|
| Rising Sun 6-oz. cakes, ¼-gross box | 50 |
| Rising Sun, 3-oz. cakes, gross boxes | 4 50 |
| Sun Paste 10c. size, ¼ gross boxes | 10 00 |
| Sun Paste, 5c. size, ¼ gross boxes | 5 00 |




## TEAS.




SALADA CEYLON.

| | Wholesale | Retail |
|---|---|---|
| Brown Label, 1's | 0 30 | 0 25 |
| " " ½'s | 0 21 | 0 26 |
| Green Label, 1 and ½s | 0 22 | 0 30 |
| Blue Label, 1s, ½s, ¼s and ⅛s | 0 30 | 0 40 |
| Red Label, 1s and ½s | 0 36 | 0 50 |
| Gold Labe ½s | 0 44 | 0 60 |




Ceylon Tea, in 1 and ½ lb. lead packages black or mixed.

| | | |
|---|---|---|
| Black Label, 1-lb., retail at 25c | | 0 19 |
| " " ½-lb., " " " | | 0 20 |
| Blue Label, retail at 30c | | 0 22 |
| Green Label " 40c | | 0 28 |
| Red Label " 50c | | 0 35 |
| Orange Label, retail at 60c | | 0 42 |
| Gold Lab " 80c | | 0 55 |




| | | |
|---|---|---|
| Cases each 60 1-lbs. | | 0 35 |
| " " 60 ½-lbs. | | 0 35 |
| " " 30 1-lbs. | | 0 35 |
| 120 ½-lbs | | 0 36 |




LUDELLA CEYLON, 1's AND ½'s PKGS.

| | | |
|---|---|---|
| Blue Label, 1's | 0 18½ | 0 25 |
| Blue Label, ½'s | 0 19 | 0 25 |
| Orange Label, 1's and ½'s | 0 21 | 0 30 |
| Brown Label, 1's and ½'s | 0 28 | 0 40 |
| Brown Label, ¼'s | 0 30 | 0 40 |
| Green Label, 1's and ½'s | 0 35 | 0 50 |
| Red Label, ½'s | 0 40 | 0 60 |

### CROWN BRAND

| | Wholesale | Retail |
|---|---|---|
| Red Label, 1-lb. and ½'s | 0 35 | 0 50 |
| Blue Label, 1-lb. and ½'s | 0 28 | 0 40 |
| Green Label, 1-lb. | 0 19 | 0 25 |
| Green Label, ½'s | 0 20 | 0 25 |
| Japan, 1s | 0 19 | 0 25 |

E. D. MARCEAU, Montreal.

| Japan Teas— | |
|---|---|
| "Condor" I 40 lb. boxes | 0 37½ |
| EMD AAA 40 lb. boxes | 0 37½ |
| "Condor" II 40 lb boxes | 0 36 |
| " II 80-lb. " | 0 35 |
| " III 80-lb. " | 0 32½ |
| " IV 80-lb. " | 0 30 |
| " V 80-lb. " | 0 27½ |
| " XXXX 80-lb. boxes | 0 24 |
| " XX-X 30-lb. " | 0 25 |
| " XXX 80-lb " | 0 20 |
| " X X 30-lb. " | 0 22½ |
| " XX | 0 19 |
| " LX lead packets | |
| " Assorted sizes (1 and ½ lb.) to retail at 40c | 0 2 ½ |
| " L lead packet | |
| " Assorted cases (1 and ½ lb.) to retail at 25c | 0 19½ |

| Black Teas—"Nectar," in lead packets— | Price per lb |
|---|---|
| Green label retails 0 26 at | 0 20 |
| Chocolate label " 0 35 " | 0 25 |
| Blue label " 0 50 " | 0 36 |
| Maroon label " 0 60 " | 0 45 |
| Fancy tins—Chocolate, 1-lb. | 0 32½ |
| " " —Blue, 1-lb. | 0 42½ |
| " " —Maroon, 1-lb. | 0 50 |
| " " —Maroon, 5-lb. | 1 50 |

| Black Teas—"Old Crow" Blend— | |
|---|---|
| Bronzed tins of 10, 25, 50 and 80 lb. | |
| No. 1 per lb. | 0 35 |
| No. 2 " | 0 30 |
| No. 3 " | 0 25 |
| No. 4 " | 0 20 |
| No. 5 " | 0 17½ |

LIPTON'S TEA (in packages).

| | | Price per lb |
|---|---|---|
| No. 1, cases 50 lb. | (50 ½-lb. pkgs. | 25 |
| | (25 1-lb pkgs | 24 |
| No. 1, cases 50 lb., in 5-lb. tins | | 30 |
| No. 2, cases 50 lb. | (50 ½-lb. pkgs | 29 |
| | (25 1-lb. pkgs | 28 |
| No. 2, cases 50 lb., in 5-lb. tins | | 29 |
| No. 3, cases 50 lb. | (50 ½-lb. pkgs | 23 |
| | (25 1-lb. pkgs | 22 |
| No. 3, cases 50 lb., in 5-lb. tins | | 23 |
| Green Ceylon, No. 1 | (50 ½-lb. pkgs | 35 |
| | (25 1-lb. pkgs | 36 |
| Green Ceylon, No. 2 | (50 ½-lb. pkgs | 30 |
| | (25 1-lb pkgs | 23 |

## TOBACCO

THE EMPIRE TOBACCO CO., LIMITED.

| | |
|---|---|
| Smoking—Empire, 3½s, 5s and 10s | 0 39 |
| Royal Oak, 2 x 3, 8oz ace, 8s | 0 52 |
| Something Good, 7s | 0 48 |
| Chewing—Bobs, 5s and 10s | 0 36 |
| Currency, 13¾ oz. bars, spaced 9s | 0 39 |
| Currency, 6s and 10 | 0 39 |
| Old Fox, narrow 0s | 0 39 |
| Snowshoe, 1-lb. bars, spaced 6s | 0 43 |
| Fly Roll, 6 | 0 44 |

## VINEGARS.

E. D. MARCEAU, Montreal.

| | Per gal. |
|---|---|
| EMD, pure distilled, highest quality | 0 30 |
| Condor, pure distilled | 0 25 |
| Old Crow | 0 20 |

Special prices to buyers of large quantities.

MICHEL LEFEBVRE.

| | |
|---|---|
| Bull Dog, quadruple strength, registered | 0 55 |
| Lion "L" brand, registered | 0 38 |
| Imperial, triple strength, registered | 0 33 |
| Cote D'Or, extra super, registered | 0 30 |
| " household vinegar, registered | 0 28 |
| Crystal Pickling, extra | 0 28 |
| " " ordinary | 0 23 |
| White Wine, XXX | 0 25 |
| " " XX | 0 20 |
| " " X | 0 17 |
| Cider, XXX | 0 27 |
| " XX | 0 22 |
| " X | 0 17 |
| Pure English Malt triple strength | 0 45 |
| " " " double strength | 0 35 |
| " " " single strength | 0 25 |
| Distilled white malt vinegar | 0 50 |

JOHN HOPE & CO., MONTREAL.

Sir Robert Burnett & Co.'s English Malt Vinegar | 0 40

## WOODENWARE

UNITED FACTORIES, LIMITED.

| | |
|---|---|
| Washboards, Leader Globe | 1 50 |
| " Improved Globe | 1 60 |
| " Standard Globe | 1 80 |
| " Solid Back Globe | 1 95 |
| " Jubilee (perforated) | 1 85 |
| " Crown | 1 35 |

| | Per doz. |
|---|---|
| No. 1 2-hoop pails | 1 55 |
| " 1 3 " " | 1 70 |
| " 0 Tubs | 8 50 |
| " 1 " | 7 00 |
| " 2 " | 6 00 |
| " 3 " | 5 25 |

## YEAST.

| | |
|---|---|
| Royal yeast, 3 doz. 5c pkgs. in case | 1 00 |
| Gillett's Cream yeast, 3 doz | 1 00 |
| Jersey Cream yeast cake, 4 doz. 5c | 1 00 |
| Victoria " " 3 doz. 5c | 1 00 |
| " " " 3 doz. 10c | 1 80 |

NIXEY'S REFINED BLACK LEAD

BY APPOINTMENT TO
H. M. the KING
OF THE BRITISH EMPIRE

# The Auer Gas Lamp

**Money-Back Style.** **No. 9**



EVERY storekeeper who wants a brightly lighted store should use this lamp—it is the only one giving 200 candle power.

IT makes its own gas automatically and is cheaper to run than a center-draft oil lamp.

THERE is no smoke or smell, of any kind, from it.

HUNDREDS of them are in use and every one is giving satisfaction.

IF THE LAMP IS NOT ALL YOU HOPE IT TO BE WE WILL CHEERFULLY RETURN YOUR MONEY.

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You can't do better than give your customers the best. That means more sales and a good profit for you when that best is

# "Empire" Soda

BEST FOR BAKING.

Manufactured by

BRUNNER, MOND & CO., NORTHWICH, ENG.

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Grand Rapids, Mich, U.S.A.

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of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

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McLAREN'S
COCK'S FRIEND
BAKING POWDER.

The Best Grocers make a point of Keeping it always in Stock.

# Crockery and Glassware

Do you need anything in this line?

**We have it**

And if you will write your wants to our MAIL ORDER DEPARTMENT your requirements will be satisfactorily filled.

We are always glad to answer enquiries concerning any of our goods and will be pleased to give you price on any lines you mention.

## GOWANS, KENT & CO.

Wholesale

Crockery and Glassware
China and Lamp Goods

Manufacturers of Lamps and Rich Cut Glass.

Decorators of Earthenware, China and Glass.

TORONTO and WINNIPEG.

# WETHEY'S CONDENSED MINCE MEAT

exactly meets the requirements of the lady who is desirous of making a really excellent Mince pie. Wonderful how well it sells, even during the warm weather. A good thing is wanted all the time.

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ST. CATHARINES, ONT.

# Crosse & Blackwell, Limited

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CHAS. F. CLARK, President. JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

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The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters.

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Wellington Mills, London, England.

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL

Manufacturers' Meeting in Halifax.

VOL. XVI MONTREAL AND TORONTO, AUGUST 22, 1902 NO. 34

PUBLISHED EVERY FRIDAY

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SELL ONLY THE BEST!

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These substantiate our claim that : : : : :

Colman's Mustard

IS THE BEST IN THE WORLD

Just so with Vinegar



As with every other line the grocer handles to-day. The quality must be first-class—there must be no doubt about it—it must give perfect satisfaction, or the trade goes some place else. You all recognize this fact. Now,

"Imperial" White Wine Vinegar

is the standard of quality. Manufacturers of pickles have proved this time and again, and consumers all over Canada can back up this statement.



Have you offered your customers **"Imperial" White Wine** yet? It will mean the basis of a large and profitable vinegar business for you if you do. It fills every requirement.

Ask your grocery traveller for it, and take no other. Price just the same as ordinary standard vinegar.

We find this brand of Table and Dairy

# SALT

rapidly increasing in favor—

# BRUSSELS

**WHY?**

**Because**

1. **It is PURE.**
2. **It is Fine and White.**
3. **It is put up in neatly sewn, attractively printed packages.**
4. **There is no fault to be found with it.**

## R. & J. RANSFORD,

Established 1868

Clinton, Ont.




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We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, plain and corrugated; Acme Licorice Pellets; Y. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Rumilled Licorice Root; Small Cigars, 300 to box, etc. In PLIABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and Golf Sticks, 100 to box; Blow Pipes, 200 and 300 to box; Manhattan Wafers, 2½-lb. boxes; Curved Stem Pipes, 200 to box. Write for illustrated catalogue.

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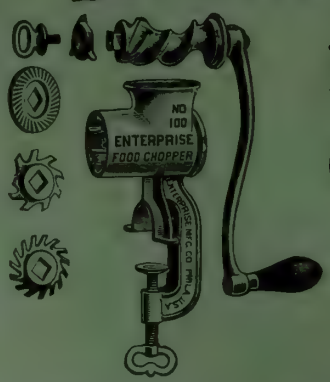


No. 750, $7.50

**Meat Juice Extractor**



No. 21, $2.50




# FOOD CHOPPERS

**Four Knives with each Machine**

No. 100, *chops 2 lbs. per minute*, $1.50
No. 300, *chops 3 lbs. per minute*, $2.25

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*Illustrated Catalogue FREE* *Order through your Jobber*

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*5 Sizes & Styles*



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**Rapid Grinding & Pulverizing Mills**

*45 Sizes & Styles for Hand & Power, $1.25 to 300.00*



No. 2½, $4.75

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The Enterprise Mfg. Co. of Pa., Philadelphia, Pa.

San Francisco Branch, 105 Front Street

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The glutinous, nutty-flavored Wheat grown on the borders of the Black Sea has given a world-wide reputation to Codou's Macaroni and Vermicelli. No other wheat can possibly produce such white, tender, delicate Macaroni. Codou's is the standard and always has been. Its high quality has never been jeopardized by an inferior product. ***It never will be.***

---

# *Stephens' Malt Vinegar.*

Genuine English Malt Vinegar, whose quality never varies from year to year. Brewed by the Messrs. Stephens in one of the model breweries of the world, where all the piping is of vulcanite. You won't find a brew here and there that is better or worse than the one that preceded it, because each particular brew must reach the one high standard that has made it famous. You can depend upon the quality ***always,*** when you buy Stephens' Malt Vinegar.

*Sold by leading wholesalers everywhere.*

---

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**J. D. FRASER**
**Leamington,**

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**The Purest Flour Made—makes Delicious Bread, Cakes and Pastry.**

Prices For Cash Unequalled.

**JOHN MAGOR & CO., MONTREAL**

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**"ACME"**
**TABLE SALT**

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50 lb. box.

**TORONTO SALT WORKS, Toronto, Ont.**
**Agents for the Canadian Salt Co., Windsor, Ont.**

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**BURMESE LINEN LEDGER . . .**

That name means a lot to some men when they are ordering their blank books because they have used it and will accept no other. Its strength, durability and hard, smooth surface make it the best paper on which to preserve valuable records.

**CANADA PAPER CO., Limited**
**TORONTO and MONTREAL.**

---

**BASKETS**

We make them in all shapes and sizes. We have

***Grain and Root Baskets,***
***Satchel Lunch Baskets***
***Clothes Baskets,***
***Butcher Baskets,***

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .
**Oakville Basket Co.**
**Oakville, Ont.**

---




**Downweight is a Thief**

**Stealing Your Profits Every Time You Use Your Scales. . . .**

The Toledo Springless, Automatic, Computing Scale, **"The Scale with Brains,"** is the only scale in the world that positively stops the giving of **DOWNWEIGHT.** It is the only Automatic Computing Scale in the world without springs No hand operation in weighing; no prices to set; no levers to move; no weights to lift; no poises to shift; you simply place the article to be weighed on the scale, and the scale instantly and automatically shows in plain figures:

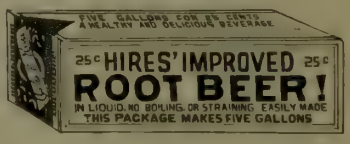
1. The weight of the article in pounds and ounces.
2. The price per pound.
3. The total value of the article in dollar and cents.

It is a mechanical wonder, marvelous in its Simplicity, Sensitiveness, Accuracy and Rapidity of Operation. Made in many styles and sizes for all kinds of stores. Write to-day for illustrated catalogue.

**Toledo Computing Scale Co.**

**DEAN & McLEOD,**
**Canadian Agents, HAMILTON, ONT.**

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**The warm weather quickly tires.**
**Don't it make you think of HIRES'?**

Beware of cheap imitations which are offered every season to the trade.

**HIRES' ROOT BEER**

was the first on the market; holds first place to-day and has never yet been equalled for quality.

**Price, in lots of one gross and over - - - per gross $20.40**
**Price, in 5-gross lots and over - - - - - " $19.40**
**Freight Prepaid on Two Gross and Upwards.**

SEND YOUR ORDER TO.... **W. P. DOWNEY, Sole Canadian Agent,**
**20 and 22 St. Peter Street, - MONTREAL.**
**Handbills, Showcards, etc., on receipt of Business Card.**

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**Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.**

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GOLD MEDAL, PARIS, 1900.

**Walter Baker & Co.'s**
**PURE, HIGH GRADE**
**Cocoas and Chocolates.**


TRADE-MARK.

**Breakfast Cocoa.**—Absolutely pure, delicious, nutritious, and costs less than one cent a cup.

**Premium No. 1 Chocolate.**—The best plain chocolate in the market for drinking and also for making cake, icing, ice-cream, etc.

**German Sweet Chocolate.**—Good to eat and good to drink; palatable, nutritious, and healthful.

**WALTER BAKER & CO. Ltd.**
ESTABLISHED 1780.
**DORCHESTER, MASS.**
BRANCH HOUSE, 12 and 14 St. John St., MONTREAL.

TRADE-MARK ON EVERY PACKAGE.

---

**Perkins, Ince & Co.**

**Wholesale Grocers**

FRONT STREET EAST,
**Toronto.**

---




**For Sale Everywhere.**

—:o:—

**ASK FOR**

**MOTT'S.**

## SUIT THE SMOKER.

When you sell a man cigars be sure you sell him cigars that will please him so that he will buy them again and often. That's what I do. My customers buy of me year after year, in increasing quantities. That's because **their** customers like my cigars.

**J. Bruce Payne,**

Cigar Mfr. GRANBY, QUE.

**A delicacy fit for an epicure.**

## "Sterling" Brand Pickles

Points of Excellence:

—Made of the best vegetables.

—Only the best vinegars used.

—Made in Canada's largest pickle factory.

Grocers should always keep this brand in stock. They are good sellers.

**T. A. LYTLE & CO.**

124-128 Richmond St., West, TORONTO.

## A Steady Rise

## MOLINA BREAKFAST FOOD

has grown in popular favor steadily. It is not a sky-rocket—a brilliant flash and then ashes. Every year has shown a marked but material increase as its general merits become more widely known. When it makes friends it keeps them. It is a natural and wholesome food of Wheat sterilized and kiln-dried, but not predigested.

Grocers, your customers will appreciate

## MOLINA BREAKFAST FOOD.

The Breakfast Food that "has a flavor like popcorn."

**THE TILLSON CO., Limited, Tillsonburg, Ont.**



JAPANESE TEA HOUSE GARDEN.

# JAPAN TEA

has proven itself the most **beneficial** tea for the grocer to sell and the most **beneficial** for the tea drinker to buy. It is **beneficial** for the buyer on account of its unvarying high quality, which endears it to all who once try it. It is **beneficial** for the grocer because it is a highly profitable article—selling not just occasionally, but creating for itself in every community a continuous demand.

## The Popularity of Japan Tea

is in a large measure attributable to its STRENGTH and DELICACY OF FLAVOR. It comes from a country where modern ideas obtain—where the soil is most adaptable to the growing of such healthy, strengthening tea.

## JAPAN TEA

—HAS—

**Great Pulling Power.**




# IMPERIAL MAPLE SYRUP

The Standard from Ocean to Ocean.

**Merit Acknowledged**
**Superiority Admitted.**

## YOUR MONEY BACK

IF NOT SATISFACTORY.

ROSE & LAFLAMME, Agents
**Montreal.**

## "IT MUST PLEASE"

in order that

# IVORY GLOSS STARCH

gain the recognition necessary to make it a success. Our maxim from the beginning of its manufacture has been, "IT MUST PLEASE"—please the consumer, and thereby make it a profitable article for the retailer to handle.

The present popularity of IVORY GLOSS STARCH is altogether due to its many good qualities, recognized by all who use it.

Manufactured by
**THE ST. LAWRENCE STARCH CO.,**
LIMITED
**PORT CREDIT, ONT.**

## WHITTEMORE'S POLISHES.

THE WORLD'S STANDARD.

THE OLDEST AND LARGEST MANUFACTURERS OF SHOE POLISHES IN THE WORLD.




## "GILT EDGE"

The only Ladies' Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful finish. Once tried always used.

LARGEST QUANTITY, FINEST QUALITY.
**For Sale by all Wholesale Grocers.**

# MOLASSES

When ready to buy don't forget to ask us for our quotations on a carload delivered at your station ; you will be glad you did so.

**The Dominion Molasses Co.,**
Limited
**Halifax - Nova Scotia.**



**PROTECT YOURSELF** against an advanced market—

ON AT LEAST 2 LINES—

**Canned Vegetables and Canned Salmon**

Not much doubt about the strength of these markets—and upward tendency in prices. We have prepared for it, and are booking orders at special prices. Our travellers have some real bargains—have a talk with them. You will find them well posted and it will pay you handsomely.



**W. H. Gillard & Co.,** Wholesale Grocers, Tea and Coffee Importers, **Hamilton**




THE DOMINION BREWERY CO., LIMITED

**Brewers and Maltsters**

TORONTO

**Manufacturers of the Celebrated**

# WHITE LABEL ALE

ASK FOR IT AND SEE THAT OUR BRAND IS ON EVERY CORK.

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

WM. ROSS, Manager.



**Drawing Trade By Selling Nasmith's Bread and Cakes.**

Out of town grocers are doing this daily. Write us for information.

**THE NASMITH CO., Limited**

66 Jarvis Street, TORONTO.

**Don't get BLUE**

but if you must get blue see that it is

**GILLETT'S**

"Mammoth"

[ pepper-box ]

**BLUE**

Ask Your Jobber For It.

—makes the linen snowy white,
—pleases the consumer and shows
—you a magnificent profit.

**E. W. GILLETT COMPANY LIMITED**

London, Eng. **TORONTO, ONT.** Chicago, Ill.

# Summer Grocery Window Displays.

MUCH is heard of the way some grocers lose trade. But a careful observation of the business methods of those same grocers creates a still greater wonder that many more do not fall behind in their business, for many opportunities are wasted by neglecting to use the show windows to make displays. During the summer a good many grocers do nothing of importance to render their windows presentable. All that can he seen during that time of the year in a good many windows are a few boxes of goods

PILED UP IN A CARELESS WAY,

some tin cans, fly paper stuck full of flies, and lots of dirt. Others make more successful attempts at window decorating, but let the same stuff stay in their window week in and week out, until things are out of place, dirty, and not fit to be seen.

The grocer will give as his reason for neglecting the decorations of his window that goods put in it during the summer time are liable to be damaged by the flies and the sun. He will argue that the labels on cans and other packages will be dirtier and thus rendered unsalable by

THE DUST AND THE FLIES.

Tea, coffee or sugar would not be improved either by being exposed to the flies and the heat of the sun.

But something besides these mentioned above may be utilized for a window display with advantage. Anyhow, if reasonable care is taken, canned goods, if they are not left too long in the window, will not be much damaged in appearance by use in this way. Awnings should be brought into use in front of the store and this would serve to protect the goods from the sun. The store should be kept cool, and if possible the window should be such that it could be kept tightly closed. So when the window is dressed it may be shut and flies prevented from obtaining an entrance.

AVOID OVERCROWDING.

In making the display do not overcrowd the window, show one line at a time, and change the displays quite often. The window glass should be kept clean and all rough boards and framework covered.

A window thus shaded from the sun, and as far as possible kept clear of flies, will serve to make a good display of many articles in the grocery store with little liability of damage to the goods and much advantage to the grocer in appealing to the trade of his community.

FRUIT DISPLAY.

In the summer season fruit of various kinds will always serve to make a good window display. It is a line that rapidly sells and so what the grocer has on hand is generally fresh. By being put in a window valuable space in the store is saved and much is done to attract custom. Arranged in an orderly way baskets of fruit in the window always present a good appearance and advertise themselves to the general public.

A WINDOW OF SALT.

For a summer display salt may be made to appear with advantage in the window. The arrangement is simple. Make a background of white cheesecloth. In the foreground, in the centre of the window place a large box on the floor, covered with colored cheesecloth, on which some appropriate motto may be printed, On top of the box build salt sacks in pyramid style and cover the floor with loose salt. Sacks of flour may also be arranged in a window in much the same way.

A WINDOW OF CANNED GOODS.

A nice show window of canned goods may be arranged in this way. Take a number of cases of salmon, peas or corn, and knock off one side of the case. Pile the boxes in a row the length of the window at some little distance from the glass, with the open sides outward showing the cans packed therein. Let the pile be about three cases high, and on the top of each case pile some cans in the shape of a pyramid.

A WINDOW OF SOAP.

To make a soap window, a good plan is to build a castle of soap. No framework is required, as the structure can be built with common long bars of soap. Build a tower at each end, one a little larger than the other, leaving spaces for windows and a door, and between the towers build a wall, not quite so high as the towers, in which also make four or five windows. Battlements can be formed by means of smaller bars of soap, and on one of the towers a Union Jack may be placed on a small staff. Ground spice may be used for the floor and a pathway of block sugar may be formed leading from the door in the tower.

## CROPS IN NEW ONTARIO.

IN speaking of the New Ontario crop The Fort William Journal says : "From all parts of the district expressions of satisfaction can be heard. The farms in close proximity to the two towns have never looked better. Those on the Dason road, Arthur's, Heyder's and Wilson's, have tremendous grain crops, and the outlook for oats never was more pleasing. The hay crop has been gathered, and, owing to the splendid conditions during the spring, it is the heaviest for years. Barley, wheat and oats are all heading out nicely, and the yield per acre of these grains will be a surprise to the many who believe that there are no farming lands in New Ontario. On Arthur's farm it is estimated that the barley yield will be 80 bush. to the acre.

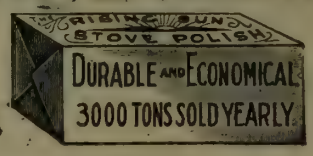
"If the present weather conditions prevail Mr. Tonkin will reap a harvest which will astonish old Ontario, as, at the lowest, it is estimated that the yield will be 100 bush. to the acre. The soil in this part of Canada seems specially adapted to the growth of barley, and it is not speaking beyond possibilities when we say that this part of New Ontario will be the greatest barley district in Canada. The burley grows to a height averaging 3 ft., and the heads are large and well filled.

"Mr. Baxter's farm, which has just been cleared in New Illinois Township, yielded 40 tons of hay on 12 acres.

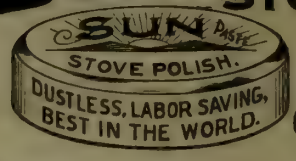
"The farmers of New Ontario are prosparing, as is evidenced by the signs of progress going on. Farm houses and outbuildings of a permanent character are being erected, and on all farms the most improved farming implements are in use. Next season a large area will be cleared and ready for the plow.

"Mr. Burriss has made arrangements with the settlers for special samples of grain and hay for the eastern exhibitions. In all there will be 900 samples—300 from State River, 200 from Olive, 100 from Whitefish, 100 from Ox Drift and 200 from Rainy River.

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE




SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE




Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

## BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

E. J. McCLINCHEY, general merchant, Bruce Mines, Ont., has assigned to James Glenville, Thessalon.

F. G. Roy, general merchant, Scotstown, Que., has assigned.

R. N. McFeil, grocer, Sydney, N.S., has suspended payment.

J. W. Cole, grocer, Vancouver, has assigned to Albert G. Perry.

George H. Burkett, general merchant, Bridgewater, N.S., has assigned.

A. D. M. Bertrand, general merchant, St. Raymond, Que., has assigned.

A statement of the affairs of J. A. Lomme, St. John, Que., is being prepared.

Yan, War & Co., merchants, Quesnel, B.C., have assigned to James Reid.

A sheriff is in possession of the premises of Charles E. Spiddell, Rossland, B.C.

Oscar Nadon, general merchant, St. Rose, Que., has assigned to H. Lamarre.

Moise Dore, grain and wood merchant, Montreal, has assigned to A. Desmarteau.

A demand of assignment has been made on John H. Sutton, trader, Ahuntsic, Que.

A demand of assignment has been made on Ravid St. Pierre, grocer, Fraserville, Que.

The premises of R. Legendre, grocer, Montreal, are closed and an inventory is being made.

Lambert Salvas & Co., general merchants, St. Francois Du Lac, have assigned to Lamarch & Benoit.

The creditors of A. D. M. Bertrand, general merchant, St. Raymond, Que., will hold a meeting to appoint a curator on August 29.

PARTNERSHIPS FORMED AND DISSOLVED.

Pilon Frere, grocers, Montreal, have dissolved.

C. Renaud & Frere, grain and hay merchants, have dissolved.

Notter & Walker, grocers, Toronto, have dissolved ; Notter continues.

Daoust & Frere, general merchants, Masson, Que., have dissolved.

Lamontague & Fournier, general merchants, St. Charles, Bellechasse, Que., have registered a dissolution of partnership.

SALES MADE AND PENDING.

W. A. Sillic, grocer and dry goods merchant, Teeswater, Ont., is selling out.

Wm. Redpath, saw and grist mill, Logan's Tannery, N.S., has sold out.

The stock of Mrs. Frost, grocer, Necum Teuch, N.S., is to be sold by auction.

The assets of A. H. Pare, general merchant, Pont de Maskinonge, Que., are to be sold.

James Williamson, general merchant, Ballyduff, Ont., is advertising his business for sale.

The stock of the estate of R. A. Lawrence, general merchant, Wetasklwin, N W.T., is advertised for sale on August 28.

The stock of The Runions, Carsons, McKee Co. departmental store, London, is advertised to be sold by auction on August 26.

CHANGES.

C. Renaud & Frere, traders, Montreal, have registered.

The Union Jack Cigar Factory, Montreal, have registered.

Wm. Fawcett & Son, grocers, have registered at Montreal.

M. Hay & Cie, commission merchants, Montreal, have registered.

J. P. McCann, grocer, Toronto, is out of business and has left the place.

The Montreal Jobbing Co., general merchants, Montreal, have registered.

D. T. Munroe, fruiterer, etc., Phoenix, B.C., is succeeded by Alvin Alinstrom.

E. Cass & Co., grocers, Moose Jaw, N.W.T., have sold out to T.J.M.Cammon.

Theo. F. Brisson, general merchant, Buckingham, Que., is retiring from business.

Joel A. Broadwell, general merchant, Crofton, B.C., is to be succeeded by Taylor, Smith & Co., on September 1.

Harry Whitehead is successor to the late Ruth V Reid, general merchant, Elmsdale, N.S.

Rogers & Co., general merchants, Cannington, Ont., have sold out to John McKinstry.

Bedard & Larochelle, barbers and cigar dealers, St. Hyacinthe, Que., have registered.

The stock of J. T. Piper, tobacconist, Quebec, has been sold at 84c. on the dollar to Mr. Piper, sr.

Wodlinger & Caminetzky, general merchants, Rosthern, N.W.T., are succeeded by M. Caminetzky.

DEATHS.

Kenneth Macpherson, general merchant, Cardinal, Ont., is dead.

Jos. Pineau, husband of the proprietress and general manager of Jos. Pineau & Co., general merchants, Bic, Que., is dead.

## CANADIAN CHEESE IN CHINA.

Mr. Wright, of The MacLaren "Imperial" Cheese Co., has received a post card from a Toronto friend who is now travelling in the East, which reads as follows :

Port Arthur, July 25, 1902.

In Russian territory only four grocers speak English. Quite a happy surprise to find 24 stores out of the 29 stores here have MacLaren's "Imperial" cheese and the Russians say they like it. Port Arthur is the Russian Gibraltar—30,000 soldiers here now.

## MR. WEBSTER'S DUTIES.

Captain R. Valentine Webster, Colombo, Ceylon, who, through his frequent visits to Canada in the interests of Ceylon tea, is so well known to the wholesale grocery trade here, is in South Africa as financial adviser for land settlement. In a letter to The Times, of Ceylon, he says : "We are hard at work dividing the land into suitable farms and completing arrangements for placing settlers. To-morrow I start up north to inspect land for settlers. It is quite cold here now, as we are having our winter."

# EMPIRE TEA RED TAPE TEA

The above are the best packed Teas in the market to-day. They pay the retailer a good profit and he has to carry no big stock.

A shipment of CEYLON YOUNG HYSONS just to hand

## LUCAS, STEELE & BRISTOL, WHOLESALE GROCERS, Hamilton

# BUZZZZIP

They stick, don't they ! And they'll bite, won't they !

**WILSON'S FLY PADS** will kill every one in the place.

THE BEST GROCERS SELL THEM.

Archdale Wilson - - - - Hamilton.

We start the ball rolling by having in store

## "YORK" Brand

NEW SEASON **PEEL** Finest quality at low prices.

LEMON, - in Boxes and Tins.
ORANGE, - in Boxes and Tins.
CITRON, - in Boxes and Tins.

## James Turner & Co., Hamilton

# CROWN BLEND CEYLON.

Sales increasing every week.
No better Package Tea in the market.

## THOS. KINNEAR & CO.,

**Wholesale Grocers,** **49 Front St. East, TORONTO**


### CANADIAN FRUITS AND FRUIT GROWERS

THE papers read at the convention of the Pomological and Fruit Growing Society at Aylmer, Que., on August 14, were of the most entertaining nature, as well as very practical.

In the first paper, G. Renaud, gardener at the Trappist Monastery at Oka, Que., dealt with the culture of the pear in Quebec Province. He thought that the Flemish Beauty was most suited to that district. The trees, however, should be well sheltered and cared for. Discussing this subject, Robert Hamilton recommended some of the Russian pears. These could be successfully grafted, and by judicious handling could be improved. Close planting, he said, was the cause of the spread of the blight. It was stated that the grafting of tender varieties on hardy stocks would be successful here, but too much should not be risked on it.

"Plums" was the subject of W. W. Dunlop, of Outremont, whose paper, in his absence, was read by R. W. Shepard, president of The Ottawa River Navigation Co. The paper stated that although plums were not grown as much as apples on Montreal Island, yet there was a good demand for them. The trouble was in producing them at a sufficiently low price. In order to grow the tree from the seed, stones from ripe fruit should be used. They could be tested by pacing them in water; those that floated should be rejected. The stones should be planted about 3 inches apart in soil 1 inch deep. The sprouts should be transplanted after a year's growth. Grafting should be done in spring or fall when the sap was not running. The trees should be examined frequently to prevent black knot, curculis and such like diseases. Among the plums that were thought best for the Province of Quebec were: Cheny, Bixby, Hawkeye, Eigleber, German Prune, Glass, Gneii, Bradshaw, Bline, Claude Bavay and Yellow Eye. A committee was appointed to give names to those plums now known as Nos. 52, 53, 54 and 60.

The meeting then devoted its attention to cherries, and Mr. Brodie, of Montreal, exhibited several fine varieties of Russian fruit which he had grown. A new dwarf cherry, Koslob Morello, was recommended as a cherry tree that could be planted alternately with apple trees without interfering with the latter.

W. M. Pattison, of Clarlenceville, spoke of pruning. He contended that pruning of bushes, trees and vines was a necessity, if fine fruit was to be produced. Pruning should be done either late in winter or early in spring, whenever the sap was dormant. In the evening, Professor W. F. Macoun, of the Central Experimental Farm, at Ottawa, spoke on fruits for the home market, a subject on which he is certainly well informed. He recommended as the best apples for the Ottawa district: Yellow Transparent apples for summer and early fall; Duchess of Oldenburg for the fall; Wealthy, Alexander and McIntosh Reds for early winter, and Wolf River, Scott's Winter, Canada Red, Golden Russets and a new variety, Milwaukee, for winter. As for plums, he thought Cheny, Bixby, Silas Wilson, Bouncer, Hawkeye and Stoddard would be best. The strawberries recommended were Custer, Glen Mary, Bubach, Greenville, Bisel, Mele, Sample and Lovett.

Dr. Fletcher, of the Central Experimental Farm, told how to exterminate insects that were injurious to fruit, or reducing the damage they caused. He also showed how to get rid of certain weeds with which farmers were troubled.

W. B. Whyte, of Ottawa, spoke of floriculture, referring to the annuals that could be grown without using a hotbed.

In the discussion of grapes, Mr. Pattison said that, having had experience with more than 100 varieties, he had concluded that


ALL KINDS OF

# CHEESE

Whose advertisement is this?

QUOTATIONS ON APPLICATION.

OUR TRAVELLERS CAN INTEREST YOU IN

# RIO COFFEE

## THE DAVIDSON & HAY, LIMITED

Wholesale Grocers. 36 Yonge St., Toronto.

the Popular Champion was the most satisfactory.

Peaches were spoken of briefly, it being stated that their culture had proven successful in the Eastern Townships.

On the following day, several of the members of the society visited the Central Experimental Farm, where they were shown about the place and entertained at luncheon. Messrs. Pattison and Macaulay and Dr. Wood spoke highly of the work done by the Farm, Dr. Fletcher and Professor Macoun replying.

### PETERBORO' RETAIL CLERKS.

A meeting of the retail clerks of Peterboro', Ont., was held on August 11. About 40 of the clerks of the town were present.

Organizer John Flett was present and delivered an able address, dwelling upon the benefits to be derived by being organized.

The following officers were elected :

President—R. J. Begley.
Secretary—R. K. Brown.

Money was subscribed for a charter, which will arrive in the course of 10 days.

Donald McLeod, of D. McLeod & Son, general merchants, Dunvegan, N.S., is dead, and their Broad Cove branch store is burned.

### A REORGANIZED FIRM.

A BUSINESS change of considerable interest to retail merchants and manufacturers was concluded recently, whereby The Union Petroleum Co. of Canada, Limited, took over the business of The Atlantic Refining Co., importers and dealers in illuminating and lubricating oils, with headquarters at Toronto. The new firm is incorporated with ample capital for the carrying-on of such a business and with the following well-known business gentleman at the head of affairs : President, A. E. Lewis ; vice-president, A. C. Woodman ; secretary-treasurer, F. M. VanZant. The company is affiliated with The Union Petroleum Co., of Philadelphia, who are the largest independent dealers in lubricating products, etc., in the United States. They own and control the output of two large refineries, having a combined capacity of 30,000 bbls. per month.

The new company have retained the old trade marks of their predecessors, which have become so well and favorably known throughout Canada. An old reliable is that of "Pennoline," which is absolutely the best grade of illuminating oil imported into Canada, and which is enjoying an increased sale daily. Their lubricating oils are also becoming more and more popular. Still another familiar seller is "Elastic Carbon Paint," easily a leader in its line. The firm have branches at Winnipeg, Manitoba, Vancouver, B.C., and St. John, N.B., and report a very prosperous season. They will be pleased to keep in touch with all old friends of the Atlantic Company as well as to meet new ones. Samples and prices will be cheerfully furnished at any time.

### GEORGIAN BAY APPLE CROP.

J. G. Mitchell, director of the Fruit Experimental Station at Clarksburg, in the Georgian Bay district, says : "Since last report the fruit situation has been somewhat changed. Apples are still showing well, and promise an abundant yield. So far the fruit is holding on well the dropping being no more than necessary. We have been particularly free from insect enemies, but apple scab is now showing signs of development, and may cause considerable damage should wet weather continue very much longer. All things considered, there are prospects of more than an average crop.

### KNOWN FROM COAST TO COAST.

Merchants and manufacturers with foresight never pass by United Factories' goods to buy inferior qualities. All the largest and best dealers in Canada know Cane's Newmarket pails and tubs. Enormous sales prove that prices are as right as quality.




NEW GOODS COMING IN

We are now taking orders for New Season's make of

# UPTON'S

Strawberry and Raspberry Jam, etc.

# THE PROVISION TRADE.

**Canada's Exports of Provisions—The Markets—Miscellaneous Notes.**

### CANADA'S EXPORTS OF PROVISIONS.

OUR export bacon trade seems to more than hold its own. Last year we sent abroad $12,163,505 worth, an increase of $666,025 compared with the preceding 12 months. Great Britain is by long odds the largest consumer of Canadian bacon. Last year we sold the Mother Country $12,119,342 worth, $660,000 more than 1901. The United States bought from us $42,599 worth, an increase of $5,881. In the matter of hams we did not do so well, our export last year aggregating $241,485, or $44,000 below that of the previous year. Our butter exports show an increase of $2,311,000, the total for 1902 being $5,667,150, and for 1901, $3 355,197. Great Britain took $5,465,495; the United States, $41,554 ; Newfoundland, $47,066, and other countries, $113,035. Our sales of cheese abroad were rather disappointing last year. The value of our exports was $19,870,072, a decrease of $1,250,000 compared with the preceding 12 months. The Canadian hen continues to give handsome returns. Our exports of eggs last year reached the sum of $1,736,141, being an increase of $43,845. The purchasers were Great Britain, $1,691,024; United States $36,663; other countries, $6,454. In shipments of poultry, too, Canada did well, the total being valued at $238,175, or $96,653 better than in 1901. Nearly all our poultry went to Great Britain, only $7,612 being shipped to the United States and $14,000 to other countries.

### A NEW COLD STORAGE PLANT.

Always keenly alive to the importance of keeping the trade throughout the country well posted as to the development of the large market centres and the facilities afforded for the proper handling of perishable goods, a representative of THE CANADIAN GROCER this week visited the large establishment of D. Gunn, Bros. & Co., situated on Front street east, in the heart of the produce section of Toronto.

Established in 1873, at the present location, their business as pork packers, commission merchants and dealers in all kinds of produce has grown until they now occupy four large warehouses, 74, 76, 78 and 80 Front street east. The feature of their business which specially interested our representative was the large mechanical cold-storage plant recently installed by the Linde Co., a two-storey addition having been built in order to provide room for this plant, which includes an area of 50,000 cubic feet of cold air space. The system of brine circulation is in use, each room being controlled by four sets of pipes, by which they can be regulated and kept at any required temperature, according to the class of goods stored in them.

Eggs, butter, cheese and poultry are the principal commodities stored by this firm. For the last named they have a large room especially fitted up, in which poultry can be carried should the weather be unfavorable, pending an improvement in the market. This is at the disposal of, and will be appreciated by their large clientele of shippers. Having a plant of the large capacity indicated above, they are enabled to place cold-storage space at the disposal of country shippers and others, who can rely upon their goods being handled and carried according to the most up-to-date methods.

In their extensive export trade, D. Gunn, Bros. & Co. are enabled to assist in the building up of a favorable reputation in the British market for Canadian produce by placing the goods on that market in prime condition, through the medium of this cold storage, together with the facilities afforded by refrigerator cars and refrigerated space on steamers. Not only does their export business benefit by the cold storage ; their large increasing city trade is evidence that the city appreciates good service and goods in first-class condition.

### LIVE STOCK COMING IN.

A despatch from Winnipeg says : Several large herds of stock are now being taken into Western Canada. Among them are Cresswell & Day's bunch of 10,000 2-year-old heifers from New Mexico and the Broom Cattle Co.'s bunch of 4,500 from Southern Colorado.

### TO PASTURE IN CANADA.

C. W. Merchant, J. H. Parramere, and R. G. Anderson, of Abilene, and Capt. Willingham, of McMillan, prominent Texan stockmen, have arrived at Dallas en route to Canada, where they will engage a range for next season. Heretofore, Texas cowmen have been sending cattle to the Dakotas and the Wyoming country, but next spring they will try the experiment of using a Canadian range, as they expect in Canada to meet with less disturbance from public authorities. — National Provisioner, New York.

### LIVE STOCK IN ONTARIO.

The following interesting statistics of farm live stock in Ontario on July 1, 1902, have been prepared by the Department of Agriculture :

Horses : Working horses, 393,307 ; breeding mares, 93,425 ; unbrokon horses, 139,374 ; total, 626,106, as against 620,343 in 1901.

Cattle : Milch cows, 1,010,746 ; store cattle, 458,834 ; other cattle, 1,093,004 ; total, 2,562,584, as against 2,507,620 in 1901.

Sheep : Over one year, 915,217 ; under one year, 800,296 ; total, 1,715,513, compared with 1,761,799 in 1901.

Hogs : Over one year, 238,992 ; under one year, 1,445,643 ; total, 1,684,635, as compared with 1,491,885 in 1901, and 1,771,641 in 1900.

Poultry : Turkeys, 732,359; geese, 332,781; ducks, 397,333 ; other fowls, 8,300,335, total, 9,762,808, against 9,755,286 in 1901.

The number of live stock sold or slaughtered in the year ending June 30, 1902, were as follows : Horses, 54,538; cattle, 673,544; sheep, 732,994; hogs, 1,991,906 ; poultry, 3,674,198.

The wool clip of 1902 was 5,690,673 lb.

The number of colonies of bees is 202,529.

### THE SHORTAGE OF PIGS.

That the spring pig crop was small admits of no doubt. That stock hogs will be costly is a natural sequence.

The average feeder, and this exempts the big operator, is disinclined to feed unless he has hogs to follow his cattle. Whether he will be prepared to pay stiff prices for both feeders and stock hogs is open to speculation. If corn sells at a good round price he may be tempted to dispose of it and take a season off.

Should any considerable proportion of the multitude of small feeders follow this policy those who keep everlastingly at it will reap a rich reward. The experience of the past year justifies this prediction. It looks as

Are you selling

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# Cream Cheese?

Just the thing this hot weather. It sells fast.

Send us your order or ask your wholesaler.

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LIMITED

**BRANTFORD, ONT.**

When you have any

# BUTTER OR EGGS

to offer, write or wire us. We are buyers.

**The J. A. McLean Produce Co., Limited**

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# HAMS

that are good hams.

If you have not had a shipment of

# Three Star Hams

we solicit a trial order for them. Unequalled for the family that stays at home or goes to the summer cottage. Just the thing for camp or excursion. A little higher in price, but worth it.

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# Long Clear Bacon.

Your trade demands the best quality obtainable. WE HAVE IT. Cured and stored in Cold Storage of uniform temperature and is absolutely free from Rust.

Quotations on Case or Car-load lots on application.

**The Park, Blackwell Co.,**

LIMITED.

**PORK PACKERS,**

TORONTO, ONT.

though the man who keeps on feeding will get the money.—Chicago Live Stock World.

### THE PROVISION MARKETS.

TORONTO.

Dressed hogs are dull and unchanged. Trade in beef is quiet and the prices of hind quarters have declined 50c. per 100 lb. Live hogs are firm and the receipts thereof are limited. Veal and lambs are slow. Quotations are as follows: Dressed hogs, $9.50 to $10; beef carcasses, $7 to $8.00 per 100 lb.; hind quarters, $8.50 to $9.50 per 100 lb.; front quarters, $4.50 to $5.50 per 100 lb.; veal, 8 to 9c. per lb., and lambs, 8 to 9c. Select live hogs are worth $7.25 to $7.37½, and fat and lights, $7 per 100 lb. Choice export cattle are worth $5.75 to $6.25 per 100 lb., and lights, $5 to $5.75.

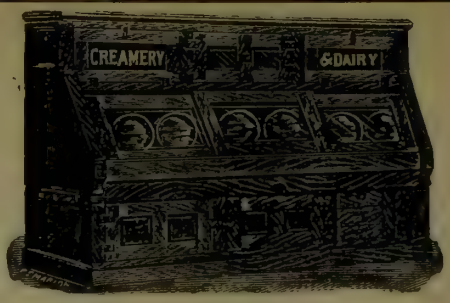
The demand for smoked and pickled meats continues good. Lard is steady and in fair demand. Quotations follow: Long clear bacon, 11 to 11½c.; smoked breakfast bacon, 14½ to 15c.; roll, 12 to 12½c.; medium hams, 13½ to 14c.; large hams, 12½ to 13c.; shoulder hams, 11 to 11½c., and backs, 14½ to 15c.; Canadian heavy mess pork, $21.50; short cut, $23.50 to $24; lard, in tierces, 10¾ to 11c. per lb.; tubs, 11 to 11¼c., and pails, 11¼ to 11½c.; compounds, 8¾ to 10¼c; plate beef, $15 per 100 lb.

MONTREAL.

A decrease in the price of Jones' pork is to be noted, it being 25c. per bbl. flower. It is now quoted at $24.50. Pure lard has fallen ¼c. per lb. Trade in lard and smoked meats is fairly active, a particularly good demand obtaining for lard. Trade in fresh killed abattoir dressed hogs is fair at prices ranging from $9 50 to $10 per 100 lb. We quote: Pure Canadian lard, $2.37½ to $2.40 per pail. Fairbank's "Boar's Head" lard compound, 9¾c. tierce basis, with extras as follows: 60-lb. tubs, ¼c. over tierce: 20 lb. tin pails, ¼c.; 20 lb. wood pails, ½c.; 10-lb. tins, ⅝c.; 5-lb. tins, ¾c.; 3-lb. tins, ⅞c. Snow White and Globe compound, $1.80 to $1.90 per pail; Cottolene, 11¼c. for 20 lb. pails, and 11⅜c. for 60 lb. tubs, for Quebec and Ontario; hams, 12 to 14c.; heavy Canadian short cut mess pork, $24.50 to $25.00; Canadian short cut clear pork, $23.50 to $25.00; American short cut clear pork, $24 to $24.50; American fat back, $24.50 to $25.00; bacon, Wiltshire, 14 to 15c. per lb.; extra plate beef, $14 50 to $15.00 per bbl.

WINNIPEG.

BEEF—There is a good trade doing, but prices are unchanged from last week, the best city dressed bringing 7 to 7½c.


C. P. FABIEN

Manufacturer of Refrigerators and Ice Chests Diplomas awarded at Montreal, Toronto and Ottawa Exhibitions. Over 50 patterns to choose from. Proprietor of Aubin's Patent Grocery Refrigerator, New Dominion, Imperial Dominion, special improved Dairy Palace for Hotels—all hardwood.

3169 Notre Dame St., MONTREAL.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Coronation Blend Ceylon-Indo Tea

A handsome decorated canister (100-lb. capacity) free with introductory orders.

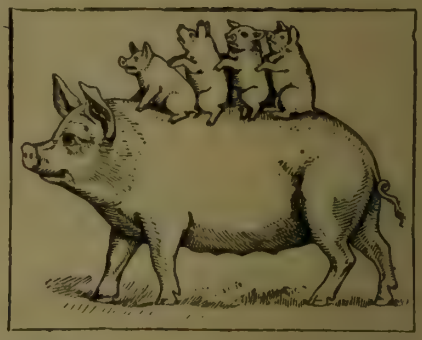
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TORONTO.

The Farmers' Co-Operative Packing Co.

of BRANTFORD, Limited.

Absolutely Pure Lard



Is indispensable in the kitchen, therefore an absolute necessity on the Grocer's shelves.

We Guarantee Our Lard to be Absolutely Pure

*Lard in Tierces, in 50-lb. Tubs, in 20-lb. Pails, in 5-lb. Tins, in 3-lb. Tins.*

A trial order will convince you of its high quality and purity.

All first-class Grocers and Provision dealers should handle the

"L. & S." and "Imperial"

Brands of Smoked Hams, English Breakfast Bacon, Backs, Lard, Etc.

Long Clear Bacon.

New cured, free from rust, light or medium weights. Write or wire us for quotations in case or car lots.

Fowler's Canadian Company, Limited

HAMILTON.

MUTTON—A fair demand at 8c.; lambs, 12½c.

DRESSED HOGS—A very fair demand at 9c.

CURED MEATS—The demand is exceptionally good, especially for carlots, and prices are very firm. There is rather more difference between certain lines of cured meats than is usual. Hams, 14½c.; shoulders, 11c.; breakfast bacon, bellies, 15½c.; breakfast bacon (backs), 14c.; short spiced rolls, 11¾c.; long spiced rolls, 12½c.; dry salt long clear bacon, 12c.; dry salt backs, 12½c.

PROVISION NOTES.

J. Brire & Co., butchers, Montreal, have registered.

E. E. Dore & Cie, butchers, etc., St. Louis De Mile End, Que., have registered.

Coulter & Carter, butchers, Grand View, Man., have dissolved.

H. Townsend, has started business as butcher at Milestone, N.W.T.

John Mathers, liquor dealer and butcher, Toronto, is advertising his butcher business for sale.

The members of the local union of butchers of Vancouver, with their friends, had a barbecue and dance on the green lawns of North Vancouver on Wednesday, August 6.

## A VISITOR FROM HALIBURTON.

Mr. H. H. Clarke, general merchant, Haliburton, Ont., was in Toronto on Tuesday on pleasure bent. He reported business good and the crops in a satisfactory condition. There was a slight frost in the neighborhood of Haliburton last week, but it did no damage.

## DEATH OF MR. W. ECKARDT.

Mr. William Eckardt, J.P., father of H. P. Eckardt, the well-known wholesale grocer of Toronto, died on August 17 at his residence, 740 Spadina avenue, Toronto. Deceased was one of the pioneers of York County. He was born in 1824 at Unionville, and his father, the late Godlip Eckardt, was born there about a century ago. The grandfather, Philip Eckardt, was one of the earliest settlers in Markham, having moved to that township from the Genesee Valley, New York State, in 1792. He is survived by his widow, formerly Miss Sarah Harrington, of Richmond Hill, whom he married in 1861. He also leaves four sons, A. J. H. and H. P. Eckardt, Toronto, and Ross and Alonzo Eckardt, Dawson, Y.T., and two daughters, Mrs. E. Y. Eaton and Miss Winifred Eckardt, Toronto.


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We pay special attention to orders received by mail, giving them prompt and careful treatment.

**1,000 Good White Business Envelopes, $1.00, any printing.** Dodgers, $1.00 per M.; Noteheads, Statements, Billheads, $1.50 per M.; Letterheads, $2.00 per M.



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MANUFACTURERS OF
**Brooms AND Whisks**
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Having the most improved Broom Machinery and good workmen we are in shape to give satisfaction.
**UNION LABEL** on all our Brooms.
Sample orders of six dozen or more sent to any address, freight prepaid. **Write for Price List.**

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Get a practical knowledge of Sign, Showcard and Ticket Lettering, Gold and Silver Lettering, Bronzing, Ornamenting Frosting Glass, Mixing Paints, how to lay out cards, Embellishments, and in fact all information that should be known by the professional card writer from our Book of Instructions, which gives the accumulated experience of a lifetime in the business. It's a teacher of the Art perfected by method, and so explicit that even boys can teach themselves in a short time. Thirty-four illustrated sign-writers' model Alphabets and Figures are included in our Book. This great teacher and money-saver will be mailed, postpaid, for $1.00.

W. EDWARDS, Box 315, Carleton Place, Ont.

*Our Travellers*

After two weeks holidays are on the war-path again, and it will pay you to wait for them as they are carrying samples of various lines which show exceptional values.

They are also quoting low prices on New Pack Canned Goods for Fall delivery, and prospects look as though it would pay you to buy ***now***.

**The R. & J. H. Simpson Co.,**
WHOLESALE GROCERS AND TEA IMPORTERS, GUELPH, ONT.




It is acknowledged that in Baking Soda in packages the standard both as to quantity and quality is

**DWIGHT'S**
**"COW BRAND."**

Dealers and consumers both acknowledge this fact.

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34 Yonge Street, TORONTO, ONT.

# UNION PETROLEUM CO.

OF CANADA, Limited

IMPORTERS OF

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# OILS

## ILLUMINATING OILS

**PENNOLINE**—The best illuminating oil imported into Canada.

CHEAPER BRANDS:

**CRYSTAL SPRAY**—W. W. American Oil.

**SILVER LIGHT**—Prime White Oil.

**LILY WHITE**—Canadian Oil.

We handle only the best American products.
A Sample barrel will convince. Try us.

## LUBRICATING OILS

CYLINDER OILS
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MACHINE OILS
CASTOR OILS
GREASES
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We can DUPLICATE any oil made.
The kind that makes the WHEELS GO ROUND.

## SPECIALTIES

**ELASTIC CARBON PAINT**—
The best paint on the market. WILL NOT RUST, crack or blister. Good profit in it too.

**PURE TURPENTINE**

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SAMPLES AND PRICES CHEERFULLY FURNISHED

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# MAKES PICKLES . . .

Look better—taste better—keep better—adds quality and flavor to everything where first class Vinegar can be used.



# "IMPERIAL"

Our traveller will ask but a minute of your time to look at his samples. It will pay you handsomely.

wins the confidence of the housewife and pickle manufacturer. Will increase your Vinegar trade and profits.

THE **EBY, BLAIN CO.,** LIMITED

**WHOLESALE GROCERS** **TORONTO.**


## TRADE CHAT.

T. J. McCAMMON, late of McCammom & McPherson, leaves on Tuesday for Moosejaw, where he has purchased the business of E. Glass & Co. Mr. McCammon has been in the city for the past five years, having been first with M. DesBrisay, and later, when the business changed hands, with the new firm of Hunter & Co. When Kirkpatrick & Wilson sold out he and T. S. McPherson purchased the business with which he has been connected since. He was well known socially and in business and will be greatly missed by his many friends here.—News, Nelson, B.C.

Jones Bros., grocers, of Ninga, Man., have purchased the stock of Hocy & Robertson of that place and will henceforth carry on a general store.

Mr. Russell, of Elora, has purchased the general store of J. A. Hunter, of Durham. Mr. Hunter has secured a lucrative position in Minneapolis.

The manufacturing plant of The Pond Mills Cheese Factory, of Pond Mills, Ont., owned by The Thames Cheese Company, was destroyed by fire on August 13. The insurance will probably cover the loss.

A company has been formed in St. John's, Nfld., for manufacturing soap, stove and boot polish, laundry blue, and other such articles. The capital is $50,000. Machinery has been purchased and building will be started at once.

On Thursday, the 14th inst., at the residence of the bride's parents, 71 Langley avenue, Toronto, Thos. Ross, of The Hudson's Bay Co., Winnipeg, and Miss Mary, second daughter of Mr. and Mrs. Sutton, were united in marriage by the Rev. J. McP. Scott.

The fourth annual picnic of the Hespeler Merchants' Association was held on Thursday, August 14 at Idylwild Park. The star event of the afternoon was the baseball match between two teams captained respectively by C. M. Schultz and S. H. Northcott. The Schultzites won out by 16 to 15.

Messrs. Finkle and Ackerman, of Belleville, have purchased the large new evaporator at Bowmanville, from R. J. Graham. Mr. Finkle has been manager of Mr. Graham's evaporgting business at Belleville and other places for the past twelve years, and Mr. Ackerman has been bookkeeper and office manager for Mr. Graham for eight years. With the capacity of from 700 to 1,000 bushels per day at their evaporator they are in a position to take everything that comes.

## APPLES IN OWEN SOUND.

In Owen Sound steps have been taken in connection with the proper marketing of the apple crop. It has been decided that Owen Sound should have at a convenient location an apple-packing warehouse, capable of storing at least 10,000 barrels of fruit, with sufficient space to admit of a thorough sorting of varieties and conditions. The building must be frost proof and conveniently located for shipping purposes. Within the past fortnight developments have been rapid, and The Owen Sound Fruit Packing Company, Limited, has been incorporated to meet the demand. A charter has been secured with a capital stock of $25,000, which has been fully subscribed. The officers are W. P. Telford, president; J. S. Pinch, vice-president; S. J. Parker, secretary-treasurer; Adam Brown, general manager. A site has been acquired at the northwest corner of Water and Canning streets. The building will be constructed of Portland cement and have hollow walls. It will have a length of 110 feet with a width of 50 feet, and have two storeys. At present there is an evaporating plant on the lot, but this will be a convenience, for considerable unmarketable fruit can be easily transferred to the evaporators.

## TRINIDAD SUGAR INDUSTRY.

UNDER date of July 11, 1902, United States Consul Alvin Smith transmits an excerpt from a statement by the Attorney-General, in regard to the sugar industry in Trinidad and the necessity for legislative action, which reads:

"The following figures were not, by any means, taken at random. The net loss per ton of sugar sustained by planters in the colony during the last crop was £2 14s. ($12.65), on the basis of sugar at 13s. 9d. ($3.65). There were 60,000 tons of sugar exported, which meant a loss of £160,000 ($778,640). The Secretary of State had intimated his intention to assist them by putting at the disposal of the Government a sum estimated at £41,000 ($199,527), to be applied in such a manner as the Government might think expedient. It was proposed to appropriate that sum in two ways—in the main, to refund to the planters the amount which could be calculated to have been paid by way of immigration tax during the last two years. It was at first proposed to give assistance by installments of 1s. (24.3 cents) per acre per month. That proposition had been withdrawn and another substituted, under which perceptible amounts could be advanced. The extent to which any employment of the funds of the colony would be at present sanctioned was £50,000 ($243,325). Any advance made out of this sum should be by way of loan, and should be a first charge on all estates to which the advances were made. A further condition was that the credit of the colony should not be used to provide funds for the planters, except it were proven to the satisfaction of the Government that such planters were unable to obtain the necessary funds for the cultivation of their crops from any other source whatever. Therefore, the conditions as to loans would apply to a comparatively small proportion of the estates of the colony, many of the owners of estates being in a position to carry on the industry if they felt sufficient confidence in its future."

# *In Business To Make Money?*

The grocer who sells pure, white, dry, crystaline Windsor Salt is absolutely sure of satisfying the man or woman who buys it. **Satisfaction is a pearl of great price,** but you can't measure it in dollars and cents, because you can't sell it. Since "Windsor Salt" and "satisfaction" mean exactly the same thing, you sell a pearl of great price when you sell Windsor Salt.

If you are in business to make money there is no safer way to do it than to sell the best of its kind in staple goods—Salt is one of the staples. **Windsor Salt is best by test!**

## *Windsor Salt Will Help!*

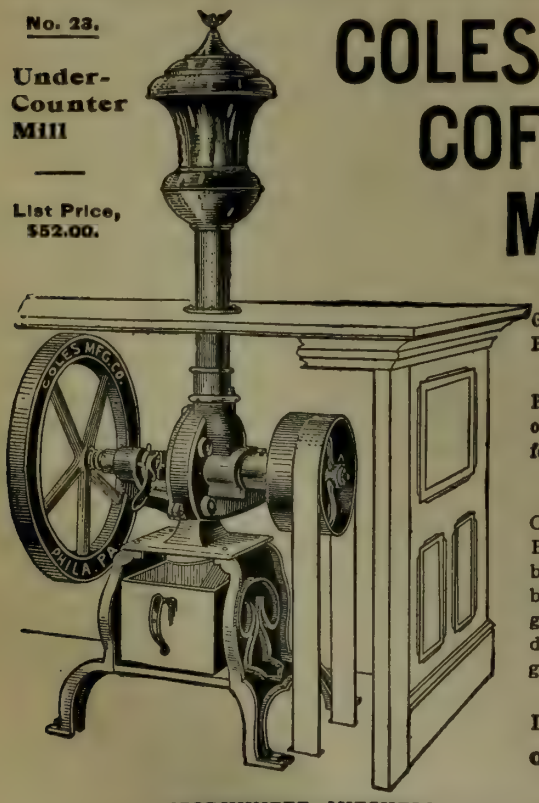
The Canadian Salt Co., Limited, Windsor, Ont.

No. 23.

**Under-Counter Mill**

**List Price, $52.00.**

# COLES COFFEE MILLS




**None better for Granulating or Pulverizing.**

**Our mills will Pulverize without heating Coffee.**

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

**A GREAT LABOR-SAVER.**

**Our Grinders wear longest.**

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**COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.**



# Your Customers

say that it is a fact that

# Paterson's Camp Coffee Essence

is the acme of Coffee perfection.
This means sales.

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AGENTS,
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THE CANADIAN GROCER

*President:*
*JOHN BAYNE MacLEAN,*
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## WEST-INDIAN SUGAR.

CONDITIONS among the sugar planters of the West-Indian Islands are such as to give rise to considerable uneasiness, not only to the inhabitants of the Islands themselves, but likewise to statesmen in London. The population of many of the Islands is almost entirely dependent on the sugar industry, and, were that industry to be seriously affected in any way as is is at present, it becomes a problem what to do with the laborers on the plantations and those dependent on them.

Men of the Little Englander variety, like Mr. Labouchere, would be perfectly willing to see the difficulty removed by handing over the Islands to the United States, but this feeling is only entertained by a few. Sir Edward Grey voices the opinion of the majority of Englishmen when he adduces gratitude as a good reason for not deserting the Islands in their need. From no part of her colonial domains, he explains, has Great Britain drawn so much capital and given so little in return as from the West-Indian Islands. Consequently, at this time, she should not grudge supporting her West-Indian dependencies which have done so much for her.

This broader and more modern view has characterized the actions of those who have been striving of late years to help the West-Indian Islands. The Royal Commission which visited the Islands in 1896, under the chairmanship of Sir Edward Grey, discovered the evil at the bottom of the depression, and since then the Colonial Office has been bestirring itself to remedy it. It was in the operation of the European sugar bounties that Sir Edward Grey's Commission found the cause of all the trouble. These bounties, by means of which the beet-sugar industries of European countries were fostered, acted in a most detrimental manner to the cane-sugar industries of the Indies, and plunged them into the present state of depression.

The British Government immediately took up the cause of the Indian planters, and represented to the European governments the true state of affairs. As a result, a few months ago, a convention was signed at Brussels, by which the sugar-growing countries of Europe decided to abandon the bounty system in September, 1903.

But this was not enough. Pecuniary assistance from the British Government was requisite to tide over the present depression. In the words of The London Times: "There has been a serious danger that the delay in coming into operation of the convention and its benefits might mean a cessation of work on the sugar estates so widespread as to make their revival difficult and their total abandonment by no means outside the bounds of possibility. This result, nullifying a boon which, as the Colonial Secretary himself declared in substance, we ought to have secured for our West-Indian possessions long before, will now, we may reasonably believe, be averted by a timely measure of assistance which the Government is prepared to give to the sugar producers.

The measure of assistance voted to the Islands was £250,000. This was recently put through the House of Commons with little opposition and by a majority of two to one. It is to be hoped that by means of this expenditure, carefully handled, the planters will be able to keep going, at least until the abolition of the bounties gives greater relief.

## STICK TO TRUTH.

IT IS not a wise thing for business men or anyone else to evade truth. Truth is the foundation of the State and of business, as well as of the Church. It is, therefore, a good thing for every sphere of action.

The freedom of business, the freedom of politics and the freedom of conscience which we enjoy to-day are born of the courage of the man who held truth to be something for which it was worthy to contend.

To evade truth often appears the easiest way in which to surmount difficulties. But the employment of such methods, while they may appear to surmount difficulties, undermines character. And he whose character is undermined has about as much chance of succeeding in life as a pricked bubble has of maintaining its comeliness.

Truth is the backbone of the courageous; falsehood is the refuge of the coward.

## SMALLER PACKAGES FOR FRUITS.

THE chief of the fruit division of the Department of Agriculture at Ottawa, who is in England investigating the market there for Canadian fruit, reports that one of the objections retailers have is with the manner in which our fruits are packed. Barrels, they say, are too large, except for the very coarsest fruits, and smaller packages should be used.

This statement is backed up by Mr. Alex. MacLaren, M.P., who has just returned from England. In an interview with Mr. MacLaren, he said that although he was much struck with the progress made by Canadian goods on that market, we were still not alive to all our opportunities. More care should be taken in the packing of goods, particularly fruits. To obtain the best price for them in England, fruits should be put up in finer style and in smaller packages than our shippers have been sending. The importer was not so much affected; it was the retailer who found fruits in barrels altogether too inconvenient. And, as regards the more perishable varieties, no opportunity was afforded to keep the fruit cool in barrels.

It is to be hoped the representations of these gentlemen will be fruitful in good results.

## THE CANNED SALMON PACK.

SINCE our last issue quite a change has taken place in the canned salmon situation as far as the new pack is concerned. The heavy run on the Fraser of two weeks ago suddenly fell off the beginning of last week, and so far we have heard of no improvement.

Up to the time the run of salmon eased off the pack on the Fraser was estimated at 250,000 to 300,000 cases, while up to the same time a year ago the quantity was about 450,000 cases. The total pack on the Fraser River last season was 990,252 cases.

On the northern rivers of British Columbia the pack this season, as pointed out last week, is satisfactory. According to official figures furnished by the managers of the northern canneries the pack there, up to two weeks ago, was 230,000 cases.

Based on this estimate the total pack in British Columbia up to a week or 10 days ago would have been approximately 500,000 cases. For the whole of last season the pack was 1,200,000 cases. In 1900 the pack was 585,413 cases, and in 1899, 732,437 cases.

The pack on the Fraser river up to August 14 was as follows: Scottish-Canadian, 9,369 cases; Phœnix, 8,500 cases; Terra Nova, 4,200 cases; Richmond, 3,543 cases; Dinsmore, 3 800 cases; Cleeve, 3,000 cases; St. Mungo, 5,000 cases; Wellington, 4,400 cases; Anglo-American, 4,000 cases; Star, 11,000 cases; Beaver, 4,663 cases; Gulf of Georgia, 11,960 cases; English Bay, 5,260 cases; Celtic, 2,000 cases.

The northern pack is given as follows:

Naas River—Naas Harbor, 11,000; Mill Bay, 10,000.

Skeena River—Standard, 10,000; A. B. C. Packing Co., 34,000; Wallace Bros., 14,000; Peter Herman, 9,000; Cunningham, 16,000; Aberdeen, 15,000; Carlyle, 10,000.

Princess Royal, 3,500; Lowe Inlet, 5,000; Bella Coola, 2,700; Namu, 4,000; Kinisquit, 7,000.

Rivers Inlet—Wadhams, 18,500; Brunswick, 14,000; Wannuck, 9,300; R.I.C., 15,000; Good Hope, 12,000.

Alert Bay, 2,000, mostly humpbacks, and Skidegate and Dempster's have about 3,000 apiece.

The pack on the United States coast is also short, being only about 300,000 cases, compared with 1,105,000 cases last year.

On account of the probable light pack the Canadian canneries are advancing their prices. Rivers Inlet sockeye has been fixed at $4.40; Fraser and Skeena at $4.85, and Clipper at $4.40. These prices are f.o.b. the Coast.

One prominent interest in New York gives the following interesting data concerning the situation last year: "In 1901 the English market was badly overloaded, prices depressed accordingly; this year the English market is bare and prices exceedingly strong; 1901 world's pack, 5,100,000 cases; this year's estimated pack, 3,500,000; practically not a case of last year's pack left in first hands, and with a sure shortage of 1,500,000 cases, and the price of meat higher to day than a year ago, which largely aids an increased consumption of salmon, is it not fair to assume that prices must do better as the consumption of salmon increased from the 1900 pack to the 1901 pack 2,000,000 cases? Price on Alaska red salmon will do better."

## DYED CATSUP AGAIN.

THE subject of food adulteration has again been brought to public attention in Montreal by the city analyst. A few weeks ago a report was given in this paper of the investigations being made into the bright red catsups which all grocers handle, in which it was discovered that analine was used to produce the color. The experiments were continued, and now Analyst Hersey has sent to the Montreal Board of Health an exhaustive report on the subject. This, however, will not be made public until after it has been brought before the Board of Health.

Out of 20 samples of catsups sold in the city, 18 were found to be adulterated, although labelled "home made." Analine was used for coloring purposes, and salicylic and benzoic acids as preservatives. It is but fair to say that out of these 20 samples, 14 were catsups manufactured in the United States.

The acids used were not in sufficient quantity to poison a consumer, but, according to Dr. Laberge, medical health officer, enough was contained in the catsups to endanger public health to some extent. In the experiments conducted by Mr. Hersey, the adulterated catsups were found to dye silk handkerchiefs a variety of shades, from pink to a salmon color, according to the quantity of dye used in them, while real home-made catsups left little or no color. It is also stated that in the factories where such catsups are made the workmen have at different times shown symptoms of poisoning, and eruptions of the skin resulted from contact with clothing colored by the catsups. Dr. Laberge declares that if the acid had this much effect on the body, it would have so much more in the stomach. The action of the Board of Health is awaited with interest, as, if the case is sufficiently strong, it may result in the seizure of all such makes of catsups.

Other goods are being examined as well; among them, pickles. It is claimed that in some makes of pickles the very bright green tint is produced by some substance injurious to the health. It is certainly not the natural color of the pickle that we see in all bottles, although a perfectly harmless dye may be used to produce the desired color.

The publicity that will be given to such goods by the publication of Mr. Hersey's report will certainly have a reactionary effect on sales, and the trade should make careful distinctions in buying them.

## HONEY CROP UNSATISFACTORY.

According to an item published in a recent issue of The Montreal Star, containing advices from San Francisco concerning the honey crop on the Coast, the outlook is very gloomy. It is predicted that the crop will be the smallest in years. A well-informed buyer, recently returned from Southern California, states that there will not be 50 carloads in that section. The cause is attributed to damp fogs and shrivelled-up sage blossoms. The article goes on to say that the bee men are holding what stock they have for high prices. At present they are asking 5c. for dark, 5⅛c. for dark amber, 5¼c. for light amber and 5½c. for white. Comb will be especially scarce, the price now being 12 to 13c. in Montreal in a jobbing way.

## A REVOLUTIONIZING TREATY.

ALL of the thirteen articles comprising the British-Chinese Commercial Treaty, which has recently been arranged between Sir James MacKay, special commissioner, representing the British Government, and the Chinese authorities, have been adopted with the exception of Article 8. This article was of so far-reaching a nature, and its provisions were so unexpected by the Foreign Office in London, that no preparation was made for the possibility of its acceptance on the part of the Chinese. Hence, as it involves existant treaties, a short delay has been occasioned until the necessary legislation can remove all obstacles to its proper working.

Article 8 practically opens up China to the British or to any other trader who may follow the British lead. To understand how this very desirable result has been brought about, it will be necessary to recall two things. In the first place, until the time of the Japanese War, the Pekin administration regarded all standing armies and military preparations as a nuisance and relegated the care of such details to the Viceroys of the several Provinces. These Viceroys possessed almost Imperial power over their districts, and, because the pay from Pekin was small, they had recourse to taxes of all kinds to raise funds. Chief and most profitable among the taxes was the "likin" or internal transit duty, which was imposed on all goods going in or out of the district. By raising this "likin" to an exorbitant amount whenever foreigners were concerned, the Viceroys kept European traders out of their dominions.

The necessity for a standing army, which has been felt in China ever since the crushing defeats inflicted by Japan, has occasioned a change in the attitude of the central Government towards the Viceroys. This change has likewise been accentuated by the recent invasion of the powers, which has clearly demonstrated to the Chinese that if they are to keep their empire from being divided up among the European powers they must give foreigners free access to the country.

Sir William MacKay has shown the Viceroys an expedient to surmount their difficulty. While removing the "likin" on all but a few articles and placing all Customs control in the hands of the maritime officials, he suggests the imposition of a surtax over and above the existing Chinese Imperial tariff, which will in some measure repay the satraps for their losses. This feature requires the sanction of the British Government before it can come into effect, but its adoption will be so beneficial that there seems no question but that it will be approved.

The effect of this reform can scarcely be realized. Hitherto China, which has stood out as a huge terra incognita, swarming with a vast population and big with commercial possibilities, has thwarted all efforts made by foreign nations to secure access to her innermost regions. If only this treaty receives honest treatment on the part of the Pekin statesmen, there can be no question that Great Britain will find another and a greater India in China. There is much hope expressed that the duplicity which has hitherto marked all Chinese diplomatic relations will be absent in this case. The Chinaman who has been prominent in negotiating the treaty, and who is known to be a straightforward character, has just been appointed High Commissioner of Trade for the Chinese Empire. In this it is believed a happy augury is to be found.

While the agreement is made primarily with Great Britain, there has been no attempt made to exclude other nations. Any nation, whatever, is left at perfect liberty to march through the door thus so conveniently thrown open by the British Commissioner.

## THE BUTTER SITUATION.

THE market for butter in Toronto is weak at 15c. for dairy of selected quality in tubs and 18½ to 19c. for creamery solids. The production this summer is heavy, and there has been heavy buying by merchants in the expectation of a large demand from the Old Country. This has resulted in an accumulation of stock on the local market, and as there has been no export demand recently of any account exporters now are not so eager to buy what is at present being offered in this line. The outlook on the English market is not too bright for the exporter of Canadian dairy butter. The home make there has been large; Ireland reports an extensive production of butter this season, and their continue to be large arrivals of cheap Russian creamery which, while it is of better quality than the product of the Canadian dairy, can be sold at lower prices than our exporters can lay the Canadian commodity down in England for.

Advices from the United States say the make has been large and that there is a large accumulation of stock there of both dairy and cheap creamery. Shipments from that country are commencing to be made to England from New York on the basis of 18 to 19c. for creamery and 15 to 16c. for dairy. It is said that speculation over there has been extensive, and that cold-storage accommodation there is well taken up.

## INDIAN, CEYLON AND JAPAN TEAS.

From Home and Colonial Mail.

THE British Consul at Yokohama, while admitting that the Japan tea trade is contracting in volume owing to the falling-off of the export to the United States and Canada, is not content to record that fact, but ventures on a little prophecy about the future of Indian and Ceylon teas in the United States, although he does not explain how he arrives at his conclusions. He says: "The fact cannot be denied that the Japan tea trade is gradually contracting in volume, the annual export to the United States and Canada having fallen off by some 10,000,000 lb. during the last 10 years. The shrinkage has been more marked since the imposition of the tea tax in the United States, which has seriously interfered with the trade, as the American consumer, accustomed as he has been for many years to look upon tea as an economical beverage, has not taken kindly to an increase of nearly 50 per cent. in the cost, and the tea dealers and grocers are carrying smaller stocks both on this account and also owing to the prospective contingency of the tax being removed at no distant date." The consul then goes on to say: "The competition from Indian and Ceylon teas has not proved as dangerous as was expected last year. The efforts made by these growers have not met with much success in the United States, and it is now doubtful if they will ever make any serious inroads into the trade. In Canada, however, the Japan tea trade is certainly suffering from the competition of these teas, and it is probable that, except in the lower grades of Japanese, used chiefly for mixing purposes, the Ceylon product will eventually supplant the Japanese growths." It remains to be seen whether the consul is right about the future of Indian and Ceylon teas in America, for they do not know everything down in Yokohama.

# THE CANADIAN MANUFACTURERS' ASSOCIATION.

## A SKETCH OF THE ANNUAL CONVENTION.

LAST Tuesday morning I was in St. John, where I received a telegram from my firm in Toronto (they are importers) to take a flying trip to Halifax to see one of our customers. Like a true business soldier, I obeyed the order nonchalantly. Much to my disgust, I found my customer out of town, and I was beginning to regard my side trip as a disappointment. But it wasn't. Falling in with one of the visiting manufacturers (and to be on the winning side I must needs fall in with them, for they had taken possession of the town) I wandered over to the Legislative Council Chamber in Nova Scotia's old Parliament buildings to attend the opening function of The Canadian Manufacturers' Association convention. In many respects it was like all receptions, warm in welcome and appreciation. But when at the conclusion President Munro read his address, which had, as its component parts, patriotism and practical ideas for the advancement of Canadian industry, I thought to myself here I am in a notable gathering, and I began to thank the fates or whoever it was that translated the spirit of my customer's grandmother to another world and had called him out of town to attend the obsequies. It was then I discovered what brought those 150 leading business men from British Columbia, Manitoba, Ontario and Quebec down to the Maritime Provinces to meet their fellow manufacturers. It was then I saw that the interests of Canadians are identical, if they are made so in conference. It was then I saw that this was more than a "red parlor" meeting called to devise ways and means to satisfy the greed of our "most insatiate" industrial class. Everything was open, except one secret meeting. Curiosity led me into that under false pretences, and the only question in regard to the convention I have not satisfactorily answered is—why was that meeting secret? Every word uttered was permeated with Canadian public spirit, and I am sure that the people of Canada would have appreciated the courtesy, and would have remained satisfied had they been informed of the process of reasoning taken by the manufacturers to arrive at their tariff conclusions, and of the means adopted to accomplish their ends in this direction.

"No, never have I come out of a more inspiring series of meetings and I regard my visit to Halifax as one of infinite blessing. I am a better man for myself, for my firm and for my country." That is a bona fide opinion expressed by a commercial traveller at the conclusion of the convention.

### A GIGANTIC TASK.

The Canadian Manufacturers' Association (incorporated) is setting itself to a gigantic task and it will need all the strength that it can muster to accomplish that task successfully from the fact that it is the largest manufacturers' association in the world. Primarily, of course, it is organized to protect the manufacturing industries of the country, to conserve the Canadian market for Canadian woollens and Canadian capital, to secure proper legislation and squelch improper legislation affecting our manufacturing or trade interests; and, in a word, to properly direct our commercial Government. It aims to present the views of all Canadian manufacturers in a harmonious form. There are all sorts of opinions and politics in the organization, but at the meetings Canadianism rules and any resolution that is passed has been adjudged according to the best interests of the country.

But the Association has not contented itself with passing resolutions, nor is that the major duty of the annual meeting, which is mostly concerned with receiving the reports of the committees that have been actively engaged during the year and to decide on the line of work for the ensuing year. At the head office, beside the Executive Conncil, which meets monthly, there are the Tariff, the Commercial Intelligence, the Reception and Membership, the Industrial Canada, the Parliamentary, the Exhibition, and the Railway and Transportation Committies. There are branches of the Association in Toronto, Montreal, Nova Scotia, Winnipeg and Vancouver with special executives at each centre to concern themselves with local affairs and to bring suggestions before the Executive Council. There are sections of the different trades to guard the interests of each trade. And yet consolidation has only commenced. The work has gone on actively during the past year and the reports brought in all told of "accomplishment," evincing earnestness and energy, but it would seem that the more the Association does, the more it wants to do. Perhaps one of the most convincing proofs of its positive usefulness was the recent telegram from the Postmaster-General to the Secretary of the Association informing him that the Ministers in England were arranging for a direct line of steamers with South Africa and asking him when he could fill the first boat. But of the detailed work of the Association we shall speak later. Meanwhile that is sufficient to justify 150 of our leading business men in going all the way to Halifax to attend this meeting. Those who registered were as follows:

### THOSE WHO WERE THERE.

W. P. Gundy, W. J. Gage Co., Limited, Toronto; Knox Henry, Surprise Spring Bed Co., Montreal; G. F. Cleveland, J. L. Goodhue & Co., Danville, Que.; J. H. Pettit, The Delaney & Pettit Co., Toronto; F. B. Fetherstonhaugh, Fetherstonhaugh & Co., Toronto; W. A. Strowger, Canadian Cereal Co., Limited, Toronto; Harry Murton, Canadian Cereal Co., Limited, Toronto; H. L. Frost, Frost Wire Fence Co., Limited, Welland; A. Rutherford, Wm. Rutherford & Sons Co., Montreal; O. L. Cranfield, A. E. Long & Co., Toronto; Walter H. Laurie, Laurie Engine Co., Montreal; Wm. A. Desbarats, Desbarats & Co., Montreal; H. G. Nicholls, Canadian General Electric Co. and Canada Foundry Co., Toronto; B. T. Campbell, Standard Photo Engraving Co., Montreal; John Bolton, Standard Photo Engraving Co., Montreal; William Smaill, Canada Horse Nail Co., Montreal; Edgar Macdougall, John McDougall & Co., Montreal; Geo. D. Forbes, The R. Forbes Co., Limited, Hespeler Ont.; A. B. Pickett, Jas. Acton Publishing Co., Limited, Toronto; W. L. Fisher, Emerson & Fisher, St. John, N.B.; A. H. Baird, The Paris Wincey Mills Co., Paris, Ont.; J. H. Smallman, Canada Chemical Manufacturing Co., London; E. Caufield, Canadian Motor Co., Toronto; P. McMichael, Dominion Radiator Co., Toronto; John Keefe; James Robertson Co., Limited, St. John, N.B., Joseph Wright, The Bennett & Wright Co., Limited, Toronto; James Hedley, The Monetary Times Publishing Co., Toronto; Reg. Scarfe, Scarf Varnish Co., Brantford; Wm. McMaster, Montreal Rolling Mills Co., Montreal, W. S. Kerry, Kerry, Watson & Co., Montreal; J. M. Attinson, London Drug Co., London; A. McArthur, Alex. McArthur & Co., Montreal; H. W. Petrie, H. W. Petrie Machinery Co., Toronto; A. MacKinlay, A. & M. MacKinlay, Halifax; Frank Dawson, E. D. Dawson & Sons, Bridgewater; Frank T. Shutt, Ottawa; M. G. DeWolfe, Kentville, N.S.; Henry Barber, Toronto; Chas. Townsend, Toronto; J. F. Shatford, Imperial Oil Co., Limited; T. A. Hollinrake, A. R. Williams Machinery Co., Toronto; M. P. Longard, Longard Bros., Halifax, Alfred Dickie; B. Rosamond, Almonte, Ont.; N. Curry, Rhodes, Curry & Co., Amherst, N.S., J. E. DeWolfe, McAlpine Publishing Co., Halifax; Mr. Allan, Benallack Lithographing Co., Montreal; Joseph Allen, British American Dyeing Co., Montreal; J. R. Shaw, Canada Furniture Manufacturers, Limited, Toronto; John A. Pearson, Trent; James Cumming, Cumming Milling Co., Lyn; A. E. Peters, Record Foundry and Machine Co., Moncton, N.B.; E. G. Henderson, Canadian Salt Co., Limited, Windsor, Ont.; B. G. Rhodin, The Canadian Electric Chemical Co., Sault Ste. Marie; John Ransford, Salt Works, Goderich and Clinton,

Ont.; J. W. Scott, Morris, Field & Rogers Co., Listowel, Ont.; W. L. Goodwin, School of Mining, Kingston, Ont.; A. E. Collas, Collas & Whitman Co., Limited, Halifax, N.S.; Chas. D. McAlpine, McAlpine Peel Co., Limited; O. Taylor, H. Lamontague & Co., Montreal; J. W. de Vere Stevens, Halifax, N.S.; William Onley, Oxford Manufacturing Co., Oxford; H. F. Barker, Office Specialty Manufa turing Co., Toronto; F. Sanford, woodenware, Fenelon Falls; C. Wm. Candee, The Gutta Percha and Rubber Manufacturing Co., Toronto; A. J. Davis, Halifax; W. R. Pringle, Rolland Paper Co., Montreal; Geo. H. Dobson, Silicate Brick Co., North Sydney; C. C. McNeill, Oxford Foundry and Machine Co., Oxford, N.S.; W. Fred. McLaren, D. K. McLaren, Montreal; A. O. Sanderson, Paterson Manufacturing Co., Montreal and Toronto; F. J. Howell, Howell Lithographic Co., Hamilton; Andrew Gunn, D. Gunn Bros. & Co., Toronto; A. S. Rogers, Queen City Oil Co., Toronto; Robt. Kilgour, Trent River Co., Frankford; H. L. Hewson, Oxford Manufacturing Co., Limited, Oxford, N.S.; James Fyfe, Montreal; Joseph Fortier, Montreal; W. K. George, Standard Silver Co., Toronto; D. W. Robb., Robb Engineering Co., Limited, Amherst; C. H. Waterous, Waterous Engine Co., Brantford, Ont.; Geo. E. Drummond, Drummond, McCall & Co., Montreal; F. Braidwood, Canada Jute Co., Montreal; T. A. Russell, Canada Cycle and Motor Co., Toronto; Geo. H. Hees, Geo. H. Hees, Son & Co., Toronto; S. H. Chapman, Ontario Wind-Engine and Pump Co., Toronto: H. Cockshutt, Cockshutt Plow Co., Brantford; Jas. Maxwell, D. Maxwell & Sons, St. Marys; Henry Miles, Leeming, Miles & Co., Montreal, and Morden Manufacturing Co., Gananoque; Edward Goodwill, The Thos. Davidson Manufacturing Co., Montreal; Geo. R. Prouse, Montreal; E. B Eddy, E. B. Eddy Co., Hull, Que.; Geo. Esplin, G. & J. Esplin, Montreal; J. H. McKeown, Moses Parker Foundry, Montreal; J. M. Sparrow, The Imperial Varnish and Oil Co., Toronto; J. O. Thorn, Metallic Roofing Co., Toronto: T. L. Moffatt, Jr., The Moffatt Stove Co., Weston, Ont.; R. Kerr, The Kerr Engine Co., Limited, Walkerville, Ont.; R. H. Trees, Walkerville Iron Co., Walkerville, Ont.; Joseph R. Henderson, Henderson & Potts, Halifax; Jno. W. Taylor, A. R. Woodyatt & Co., Guelph, Ont.; T. C. Stewart, Imperial Publishing Co., Halifax; T. M. Cutler, Acadia Sugar Refining Co., Limited; Jos. N. Wolfe; Wm. A. Marsh, The Wm. A. Marsh Co., Limited, Quebec, P.Q.; W. D. Pride, The Amherst Boot and Shoe Co., Limited, Amherst; J. Ward Black, Amherst Foundry Co.; C. O. Brown, D. F. Brown Paper Box Co., St. John, N.B.; J. A. Christie, Christie Bros & Co., Limited, Amherst, N.S.; H. Murton, W. Murton Split Pea manufacturing, Guelph, Ont.; J. M. Fortier, J. M. Fortier, Limited, Montreal; W. K. McNaught, American Watch Case Co., Toronto; Geo. W. Sadler, Sadler & Howarth, Montreal; Robert Munro, Canada Paint Co., Montreal; C. A. Vaudry, J. Arthur Paquet, Quebec; W. E. Brough, Canada Carriage Co., Brockville; M. Polson, The Wm. Gray & Sons Co., Limited, New Glasgow; C. M. Crockett, Longard Bros., Halifax; John Underwood, Bailey, Underwood Co., New Glasgow; J. H. Wilson, The John Ritchie Co., Toronto; T. M. Meredith, American Chandelier Co., Toronto; James Munro, Munro Wire Works Co., New Glasgow; A. C. Craig, Firstbrook Box Co., Toronto; Wm. B. Taylor, The Robert Taylor Co., Halifax, N. S.; Wm. Levis, The Robert Taylor Co., Halifax, N.S.; Wm. Clayton, Clayton & Sons, Halifax, N.S.; J. J. McGill, Montreal; Wm. Watson, Canada Sugar Refining Co., Montreal; Geo. M. Taylor, Vancouver Engine Works, Vancouver, B.C.; Chas. Frosst, Chas. Frosst & Co. Montreal; C. M. Wilcox, Toronto Carpet Manufacturing Co., Toronto.

Many of the members were accompanied by their wives, and there was a fair sprinkling of sons and daughters.

Entertainment was not the main desideratum of the travellers, yet they took all that was "coming" and, indeed, in Halifax the Association was compelled to alter its programme of sessions to allow the good people of that city to give full vent to their feelings of hospitality. The first group that was formed gathered to the number of 60 in Toronto on August 9, and took the boat for Montreal where they arrived at 6 o'clock Sunday. Here they were met by a delegation of Montreal manufacturers and escorted to the Windsor Hotel. Later in the evening the party was added to by the Montreal members and at 11.30 p.m. a special train carrying 150 passengers pulled out of Bonaventure station. Monday was spent in Quebec at the invitation of the manufacturers of the fortress city. Mr. Geo. E. Amyot, of the Dominion Corset Manufacturing Co., had organized a pleasant excursion and the Quebec manufacturers provided a most sumptuous luncheon at the Kent House, Montmorenci Falls. About 250 sat down to the tables which were spread in front of the hotel. Toasts were proposed to the King, the guests, the Quebec manufacturers and the press, bringing out several volleys of rattling good speeches.

At eight o'clock the special was boarded again at Point Levis and at six o'clock on Tuesday the manufacturers pulled into Halifax, after having been joined along the route by quotas of Maritime confreres. In the evening the delegates were presented with tickets to a high-class military tournament, while the Programme Committee held themselves away to devise ways and means to crowd 48 hours of entertainment, planned by the Halifax people, and 48 hours of business mapped out before leaving Toronto into the allotted period of two days. As a consequence, the manufacturers were in session all the next day, and the first day's business was concluded in time to allow the delegates to attend the band concert tendered in their honor in Halifax's beautiful gardens. On the next afternoon a delightful excursion on the harbor was squeezed in. In the evening the banquet was held in the spacious dining-rooms of the Halifax Hotel, and immediately following, at 3 a.m., the special was again taken to Sydney to view the steel works. The town entertained to an excursion on the harbor in the early evening, and at 9 o'clock the return trip was begun. Many dropped off at Truro to go through the Annapolis Valley, others left the train at Moncton for St. John, while a small party continued on to Montreal, reaching there Sunday and Toronto Monday morning. So delightful was the trip that the idea has been well received that the Association should have a three-weeks' excursion out to the Pacific Coast next year.



Halifax, where the Manufacturers met.

provided that the annual meeting is not held in Winnipeg, and it is said that on account of limited hotel accommodation the manufacturers will not be able to go to Winnipeg.

Why should the manufacturers go on an excursion? The pleasure is great, to be sure, and the pleasure of intercourse greater, but that is not sufficient to justify it. It is rather the inspiration bubbling forth from the convention that produces the resultant feeling of satisfaction. It does one good to talk of Canada; it breeds confidence. If this year's convention did nothing else than popularize the term "Made in Canada" among the delegates and emphasize the need of their buying Canadian goods, of their showing practical patriotism, it will have done good. And missionary work was done outside the Association in this connection. John Taylor, of Guelph, late of The Dominion Radiator Co., without whom no Canadian Manufacturers' Association can hold convention hereafter, tells a good story in this connection. On the boat at Sydney a newspaper boy stowed himself away, and, after seeing himself at a safe distance from the wharf, began to prosecute his business among the delegates. He fell upon Mr. Taylor, who, being an up-to-date business man, conceived the bold plan of buying him out and forming a "skindicate." He ordered the boy to distribute all the papers free of charge, which was done, and then the "newsy" got his money. Whereupon he immediately proceeded to gather up the papers again and resell them to Mr. Taylor. To maintain his "skindicate," of course he had to buy them, and to pay for them he handed the boy a Yankee silver piece. The boy looked at it contemptuously.

"That ain't no good. That ain't made in Canada."

### THE TARIFF QUESTION.

Perhaps this talk about buying only Canadian-made goods was started by some ultra Canadian who noticed that the cars the party rode in were made in Dayton, Ohio, that the blankets that covered them by night and the silverware that fed them by day were made on the other side, and that even the matches provided to light the "imported" cigars were "made in Belgium." Mr. Munro's passionate appeal to popularize Canadian goods was also well received.

"There are needs which cannot yet be filled by Canadian manufacturers, but," he said, "the range is narrowing. We are finding out day by day that the range of possible Canadian industries is ever widening. Let us therefore unite our people from sea to sea in the patriotic sentiment to give 'Canadian-made' the first call.

"We are importing every year upwards of $100,000,000 worth of manufactured goods. May we not in the new fiscal year reduce this by at least one-eighth?

"The purchase of 5c. more of Canadian and 5c. less of imported products by every Canadian every week for a year would accomplish this. Let us stand together for one year and try.

"Every Canadian is a partner in the financial affairs of our Dominion, and is a partaker, therefore, in all her gains. Let us devise liberal things in promoting this movement, and all our people will be partakers with us in the benefit."

Certain it was that there were many bold resolutions made by the manufacturers themselves to use only Canadian-made goods wherever possible.

The manufacturers are doing all they can to the securing of the Canadian market for domestic factory products. It is a laudable aim, although not everybody approves of all the means the Association wishes adopted to attain the object. High duties in themselves are not desirable, but as a means to a desirable end they may perhaps be found a good expedient. In the resolution passed at the convention, the manufacturers left no doubt as to where they stood on this matter. They believe in adequate protection to home industry, and the Government will be asked to make a general revision of the tariff to transfer as much work as possible from United States and Continental to Canadian workshops.

Strong speeches were made on this subject by many of the manufacturers in attendance, chiefly Geo. E. Drummond, T. A. Russell, "Senator" Kloepfer, James Maxwell, H. Cockshutt and several others.

The late president, Mr. Munro, a man of moderate views, also referred to the need of a higher tariff in his presidential address in unmistakeable terms. In fact, the tariff brought out as spirited a debate as was heard during the convention, and when the Hon. Mr. Tarte declared himself for a "strong Canadian policy," and when R. L. Borden expressed his conviction that to the British Empire a factory in Canada was just as valuable as a factory in Yorkshire, they were cheered to the echo.

The manufacturers received great encouragement in their search for a higher tariff at Ottawa last session, and this is likely to induce them to press with redoubled vigor this coming winter. The Hon. Mr. Longley, in his banquet speech, prophesied the day when the present Government would be an advocate of a high tariff, and Mr. Borden's opposition would be decrying the "bloated monopolists." Time works miracles. It may be well to add the resolution as passed by the Association. It was as follows:

> Resolved, that in the opinion of this Association, the changed conditions which now obtain in Canada demand the immediate and thorough revision of the tariff upon lines which will more effectually transfer to the workshops of the Dominion the manufacture of many of the goods which we now import from other countries.
>
> That in any such revision the interests of all sections of the community, whether of mining, fishing, agriculture or manufacturing, should be fully considered with a view not only to the preservation, but to the further development of all these great national industries.
>
> That while such tariff shall be primarily framed for Canadian interests, it should, nevertheless, give a substantial preference to the Mother Country and also to any other part of the British Empire with which reciprecal preferential trade can be arranged to our mutual advantage, recognizing always that under any conditions the minimum tariff must afford adequate protection to all Canadian producers.

It will be noticed that the Association declared itself on the preferential tariff. An attempt was made to separate the preference clause from the protective clause, but it was felt that the Association should show that the two ideas can be combined. The first and foremost principle laid down was protection to home industry. No tariff can be wholesome without providing for that. Then we should raise a wall against foreign nations as they do against us, and give the difference to Great Britain. But it was also pointed out that in granting a preference to Great Britain or the colonies we should get something in return. The Association feels that the Empire and its parts will profit by mutual trade, but it is not satisfied that Canada should make all the sacrifice necessarp for the establishment. We should look for cooperation in the other colonies, and the manufacturers believe we will not look in vain.

President Munro dwelt forcibly on the possibilities of intercolonial trade. He said: "Now in regard to our exports to other British colonies, it is well to fully understand the point at which we have arrived. We were informed recently that our share of the West-Indian trade is about 5 per cent., and you have realized something of the room there is for improvement. But when we return to Australia we find an external trade nearly double that of Canada, and Canada's share is not 5 per cent., nor 1 per cent., but about one-third of 1 per cent. Looking toward South Africa and taking the figures for Cape Colony alone, the imports for 1900 (exclusive of Government imports) are set down at $80,000,000, Canada's share being represented by a fraction so small as to be scarcely visible.

"Of course, we must make allowance for shipments of Canadian goods via United

States ports being entered as United States goods, but even then the truth is abundantly plain that we are woefully out of touch with our possessions in other lands, and they are equally out of touch with us, for their exports to us are even less than our exports to them."

Intercolonial trade is growing, however, and the Manufacturers' Association is doing much to encourage it. It has sent its delegates to the West Indies, and decided at the convention to send a man to South Africa. It has correspondents and agents in the different colonies and several foreign countries, and these gentlemen are doing good work in placing Canadian goods on those markets. The Trade Index is going out in large numbers to advertise Canadian industrialism, and direct lines of steamers are being inaugurated at the pressure of the manufacturers. It only rests with the individual manufacturers to follow up the advantage. The pointer they have given the Government, that the Canadian agents should be practical and competent business men, is in good season. It is said that some agents in the West Indies cannot be located.

But this matter of intercolonial trade was a digression from the tariff attitude of the Association, about which there is another word to be said. It must be noticed that the manufacturers are considering not only themselves in this matter; they are also considering the agricultural classes. They feel that the fact that the balance of trade in agricultural products against us with the United States is upwards of $18,000,000, entitles our farmers to some protection approaching to that enjoyed by the farmer across the border. Where farming is in an experimental stage the Association feels also that the industry should be encouraged. This was the reason that the Association urged that the duty on tobacco be raised from 10 to 20c. a pound. The resolution read as follows:

That the import duty on foreign raw leaf tobacco be increased to 20c. per lb,, and that the excise duty be reduced on the manufactured articles in Canada as follows: On cigars, to $2 per 1,000; on paper cigarettes, $1 per 1,000; on all-tobacco cigarettes or little cigars, not weighing more than 3 lb., 50c. per 1,000; and on all kinds of tobacco, plug, cut, or in leaf, for consumption, 5c. per lb., so as to compete with the United States on our border, and to have only one uniform color stamp, and discard the red and green stamps used now on our Canadian leaf, cigars and tobacco.

That the Inland Revenue (or excise) laws and regulations be amended so as to help consumption, growth and curing of Canadian leaf tobacco grown by our farmers in Canada, by allowing to blend with the foreign and use a unif rm stamp instead of a specified green stamp, which is detrimental to its consumption.

EXPORT DUTY ON PULPWOOD.

E. B. Eddy, of Hull, was one of the most energetic men at the convention, and that in spite of his 75 years. He made a characteristic speech in submitting his resolution that an export duty should be placed on pulpwood. He claimed that if this were done many of the United States paper manufacturers must needs move their factories to Canada. This suggestion has frequently been made before, notably by Mr. McGibbon, of The Laurentide Pulp Co., and the Association thought well enough of it to ask the Dominion Government to place an export duty of $4 per cord on pulpwood.

EXHIBITIONS.

The Association has devoted considerable attention to exhibitions, both in and outside of Canada, feeling that people have not an adequate conception of the high-class goods made in this country. Mr. Munro says the people of the West-Indies knew we exported lumber and packed fish, but never imagined for an instant that Jas. P. Murray made good carpets, or that Mason & Risch made high-class pianos in Canada. Foreign nations are ignorant of our industrialism, and loath to say, many of our Canadian people are in the same plight. This is the justification the Association puts forward for sending exhibits to the Wolverhampton and Cork Expositions, for drawing the attention of its members to the Peace Exhibition which is to be held in Cape Town next year, and for deciding to agitate for the holding of a British-American Exhibition in Canada in 1903, to include Canada, the West Indies and Newfoundland.

SOME THINGS ACCOMPLISHED.

The influence of the Association must always be reckoned with in transportation matters. During the past year the Railway and Transportation Committee has seen much accomplished. It has seen the report of the railway commissioner brought down in support of their contentions. It has seen the Government promise a permanent railway commission. It has seen the freight rates on the Yukon & White Pass Railway cut down on its intercession. It has seen the appointment of a forwarding agent in New York by the Association to look after the shipment of the goods of the members. It has seen its plea for a fast steamship service taken hold of by the Government. It has seen the establishment of a direct line of steamers with South Africa. Much it has not seen, but in view of its accomplishment it can hope that all the other desiderata will be added unto it.

One of the latest practical ideas that has been promulgated by this committee is the plan evolved for the improvement of the West Indian steamship service. It is contained in the following resolution:

Whereas, the representatives of the Association to the West Indies in their report submitted, pointed out that the service from St. John and Halifax to Demerara and intermediate points was not sufficiently frequent in sailings, and in some cases the rates were found to be higher than the rates on similar goods from United States ports, which does not give Canada a fair chance to compete with the United States; it was pointed out also that the service to the Island of Jamaica was at present of little value;

Be it resolved: That in the opinion of this Association the Government should arrange for a more satisfactory schedule of sailings together with competing rates on the route from Halifax to Demerara and intermediate points and that the Government should encourage a direct line from a Canadian port to Jamaica, and further, with respect to the Canada-Jamaica line the question of imposing an import duty on bananas iand other fruit when imported into Canada otherwise than by a direct route to a Canadian port, should be considered.

TECHNICAL EDUCATION.

The attention given to technical education in the meetings and at the banquet was phenomenal. "At the threshold," said Mr. Munro, "we are confronted with the fact that in developing our resources our Dominion cannot furnish the needed skilled labor." The Alien Labor Act has been amended just to meet this difficulty. "Can we ever hope to compete successfully with other nations while we are dependent on them for our factory managers, superintendents and foremen, or even, in some instances, for our general operatives?"

Great attention is being given to technical education in agriculture and mining, but what provision is being made for a supply of tradesmen? Toronto is our most fortunate city in this respect, but this year it receded, for its technical school estimates were cut down. The Montreal branch has been giving some attention to an investigation of the technical facilities of the city, and finds that the annual expenditure per pupil is about one-twenty-seventh of the expenditure of a properly-equipped institution in the United States. The existing schools are well attended, but the courses are insufficient in range and thoroughness. Twenty-five thousand Canadians are students of the United States correspondence schools, and these pay at least $500,000 in tuition fees annually. Surely this is a sum that should be saved to our country. Mr. Munro made a stirring appeal for interest in this subject during the coming year.

ASSOCIATION'S PROGRESS.

To the Association, as such, the past year was interesting as the year of its incorporation. It was also a year of added strength—the addition of 226 new members, making the total membership 1,021, representing a capital of over $225,000,000.

Great strides were also made in consolidation. An office was opened in Montreal

with a permanent secretary in charge. A Nova Scotian branch was formed with an initial membership of 55. Sections have been organized, new committees put at work, and on all sides there is more interest being taken in the work.

Much of the credit for the healthfulness of the Association is due to Mr. Munro, the retired president, and it was quite fitting that Mr. McNaught's motion that he be presented with a testimonial of the gratefulness of the members should be accepted unanimously.

The new president, Mr. Birge, follows upon a series of active presidents, but he bids fair to keep the lamp trimmed and burning. He is an enterprising manufacturer and a man of large mind and keen grasp. He will be ably assisted by Geo. E. Drummond, a man of strength and one of the staunchest advocates of Canada for the Canadians. With these men at the helm and the old standbys, W. K. McNaught, J. O. Thorn, Wm. McMaster, W. K. George, John Taylor, C. C. Ballantyne, W. W. Watson, P. W. Ellis, Jas. P. Murray, Robt. Munro, Hon. J. D. Rolland, T. A. Russell, J. J. McGill and others we might mention at the oars, we can look forward for another year of active service for the Association. It means much to Canada that it should preserve its energetic character. Since the convention a strong Quebec branch has been organized, which will complete its thoroughly national representativeness. One of the most active Quebecers, Geo. E. Amyot, has been appointed chairman.

This sketch of the meeting cannot be brought to an end in better form than by quoting the conclusion to the late president's address: "But to whoever hears or reads, I venture to say that I know of no more patriotic organization on the round world than the Canadian Manufacturers' Association. We are striving to advance the Dominion's every interest, especially her industrial, and incidentally the interests of every other British possession. We have no political interests to serve or party to promote. May the day never dawn when patriotic business men, manufacturers of every shade and grade of political opinion, cannot heartily join in tbe deliberations of our organization.

"And let me add the prayer that the same enthusiasm, devotion and patriotism that has brought our organization to its present high state of efficiency will be not only maintained but advanced, so that the great themes that open out before us may be deliberated upon wisely, and that the labors of our new executive and committees may in the coming year help forward the development of our loved Dominion and the comfort and happiness of all our people."

## ST. JOHN'S FISH CATCH.

The report of Fishery Inspector Belyea, of St. John, N.B., for the season's fishing shows that the catch of alewives has not been so good as last, while the price has ranged about 20 per cent. less. The catch last year was about 14,000 bbls., valued at $52,500, and this year it is about 11,000 bbls., worth $33,000. About 750 bbls. were smoked, against 900 bbls. last year, the values being $3,750 this year and $4,500 last year. The output of fresh fish or bait has been about 1,900 bbls. worth say $6,650, against 2,200 bbls. worth $8,800 last year.

The shad fishing this year was considerably better than last and the fish brought a better price as well. The catch is estimated at 51,500, worth $5,150, and 100 bbls., worth $1,100, against 30,000, worth $2,400, and 50 bbls. worth $400 last year.

The salmon catch this year is at least 40 per cent. behind that of last year, the catch being 8,900 first, valued at $12,000 against 16,020 first valued at $20,826.

These figures show that the total value of the catch this year is about $61,650, against a total value of about $89,426 last year.

## PRODUCTS WANTED FOR AFRICA.

The officer commanding in the Transvaal and Orange River Colony has notified the Trade and Commerce Department at Ottawa that tenders will be received at the office of the Director of Supplies, Army Headquarters, Artillery Barracks, Pretoria, until Wednesday, October 1, 1902, for supplies of bread, groceries, forage, fuel and light, dry grass for bedding animals, and hospital supplies at the various stations throughout South Africa, for a period of nine months. The stations for which they are required are: Pretoria, Pietersburgh, Middleburgh, Barberton, Komatiespoort, Potchefstroom, Standerton, Kroonstadt, Bloemfontein, Harrismith, Mafeking, Kimberley, Cape Town, Maitland, Simonstown, De Aar, Victoria Road, Naauwpoort, Burghersdorp, Grahamstown, King Williamstown, Durban, Newcastle, Pietermaritzburg and Eshowe.

Forms of tender and conditions of contract may be had on application at the office above mentioned, either personally or in writing, and no tender will be considered unless made on the forms so obtained.

Any firms outside South Africa wishing to tender should do so through their South-African agents, who can obtain tender forms and all information on application to Director of Supplies, Pretoria.

## HINTS TO BUYERS.

Contributors are requested to send news only not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

T. KINNEAR & CO. are in receipt of a shipment of Crosse & Blackwell's goods, including malt vinegar, Lucca oil and red currant jelly.

Some nice value is being shown by Lucas, Steele & Bristol in fine gunpowder teas.

A shipment of new evaporated apricots arrived this week for H. P. Eckardt & Co.

Lucas, Steele & Bristol still guarantee their "L. P. & C." spices to be of extra quality.

T. Kinnear & Co. are showing exceptional value in currants. Ask their travellers for samples.

Marshall's selected red herrings, 100 in a tin, are now in store with Lucas, Steele & Bristol.

A fresh consignment of Dixon's Carburet of Iron stove polish just to hand with W. H. Gillard & Co.

Shaker salt, the "Handy Box," may be procured from Lucas, Steele & Bristol. It don't harden.

W. H. Gillard & Co. report that they are offering some special values in canned goods and canned salmon for present and future delivery.

## NEW GRAIN COMPANY.

A. P. Stuart, importer, London, England, and R. D. Martin, E. S. Jaques, S. G. Archibald and Wm. R. Staveley, Montreal, have been incorporated as The R. D. Martin Co., Limited, and are authorized to conduct business in Montreal in grains and other cereals. The company is capitalized at $200,000.

## PERSONAL MENTION.

Mr. E. D. Marceau has returned to Montreal from a fortnight's holiday at Old Orchard Beach. Mr. Marceau promises to offer some bargains to his customers in next week's GROCER.

A man who had been arrested for murder, bribed an Irishman on the jury for $100 to hang out for a verdict for manslaughter. The jury was out a long time and finally returned with a verdict for manslaughter. The man went to the Irishman and thanked him and asked if he had a hard time. "Yes," said the Irishman, "a deuce of a time. The balance all wanted to acquit you."

## ORIENTAL TRADE CONDITIONS.

"CHINA, Japan and the Philippine Islands," form the text of an article by W. C. Matthews, the general manager for R. G. Dun & Co., in Canada, which appeared lately in Dun's Review. Mr. Matthews has just returned fron an extended trip to the Orient, where he examined trade conditions at close range, and he is prepared to speak with authority on the situation there.

In the Philippine Islands, Mr. Matthews found conditions unsatisfactory. Trade was unsettled and capital slow of investment, mainly owing to uncertainty as regards the Uoited States policy on the currency question. In addition, the exclusion of Chinese labor was having disastrous effects. Filipino laborers will only work a sufficient time to secure the bare necessities of life, whereas one can depend on Chinese coolies for something more. The change meant a blocking of industrial and commercial progress.

The natural resources of the islands are enormous and there is abundance of land suitable for growing cotton and cereals, but the earliest field to be developed, according to Mr. Matthews, will be the forests, and there will presently be a need for sawmill machinery and railway materials. Native demands at present are principally for cotton goods and small metal wares. There are general importing houses which handle these articles, and later they are distributed through Chinese merchants.

Japanese trade during the last ten years has increased nearly threefold. Referring to the portion of it conducted with the United States, Mr. Matthews says that from Japan, the principal articles of trade are silk and tea, and from the United States, raw cotton and petroleum. In addition, there is a very good demand on the part of Japan for locomotives, railway materials and electrical supplies. The trading class is now held in higher repute in Japan than it was a few years ago, and business is rapidly becoming a more honorable calliog than heretofore.

In China, Mr. Matthews finds both Germany and the United States making strong efforts to get a share of the trade hitherto monopolized by Great Britain. Germany, especially, assisted by lines of subsidized steamers, is making great advances. The United States controls the flour trade, which is carried on with the mills in Washington and Oregon States without any serious competition. In Hong Kong large building operations are in progress, which are giving rise to a demand for structural steel, nails, bolts and builders' hardware. Concessions to railways, granted by the Chinese Government, will also cause a demand for construction materials. The market for steel is increasing steadily, because the destructiveness of the white ant is making the use of any other kind of material impossible.

Mr. Matthews sees great results from the abolition of the "likin" duties, if only the reform can be effected. There is no doubt that the foreign trade of China would increase with great rapidity upon the removal of these barriers, but it is to be doubted whether the change can be effected at one blow. The Government may succeed in destroying the system between the larger cities and the coast, but it will probably survive for some time in the interior. Aside from the "likin" taxes there are oo serious restrictions upon the Chinese trade.

## A FOOD FAIR IN NEW YORK.

[From Our Own Correspondent.]

THIS is the season for fairs, and the Siegel-Cooper Co., of New York, have recently held their sixth annual food exposition, which far exceeded their former efforts in this direction. The arrangements were perfect and the effect was most beautiful and brilliant, with pyramids of bottled goods lit in centre, green palms, flowers, flags, many colored electric lights, charming music, and the special attraction was the illuminated electric fountain with its colored water displays. The booths were very prettily decorated in green and gold, at which attendants served samples, sold and talked the merits of their goods. Health foods were very prominent—Shredded Wheat, Malta Vita, Germea, Maple Flake, Korn Krisp, Tryabita Food, Old Grist Mill Health Foods, and the Sanatarium Food Co.'s goods. Lipton's and Tetley's tea booths were well patronized, but this did not prevent the generous public from trying Suchard's cocoa, Kneipp malt coffee, Blankes coffee, together with the Croft & Allen goods. The Globe Metal Polish Co. had a fine display.

Canned soups and meats were well represented by The Armour Co., Cudahay Beef Co., Mullen-Blackledge Co. and Potter & Wrightington. In soaps, the Sunlight people made a good showing, also The Lekko Soap Co. The N. K. Fairbank Co. had a nice exhibit of Cottolene. Palumella olive oil was shown by Steege & Co., of Leghorn, Italy. Hanson's junket tablets, Tryfosa jelly powder, and Bromangelon were also demonstrated. The Hazel Pure Food Co.'s goods showed up well. The Royal Speciality Co. had a very attractive line well to the front. One of the prettiest stands was that of The Pacific Coast Borax Co. The Auspacher Chemical Co. and The Vanilla Crystal Co. had had well-arranged exhibits. Judging by the crowd that attended, and their evident interest in the goods offered for sale, this fair was a great success, and deservedly so for the exhibitors and the "Big Store" had a food fair well worthy of public patronage.

## TORONTO GROCERS' HOLIDAY.

"IT was too lovely for anything — that shreded wheat factory," exclaimed an enthusiastic young lady, on her way home from the Toronto grocers' excursion to Niagara Falls on Wednesday; and though they did not all say it just that way, there is no doubt that the visit paid to The Natural Food Co.'s factory was appreciated by all the excursionists who accepted the firm's hospitality.

Wednesday's outing was the first annual excursion of the grocers' section of the Retail Merchants' Association, and judging by the success which attended it, it will not be the last. The weather, while not exactly of the best, was still quite satisfactory and the sail across the lake and back was very enjoyable. The Chippewa and Chicora each carried more than 200 excursionists, and the 11 o'clock and 2 o'clock boats took about 100 apiece, so that, all told, between 600 and 700 persons took in the trip.

At Niagara Falls the first arrivals were greeted by the officials of the Food Company, assisted by an excellent band, belonging to the factory. They were conducted to the place where the renowned shredded wheat biscuits are produced and, under the guidance of an experienced hand were shown the whole manufacturing process from beginning to end. In the large entertainment room of the factory, Mr. C. F. Olmstead, in a neat speech, welcomed the visitors, and Mr. Hewitt, the Toronto manager, who had accompanied the party, also added words of welcome. Chairman Higgins of the Association and secretary Trowern responded on behalf of the guests.

In the beautiful grounds of the Food Company beside the Niagara River, the visitors found much to interest them. There, the band played for their amusement and all the conveniences for picnicing were at hand, including a plentiful supply of shredded wheat biscuits. After spending some hours in the park, the majority of the excursionists returned on the Chippewa, arriving in Toronto at 8 o'clock.

All the leading wholesale houses of the city were represented on the excursion, among them being: Davidson & Hay Company, Eby, Blain Co., Humphrey & Co., and Comfort Soap. Of the officers of the Association: Chairman Higgins, Vice-Chairmen Simpson and Johnston, Secretary Trowern and Treasurer Nettleton were noted as being present.

# TRADE IN COUNTRIES OTHER THAN OUR OWN.

### THE TEA SITUATION.

HARRISONS & CROSFIELD, London, Eng., advise: "The dullness which was influencing the market recently has now almost disappeared, and there has been a general recovery in prices due partly to the improved quality of the teas and partly to a more active demand. It is satisfactory to note, however, that whilst low-grade teas have largely shared in the general improvement in prices, there is also a good inquiry for the better grades, gnd brisk competition for all lots of specially attractive character. The early arrivals of Indians are never the best of the season, but nevertheless there has been good competition for all the strong liquoring new season's teas, as they have come forward. As to prospective supplies for season 1902-1903, no reliable figures are yet obtainable, but our Calcutta house is of opinion that the serious losses which producers had to face in recent seasons, owing to over-production, may tend to repress for some time all efforts at garden extension, and bring the supply into reasonable relation to the demand. As the fresh extensions in India and Ceylon during the last decade have totalled about 250,000 acres, supplies have in consequence generally exceeded the demand, and the production has gone ahead of what has been, and still is an expanding market. It is therefore far from surprising that so many tea estates made no return to their shareholders in 1901."

### COLOMBO TEA AUCTION.

Dodwell & Co., Limited, Colombo, Ceylon, under date of July 9, report as follows regarding the tea auction there: "The quantity brought forward was 16,321 packages, equal to 1,278,146 lb., of which 11,817 packages, equal to 948,276 lb., passed the hammer. There was a fair demand for all descriptions at last week's rates, and the market on the whole keeps steady. Good tippy broken pekoes classed as fine met with a little more competition, and the prices realized were good. Dusts and fannings remain in strong demand at firm rates. Quality.—The selection was not so good as last week. The average price for the auction of the 24th ultimo was 30c. against 30c. for the previous sale."

### SPICE AUCTIONS IN LONDON.

At the auction of spice last week considerable supplies were offered, and most goods met with a fairly steady demand. Nutmegs sold at late rates at an advance of 1d. a lb. on some sizes, but they still remain ridiculously cheap, and many buyers are taking advantage of the position. Pimento is distinctly dearer, but this article does not largely interest the home trade. Black and white peppers keep firm, Tillicherry black and Siam white both showing an advance of ⅛d. for the week. Jamaica ginger sold at slightly reduced prices for the inferior qualities, while good quality was unchanged; the crop of the latter is now practically finished, and there is every reason to believe that the price may go higher, seeing that similar quality Cochin is fetching 4s. per cwt. more money. Tapiocas: Medium pearl and bullet are both depressed, and values are lower; the prevailing prices do not pay importers, so it would appear to be only a matter of waiting till present surplus stocks are exhausted for an advance to take place. Flake is unchanged in price, but the finer qualities are not easily obtainable. The new crop caraways are offering and prove to be of very fair quality. Turkish canary seed keeps firm, but there is very little doing in it; the new Mogador seed is arriving, and prices are low for this fine bright seed. Home and Colonial Mail, August 8.

### SALMON MARKET EXCITED IN THE STATES.

Not a little excitement and interest has developed in salmon trade circles within the last day or two. Spot sockeye salmon talls are under active buying interest as a result of the strong Coast advices regarding the new pack advanced to-day to $1.25, with last purchases recorded at $1.20. It is stated on good authority that the buying interest noted yesterday was mainly in the direction of purchases for Coast accounts and that while no large blocks were picked up here the aggregate purchases amount to considerable. An effort was made to purchase an offering of sockeye half-pounds, which, it is stated, was offered at 82½c. here. It is understood the seller declined to entertain the offer made, advancing to 90c. A block of futures was, according to a wire to-day from the Coast, picked up from a small packer for speculative account at $1.12½ f.o.b. for tall. It is now impossible to buy futures from any source, a wire states, at $1.05 basis on talls, or, in fact, any basis yet figured on. One wire received quotes an offering of a carload of new pack sockeye talls at $1.20 f.o.b. Coast. This offer came from a broker who did not make known the packer. A prominent interest on the Coast wires his representative here that the probable opening basis on sockeye talls will be $1.25, flats, $1.35 and half-pounds, 85c. f.o.b. Coast. The impression in salmon circles, particularly in buying quarters, is that on the basis, as above reported probable, the trade will take hold very slowly. Among the packers' representatives it is stated that more than enough business has been already booked subject to open prices to take care of the expected pack, even allowing for probable cancellations of orders. At the close of the day the market stood at $1.25 for talls, $1.35 for flats, and 87½ to 90c. for half-pounds. It is believed, however, that one small lot of flats could be picked up on quick offer at $1.27½.

A circular card issued on Tuesday by The Pacific Selling Company offering sockeye flats for immediate shipment from this market at $1.27½ f.o.b. here was cancelled to-day, this company quoting a flat price of $1.35. The company has also withdrawn the block of sockeye salmon on the way here and now due per ship Roanoke via Cape Horn. This would tend to emphasize the strength of the situation and appears as an added confirmation of the late reports from the Coast. The market closes with few sellers and plenty of buyers at figures a shade below quotations on talls. The feeling has been communicated to red Alaska spot and futures, although we are unable to learn of business at higher prices than $1.12½ for spot and 95c. for futures f.o.b. the Coast.—N. Y. Journal of Commerce, August 22.

### THE INDIAN TEA CROP.

A cable from Calcutta says: Reports from the tea districts show that the weather in Assam last month was favorable and the yield normal, while the prospects were fair. In Cachar, Sylhet, the Duars, and the Terai the weather was moderate, the yield normal, and the prospects fair. In Darjiling the weather was unfavorable, the yield poor, and the prospects throughout the district generally unfavorable.

### CALIFORNIAN PRUNES FOR FRANCE.

Mail advices from a prominent Californian prune interest, under date of August 6 last, state that a sale of 25 carloads of old prunes was just then completed for shipment to France. This would confirm reports received here regarding purchases by buyers for French accounts. A telegram received late in the day states that one of the largest holders of old prunes in California sold since Monday morning last a total of 40 carloads for export. It is stated also that France has been a large buyer of futures.

## AT HYMEN'S ALTAR.

**A quiet and pretty wedding took place at the summer home of the bride's father, 31 Birch avenue, Toronto, on the afternoon of Wednesday, August 20, when Mr. Albert Cutler, of T. Kinnear & Co., wholesale grocers, Toronto, was united to Miss Bertha Thompson, daughter of Mr. and Mrs. Fred Thompson. Rev. J. B. Warnicker performed the ceremony. Miss Emma Thompson, sister of the bride, was bridesmaid, and Mr. Joseph Mars was best man. THE GROCER begs to tender congratulations.**

# The Canadian Grocer

A Man's



Bread

Depends Upon His Business, His Business Depends Upon His ADVERTISING and

"THE CANADIAN GROCER"

Is the Advertising Medium That always Brings Satisfactory Results. It Fully Covers the CANADIAN FIELD.

TORONTO

TURBAYNE

The concentrated attention of the world's tea trade is being bestowed upon the enormously increasing demand for **"SALADA"** Ceylon Teas. Nothing in the world has brought this about save superior worth associated with newspaper publicity.

**"SALADA"** Teas sell like bread or sugar.

No dead shelf stock. No culls to sort out and sell at a sacrifice.

No cutting of prices. No pedlers' opposition. Every packet gives its regulation profit.

...The sale is now in excess of Eleven Million Packets per annum...

Japan sales are declining.
Ceylon Green advancing.

The Government statistical Department at Ottawa will readily supply the proof.

**"SALADA," TEA CO., Toronto and Montreal.**

Offices at Boston, Buffalo, Pittsburg, Detroit, Philadelphia, Cleveland, New York, Washington, Newfoundland, Toledo, Wheeling, W. Va.




Have **YOU** bought the

# Old Reliable?

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# MARKETS AND MARKET NOTES

## ONTARIO MARKETS.

### GROCERIES.

Toronto, August 21, 1902.

THIS week, trade in wholesale groceries has been fairly well sustained. Most of the travellers are going out with their samples after their holidays, and business is expected to increase from this out. Canned vegetables continue firm and unchanged, with prospects that there will be a shortage in the crop of tomatoes this year, which will have a tendency to keep the prices of the canned article firm throughout the coming season. Reports from British Columbia regarding the salmon pack there state that the run on the Skeena River and Rivers Inlet is over and that the catch has been large, but that on the Fraser the pack so far has not been equal to the expectations of the canners. Trade in sugar continues fair and the prices are steady and unchanged. In teas there continues to be displayed activity in Indians and Ceylons, but the high prices of Chinas and Japans cause these to be inactive. Samples of Ceylon orange pekoes, which have just been received, show excellent quality in color and flavor.

CANNED GOODS.

The situation in corn, peas and tomatoes has not altered since last week. The high prices of these continue, and as the tomato crop of this season is reported poor, the indications are that the canned article will remain high throughout the coming year. Some people say that the prices of these will reach $1.25 before the season is out. This will have the effect of strengthening both peas and corn. The quotations this week are as follows: Peas, 82½c. up; corn, 80c. up and tomatoes, $1.15 up. Fruits are dull and meats are slow. Buying in salmon is very active on account of the upward tendency of the prices on the Coast, and buyers who have been holding back are now anxious to have their orders placed. Reports from British Columbia state that on the Fraser River the salmon run so far has been erratic and the catch has not been large. Up to the beginning of last week the pack on the Fraser River was 250,000 to 300,000 cases, while up to the same time last year it was 450,000 cases. In the north, on the Skeena River and Rivers Inlet, the pack is large, and one cannery, controlled by Bell, Irving & Co., of Vancouver, has broken the record in putting up the largest pack in the history of the north. It is over 34,000 cases. The official figures of the pack of all northern canneries amounts to about 230,000 cases this year.

COFFEES.

The bulk of the business doing is in green Rios, and the other lines are inactive. The outside markets have experienced a decline, which was followed by a slight reaction on reports from Brazil of frosty weather there. We now quote: Green Rio, No. 7, 7⅜c.; No. 6, 8c.; No. 5, 8¼c.; No. 4, 9c.; No. 3, 10 to 12c. per lb.

NUTS.

No improvement is reported in the local demand for nuts, which are quiet and unchanged. Strong advices continue to come from the other side on the new crop of almonds and walnuts. On the New York market they are in fair request and show a good interest.

RICE AND TAPIOCA.

A moderate amount of business is being done in rice on the local market, and tapioca is firm in sympathy with stronger advices from the primary markets. Advices from the South report large receipts of rough rice on the New Orleans market, which showed an easier tone. The outlook for the growing rice crop in the Southern States is reported as favorable. We quote: B rice, 3½c.; Japan, 5½ to 6c.; sago, 3¾ to 4c.; tapioca, 3½ to 3¾c.

SYRUPS AND MOLASSES.

There has been a better inquiry for syrups and molasses, which continue steady in price. Outside advices report a moderate demand for the grocery grades of New Orleans molasses and free offerings of black strap, which was meeting with a limited demand. Our quotations are as follows: Corn syrup, 3½ to 3¾c. in barrels and kegs, sugar syrups, 30 to 32c. for medium, and 35 to 40c. for bright. Molasses, 24 to 26c. for open-kettle.

**See pages 39 and 40 for Toronto, Montreal, St. John and Halifax prices current.**

SPICES.

Little or no improvement is noted in the local spice business since last week, and prices are steady. Outside advices report small offerings of pepper from the East, with plenty of bids, but no trading doing in a large way.

SUGAR.

There continues to be a light jobbing business done in granulated sugars, which rule steady. Cable advices report the London, Eng., market for beet sugar unchanged and steady. The receipts of raw sugar in the United States last week were large, amounting to 54,142 tons. The meltings were 45,000 tons, and the total stock in the four ports was 148,139 tons, against 138,997 tons last week and 200,940 tons last year. The total stocks of sugar in the United States and Cuba amount to 426,139 tons, against 447,997 tons last week and 296,774 tons last year, an increase of 129,365 tons over last year. Sales of Cuban and centrifugal raw sugars in the United States during the past month or two have been so heavy that only a moderate quantity of raw sugars remain in the island, and a good part of these will be held over until next year to take advantage of the expected concession in duties, unless the markets should greatly improve meanwhile. The centrifugals now arriving, especially those from the north side of Cuba, show a falling off in test, as usual at this time of the year, running down to 93 deg. in many instances. Advices from the South report that the cane crop there is progressing nicely, and if favorable weather continues for a few weeks longer the crop may largely recover its losses by the drouth.

TEAS.

A little better inquiry is reported this week for Indian and Ceylon teas. Chinas and Japans are firm and inactive, owing to the high prices at which they are held. Samples of this season's orange pekoes are arriving from Ceylon and show a very fine quality, which has seldom being surpassed. Cable advices from Calcutta say there has been 1c. advance in Indian teas, the market for which is good and strong. Low-priced pekoe souchongs below 6d. are very scarce there, but there is nothing wrong with their quality and they are much in demand. Japan teas are reported very strong with 1c. per lb. advances in Yokohama. Kobe teas continue firm. During the month, according to mail advices from London, Eng., there has been a considerable recovery in the tone of the market for Indian teas, and low grades have shown an advance for the month. Medium and fine teas are also firmer. In Ceylons, broken pekoes recently showed remarkable value. A few parcels of new season's China green teas, pingsuey, young hysons and gunpowders were offered, but the market having previously been entirely bare, the supply was insufficient to depress market values, and consequently they realized very firm prices.

### FOREIGN DRIED FRUITS.

CURRANTS.—These continue in fairly active demand on the local market. Reports from Greece state that the primary market is steady. The retention law has been fixed at 20 per cent. of the total crop and the export quantity is expected to be cut down to 135,000 tons. We now quote: Filiatras, 5¾ to 6c. and Patras, 6¼ to 7c.

VALENCIA RAISINS.—Quite a number of inquiries continue on the spot for Valencia raisins, which are as scarce as ever on the local market. Selects are quoted at 8½ to 9c.

DATES.—Business in dates is almost at a standstill. The outside markets are reported firm and bare of stock. We quote: Dates, in bulk, 4½c. and in packages, 6¼ to 6½c.

PRUNES.—Trade in prunes is quiet on the local market. Coast advices report that in futures the situation is fairly steady and offerings light. French interests are reported as buying for October shipment in the Santa Clara Valley. We now quote: Californian prunes, 100-110's, 5c.; 90-100's, 5½ to 6¼c.; 80-90's, 6½ to 7c.; 70-80's, 6¾ to 7¼c.; 60-70's, 7½ to 8c.; 50-60's, 8 to 8½c.; 40 50's, 8¾ to 10c.

CALIFORNIAN EVAPORATED FRUITS—No business of importance in this line is doing on the local market at present.

Quotations are : 11 to 14c. per lb. for peaches and 13 to 17c. for apricots. New Santa Clara apricots are quoted f.o.b. the Coast at 7c. in 50-lb. boxes, and 7½c. in 25-lb. boxes in carload lots.

### GREEN FRUITS.

The local green fruit market continues in a healthy and active condition. Apples, peaches, plums and pears are offering in liberal quantities, and business in them is brisk. The watermelons offering are of large size and fine quality. Tomatoes are a little more plentiful and lower, and a good demand for them is reported. Grapes from California are now offering at $2.50 per case and are of excellent quality. We quote : Peaches, 17 to 25c. per basket ; apples, 10 to 25c. ; plums, 30 to 60c. ; pears, 20 to 35c. ; tomatoes, 30 to 15c. ; canteloupes, 40 to 60c. ; lawtonberries, 5 to 6½c. per quart ; huckleberries, $1.10 to $1.25 ; watermelons, 20 to 25c. each ; green cucumbers, 15 to 20c. per basket ; onions, 25 to 10c. per basket ; Californian plums, $1.50 per case ; ditto pears, $2.25 per case ; ditto peaches, $1.25 to $1.50 per case, and ditto grapes, $2.50 per case. Californian late Valencia oranges, $5.50 to $5.75 ; Messina lemons, $2.25 to $2.75 per box ; bananas, $1.25 to $1.75 per bunch.

### VEGETABLES.

The vegetable business is quiet and the prices are weak. Cabbage can be had at $1 per barrel, and other stuff is plentiful. We now quote : Green onions, 8 to 30c. per dozen ; rhubarb, 20 to 30c. per dozen ; lettuce, 20 to 25c. per dozen ; radishes, 20 to 25c. ; mint and parsley, 20 to 25c. ; turnips, 30c. per dozen ; cauliflower, 50c. to $1.50 per dozen ; cabbage, 30 to 50c. per dozen and $1 per barrel ; carrots, 15c. to 20c. per dozen ; beets, 15c. per basket ; peas, $1.00 to $1.50 per bag ; new potatoes, 50 to 60c. per bushel ; beans, 20c. per basket ; celery, 50 to 75c. per dozen ; vegetable marrow, 75c. per doz ; corn, 15 to 20c. per doz. ; squashes, $1 to $1.50 per doz.

### COUNTRY PRODUCE.

EGGS. - The receipts continue to increase and strictly fresh gathered are mostly in demand. Inferior stock is dull and not wanted. We quote : 15 to 16c. for strictly fresh ; ordinary candled, 14 to 14½c. and low grades and checks, 11 to 12c.

BEANS. The market this week for beans is firmer, owing to reports of a shortage in the bean crop. Some old stock are offering. The quotations range from $1.40 to $1.50 for handpicked.

HONEY.—Trade in this line continues dull and the prices are unchanged. Advices from some honey-producing districts of Ontario are to the effect that the shortage in the crop will not be as large as anticipated some time ago. We quote as follows : Honey, in 60-lb. tins, 9½ to 10c. ; in less quantities, 10 to 10½c. ; combs, $2 per dozen up.

DRIED APPLES.—None are being offered.

POULTRY.—There is a good demand and a limited supply. Young chickens are worth 50 to 60c. ; old, 40 to 50c. ; ducks, 60 to 65c. ; turkeys, dry picked, 11 to 12½c. and live chickens, 50 to 55c. per pair.

POTATOES.—The offerings are fair and the demand is active. Prices are steady at 35 to 40c. per bushel.

### BUTTER AND CHEESE.

BUTTER.—Large offerings of butter continue to be made and stock is rapidly accumulating. The prices are weak and there is very little export demand. Speculators who have stored early are becoming uneasy. We now quote : Dairy, choice 1-lb. rolls, 15 to 16c. ; selected dairy, tubs, 15c. ; store-packed, uniform color, 13½ to 14c. ; low grades, 11 to 12½c. ; creamery prints, 19 to 20c. and solids, 18½ to 19c.

CHEESE.—There has been a slight decline in values of cheese this week and the make continues large. Buyers in Great Britain have become fairly well stocked up with this product and are holding back somewhat in the expectation of a decline of prices here. The local trade is fair. We quote : Finest at 10 to 10½c. and seconds, 9½ to 9¾c.

### FISH.

There is a scarcity of trout and white fish, as the catch lately has much fallen off until only about one-quarter of the usual supply can be obtained, and prices have advanced to 9c. per lb. Bluefish also are scarce and have risen to 6c. per lb. Quotations are as follows: Fresh fish—Lake Erie herring, 4 to 5c. ; perch, 4 to 5c. ; trout, 9c. ; and pike, 6c. ; British Columbian salmon, 20c. ; whitefish, 9c. ; blue fish, 15c. per lb. ; mackerel, 15 to 20c. ; rock bass, 4c. ; speckled trout, 25 to 30c. ; halibut, 15c. ; Niagara whitefish, 9c. per lb. ; blue pike, 4c. per lb. ; live lobsters, 25c. per lb., with very few offering.

### GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.—The market for Manitoba and northern wheat is firm in sympathy with the strong tone of the Chicago market. Reports all indicate that this year's yield of both Manitoba and Ontario wheat will be large. Quotations this week are 85c. for Manitoba No. 1 hard ; 84c. for No. 1 Northern and 82c. for No. 2 Northern. On the local market some red and white New Ontario wheat sold at 75c. and 80c. per bushel respectively. Old oats sold at 47 to 49c. and new at 35c. per bushel.

FLOUR.—Trade in flour is somewhat dull, as buyers are holding back awaiting the settlement of prices on the new crop. Our quotations are as follows : Ontario patents, in bags, $3.60 to $3.75 ; Hungarian patents, $4 to $4.10 ; Manitoba bakers', $3.70 to $3.85 ; straight roller, $3.30 to $3.40 per bbl. in Toronto.

BREAKFAST FOODS.—The demand for rolled oats continues moderate. Rolled wheat is active and has advanced 10c. per barrel. Our quotations are as follows : Oatmeal, standard and granulated, in carlots on track here, $5.20 ; standard rolled oats in carlots on track here, $4.90 per bbl. ; in wood, 10c. extra ; broken lots are 20c. per bbl. extra ; rolled wheat, $2.50 in 100-lb. bbl. ; cornmeal, $4 ; split peas, $4.75 ; pot barley, $4.25, in 196-lb. bbls.

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MARKET NOTES.

Rolled wheat has advanced 10c. per barrel.

Trout and whitefish have advanced 1 to 1½c. per lb.

New oats are arriving in increased quantities and the price is 35c. on the street, 13 to 14½c. lower than the market for last year's crop.

## QUEBEC MARKETS.

### GROCERIES.

Montreal, Aubust 21, 1902.

BUSINESS in wholesale circles during the past week has been a busy one, although not marked by any important feature. Shelled almonds are causing some inconvenience by their great scarcity. A few brands of Canadian pickles in bulk have advanced in price about 5c. per gallon. This is in the medium and cheaper grades, of which there is very little stock on hand. Chicago pork is down again, this time about 25c. Pure lard is also quoted ¼c. per lb. lower.

SUGAR.

Business in sugar has been brisk during the past week, the demand from country points having materially increased, and local buyers also making active inquiries. An advance of 5 points on confectioners' A, and 10 points on soft grades, by The American Sugar Refining Company, while it was not followed by an advance in price here, has, nevertheless, had the result of firming up this market to some extent. Buying, as a consequence, has been better, the impression being that further advances may follow. The market for raw sugar is also reported firmer. Locally, prices remain at $3.65 for granulated and $3 to $3.55 for yellows.

TEAS.

Jobbers report a better business with country points this week. Low-grade Ceylon teas have advanced on the primary and English markets, and a firmer feeling prevails here. Any good liquoring teas are in excellent demand. In China teas it is reported that a small amount has been purchased by Canadians this year, in comparison with former years, and it is the general opinian that teas will be firmly held throughout the season. China blacks have been in fair demand. A few green teas are still left, prices, of course, being very firm. The market for Japans is quiet, though firm. Buyers are unwilling to do business at the prices which have been quoted recently, namely, 17½ to 23c. for good medium to fine.

SYRUPS AND MOLASSES.

Trade in Barbados molasses moves along slowly. A small distributing business is reported at 23 to 24c., according to quantity. No sign of an improvement in the demand can be seen, but the trade for fall is expected to soon commence. There has been no change in Antigua molasses, which still sells at 24c.. Porto Rico is quoted at 38c. In corn syrups the situation has not improved. The demand is light and the market is somewhat quiet. Corn syrups are quoted as follows : 3½c. in bbls. ; 3⅝c. in ½ bbls. ; 3¾c. in ¼ bbls. ; $1.60 in 38½-lb. and $1.20 in 25-lb. pails.

SPICES.

Nothing of importance has occurred in this market since our last report. There is no sign of any easing off in the market for peppers. They are firm and in good demand. A fair business is doing in preserving spices, as is usually the case at this season of the year, and the prices remain as follows : Nutmegs, 35 to 55c. per lb., as to size ; penang mace, 45 to 50c. per lb., as to quality ; pimento, ground, 12½ to 15c. ; cloves, 15 to 25c. ;

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pepper, ground, black, 17 to 22c., according to grade; white, 25 to 27c.; ginger, whole Cochin, 15 to 17c.; Japan, 13 to 14c.; Jamaica, 16 to 20c.; Afghan, 12 to 13c.; ground, Japan, 15c.; Cochin, 16 to 17c.; Jamaica, 20 to 22c.; and Afghan, 13 to 14c.

RICE AND TAPIOCA.

The situation in this market is unchanged. A fair demand is experienced, and business is done at unchanged prices. No advance as yet has been made in pearl sago, notwithstanding the higher prices on the primary markets. Stocks are gradually growing smaller, however, and prices on any sago bought now would be necessarily higher. Quotations are as follows: B rice, in bags, $3.02½; in ½ bags, $3.07½; in ¼ bags, $3.12½; in pockets, $3.17½. In 10-bag lots an allowance of 10c. is made. CC rice, $2.92½ in bags; $2.97½ in ½ bags; $3.02½ in ¼ bags and $3.07½ in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4 to 5c. per lb. and tapioca, 3½c.

CANNED GOODS

The demand for canned goods of all descriptions, meats, fruits, and vegetables, is of the best. Stocks are commencing to run low on several lines, and prices are firmer in consequence, though as yet we hear of no advance in prices. Canned vegetables are especially firm. Several orders are reported for the new crop goods, tomatoes having been booked at 92½c., corn at 82½c. and peas at 82½c. The quotations on new crop for future delivery are as follows: Tomatoes, 90 to 95c.; corn, 80 to 85c.; peas, 80c. to $1.20; string beans, 80 to 85c.; strawberries, $1.45 to $1.60; raspberries, $1.45 to $1.60; gooseberries, $1.45 to $1.60; pears, 2's, $1.60 to $1.70; 3's, $2.10 to $2.15; peaches, 2's, $1.65 to $1.70; 3's, $2.50 to $2.75; 3-lb. apples, 85 to 90c.; gallon apples, $2.10 to $2.20; 2-lb. sliced pineapples, $2.20 to $2.30; grated pineapples, $2.50; pumpkins, 95c. to $1; spinach, $1.50; sugar beets, 95c. to $1. We quote spot goods as follows: Peas, 82½c. to $1.15; corn, 82½ to 85c.; tomatoes, $1.12½ to $1.17½; gallon apples, $2.50; salmon, pink, 92 to 95c.; spring, $1.25; Rivers Inlet red sockeye, $1.30; Fraser River red sockeye, $1.40.

***FOREIGN DRIED FRUITS.***

CURRANTS.—These have not changed in price. The demand keeps up and a fairly good business is doing. We quote: Fine Filiatras, 5½c. to 5½c. in ½ cases; cleaned, 5⅝ to 5¾c.; 1-lb. cartons, 6½ to 7c.; finest Vostizzas, 6½ to 7c. per lb.

VALENCIA RAISINS.—These are exceedingly scarce. In fact, the market is practically bare, and prices are nominal at 6½c. for finest off-stalk, and 7½ to 8½c. for selected. Raisins to arrive are quoted at 19s. 3d. for fine off-stalk and selected, 21s. 3d.; layers, 22s.

SULTANA RAISINS.—These have become very scarce. A few are to be had at 9½c. per lb.

CANDIED PEELS.—These go as usual, with prices steady and unchanged. We quote: Citron peel, 15c.; orange, 11½c.; lemon, 10½c. per lb.

MALAGA RAISINS.—There is a good demand for these at the prices we quote. Reports from primary sources state that a good crop is expected. Prices, locally, are now quoted as follows: London layers, $1.50 to $1.60; "Connoisseur Clusters," $2.15 to $2.25; ¼'s, 65 to 70c.; "Royal Buckingham Clusters," $3.30 to


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$3.35 ; ½'s, $1.05 to $1.10 ; "Excelsior Windsor Clusters," $4.50 to $4.60 ; ¼'s, $1.30 to $1.40.

DATES.—Trade in dates is still rather quiet and there is no particular feature to note this week. The price of Hallowee dates is 4½c. per lb.

FIGS.—Nothing further has been learned from the primary market regarding figs. Business, locally, is dull.

CALIFORNIAN EVAPORATED FRUITS —The demand for these has been steady during the week, though the volume of business is not large. We quote : Pears, 10c.; peaches, 10½c. and apricots, 14½c.

CALIFORNIAN RAISINS.—There is a fairly good business doing in seeded raisins at 9¾ to 10½c. per lb.

PRUNES.—Nothing of importance has occurred on this market. There is a steady demand and trade is active. Our quotations are now as follows : 8½c. for 40-50's ; 8c. for 50-60's ; 7¾c. for 60-70's ; 7½c. for 70-80's ; 6¾c. for 80-90's ; 6½c. for 90-100's.

NUTS.

The feature on this market is the scarcity of shelled almonds, which has not been relieved this week. Prices, in consequence, are very firm, though no further advance is reported. Tarragona almonds and filberts are also tending higher, and our quotations are now as follows : Walnuts, 10 to 11c.; Tarragona almonds, 11c.; shelled walnuts, 18c.; shelled almonds. 25 to 26c.; filberts, 9c.; pecans, 15 to 16c.

### GREEN FRUITS.

The movement in green fruits has continued brisk throughout the week, all lines being in good demand. Jamaica oranges, in barrels, are now quoted considerably higher, owing to the smallness of the stocks. Cucumbers are down 4c. per dozen, and blackberries have also declined. Canadian peaches and plums have been offering more freely and are selling from 5 to 10c. lower. Raspberries have disappeared from the market entirely. We quote : Jamaica oranges, in bbls., $7.50, in boxes, $4.25 ; Sorrento oranges, $3.75 to $4 per box ; Messina lemons, $2 to $3 per box ; pineapples, 13 to 20c.; cocoanuts, $3.25 per bag of 100 ; bananas, No. 1, $1.25 to $2 and eight hands, $1 to $1.50 ; Boston lettuce, 35c. per dozen ; cucumbers, 11c. per dozen ; Canadian cabbage, 75c. per bbl.; potatoes, $1.15 to $1.30 per bbl.; tomatoes, 4-basket carriers, 60c. to 75c.; watermelons, 25c.; muskmelons, $3.50 per crate; gooseberries, 65c. per basket; blackberries, 5 to 7c. per box; peaches, $1.25 per box; plums, $1.25 to $1.75 per box ; pears, $2.25 per box ; limes, $1.50 per box ; Canadian peaches, 30-35c. per basket ; plums, 40c. per basket ; blueberries, $1.50 to $2 per box ; Canadian apples, in barrels, $1.50 to $2.50, in baskets, 20 to 30c.

### FISH.

Business in fish is, as usual in August, quiet. Trade, however, is as good as is expected at this season. Fresh haddock and cod show a decline of ½ to 1c. this week. Other lines, such as pike, trout, halibut, whitefish and dore, are somewhat higher, owing to a temporary scarcity, caused by the prevalence of bad fishing weather. We quote as follows : Haddies, 7 to 7½c.; smoked herrings, 9 to 10c. per box ; fresh haddock and cod, 4 to 4½c. per lb.; whitefish, 8 to 8½c.; dore, 8 to 8½c.; pike, 6 to 6½c.; halibut, 12c.; salmon, 16c.; trout, large and medium, 8½ to 9c.; No. 1 herring, Nova Scotian, $4.75 to $5.25 per bbl., and $2.50 per ½ bbl.; No. 1 Holland herring, $6.50 per ½ bbl. ; No. 1 Scotch herring, $6.50 per ½ bbl., and 95c. per keg ; Holland herring, 75c. per keg ; No. 1 green codfish, $5 per bbl.; mackerel, $12.50 per bbl. ; boneless cod, 1 and 2-lb. blocks, 6c. per lb.; loose, boneless cod, 5c. per lb. in 40-lb. boxes ; dried codfish, $4.75 per 112-lb. bundle ; No. 1 Labrador salmon, $17.50 in tierces, and in barrels, $12.50 ; No. 1 British-Columbian salmon, $6 per ½ bbl., and $12 per bbl.; standard bulk oysters, $1.50 per gallon ; Marshall's kippered herring, $1.45 per doz.; Canadian kippered, $1 per doz.; Canadian ¼ sardines, $3.75 per 100 ; canned Cove oysters, No. 1 size, $1.30 per doz.; canned Cove oysters, No. 2 size, $2.20 per doz.

### FLOUR AND GRAIN.

FLOUR.—The feature of the market ddring the past week was the decline in Manitoba spring wheat patents and strong bakers', amounting to 10 and 5c. respectively. There is a fair demand this week and the market is steadier at the new prices. We now quote : Manitoba spring wheat patents, $4.00 to $4.20 ; strong bakers', $3.65 to $3.90 ; straight rollers, $3.60 to $3.70 ; winter wheat patents, $3.90 to $4.10.

GRAIN.—Business in grain is quiet, both for local and export account, buyers apparently holding off until offerings increase. New crop No. 2 white oats are quoted at 31½c. west, high freights, September shipment. The demand for old stock is small and prices tend lower. Barley and peas are also quoted lower. We quote : Manitoba oats, No. 2 white, 46½c.; No. 2 Ontarios, 46½c.; No. 3, 45c. ex-store ; rye, 67c.; peas, 81c.; corn, 71c.; buckwheat, 64c. to 65c.; barley, 52 to 53c. in store.

FEED.—The market has been steady throughout the week under a fairly good demand for all lines. Prices have not changed. We quote as follows : Manitoba bran, $17 ; Ontario bran, $15.50 to $16 ; Manitoba shorts, $23 ; Ontario shorts, $24.

OATMEAL.—Trade in rolled oats is quiet, orders being confined principally to small lots for immediate requirements. We quote : Rolled oats, in barrels, $5.80 : in bags, $2.82½.

BALED HAY.—The tone of the market is steady and no quotable change has occurred. A fair trade is doing. We quote : No. 1, $8.75 to $9.25 ; No. 2, $7.75 to $8.25 ; clover, $7 to $7.50 per ton in carlots.

### BUTTER AND CHEESE.

BUTTER.—No improvement in the condition of the butter market can be reported this week ; in fact, the market is, if anything, a little heavier than when previously reported. Ireland is at the present time in a position to supply to a large extent the demand in Great Britain, and until there is a falling off in supplies from that source the market here will undoubtedly remain sluggish. Accumulation of stocks on both sides are heavy. Reports from Boston, New York and Chicago state that there is an abundance of summer stock in cold storage. Although at the moment adverse conditions obtain it does not warrant a pessimistic feeling as to the future, for Great Britain may yet require all our butter. A drop in prices is to be noted. We quote : Fancy Townships creamery, 18¾ to 19¼c.; last week's quotation was 19¼ to 19½c. ; finest Townships creamery, 18⅝ to 19⅛c. ; last week's quotation was 19 to 19⅜c. ; finest Quebec creamery, 18½ to 19c. ; last week's quotation was 19 to 19¼c. ; finest Ontario creamery, 18 to 18½c.; last week's price was 18½ to 18¾c. ; fine creamery, 17¾ to 18c.; last week's price was 18⅜ to 18½c.; dairy butter, 15½ to 16c.

For the week ending August 13, 11,546 packages were shipped from Montreal. For the same week last year 23,071 packages were shipped. From May 1 to the present time, August 13, 217,408 packages have been shipped from this port.

CHEESE.—There is little cause for complaint as to the condition of the cheese market. The demand and supply have been able to keep pace with one another. Stocks here are light and export business is steady. In England the increased cost of other provisions has caused, to a certain extent, the present impetus to trading in cheese. It is to be hoped that the present demand will be maintained, so that stocks will be kept on the move. Prices throughout are much the same as last week, and indications are that the present quotations will prevail for some time, although no one could possibly predict such a thing. We quote as follows : Finest Ontario, colored, 9¾ to 9⅞c., same price as last week: finest Townships, colored, 9⅝ to 9¾c., the same as last week ; ditto, white, 9½ to 9⅝c., same as last week ; finest Quebec colored, 9⅛ to 9⅜c.; ditto, white, 9⅜ to 9½c. per lb.

Exports from the port of Montreal for the week ending August 13 were 77,434 boxes, as compared with 52,300 boxes for the corresponding period last year. From May 1 to August 13, we have shipped 997,957 boxes, and for the same period last year the shipments were 738,002 boxes.

### COUNTRY PRODUCE.

EGGS.—Rather more inquiry on export account is being experienced. The quality is said to be somewhat better than heretofore. Demand from local buyers is quite good. Prices are as follows : Selected, 18 to 18½c.; candled stock, 15½ to 16c.; straight receipts, 14½ to 15c. ; No. 2, 13 to 14c. in round lots.

BEANS.—Trade in beans is reported to be satisfactory and mostly of a jobbing nature. A slight advance in price is to be noted, primes now being quoted at $1.40 to $1.45 per bushel, in lots of two or three-dozen bags.

HONEY.—No further change in the condition of the market is to be noted. A fairly good trade is passing in new crop white strained honey at 8 to 10c. per lb. We quote : White clover comb, 12 to 13c.; tinged, 10 to 11c.; strained, 9 to 10c.; buckwheat honey in comb, 8 to 9c.; extracted, 7 to 7½c.

POTASH.—Offerings are limited. The market is quiet. We quote : Firsts, $4.10 to $4.15 ; seconds, $3.25 to $3.45 ; pearls, $6 per 100 lb.

POTATOES.—Offerings are comparatively small which has resulted in making the market steady. The demand is good. Sales of Early Rose and Chilis were made at 55 to 60c. per bag for good to choice, and 50c. per bag for ordinary. There is an improvement to be noted in the quality of the stock being offered.

NOTES.

Pure lard is ½c. per lb. lower.

Chicago pork (Jones') is 25c. per bbl. lower.

Pike, whitefish, dore and trout have




**Seal Brand**
In 1 and 2-lb. Cans only.
(AIR-TIGHT.)

It was a maxim with the diplomats of the *Ancient Regime* that a snuff box was man's best ally in that work of "concealing his thoughts," in which, Talleyrand maintained, the usefulness of speech chiefly consisted. But the man of to-day cares not to conceal, but rather to collect his thoughts, and his best ally is **Chase & Sanborn's Seal Brand Coffee.** It sharpens his wits, quickens his perception, and makes him twice as clever.

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# CHASE & SANBORN, Importers, Montreal.

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*"Best in the World."*

**HILL, EVANS & CO'S (WORCESTER, ENG.)**

PURE ENGLISH

**MALT VINEGAR**

Delicate in Flavor and Aroma.
Splendid keeping properties.

**ROBERT WATERS' QUININE WINE**

Quinine in a palatable form—50 years' reputation.

Export Agents:
Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

# PRINGLE MACAROONS

A new Biscuit, very tasty.
Not a high-priced one either.

# The Canada Biscuit Co., LIMITED,

**KING and BATHURST STS., TORONTO.**

# Coffees Spices

Now is the time to place your order with us for Coffees and Spices. Goods that sell quickly are the only kind we have to offer. Quality combined with right prices accelerate the sale of our goods. Mail orders receive prompt attention.

**S. H. EWING & SONS** 96 King St., MONTREAL.

Telephone Bell Main 65
" Merchants 522.

Telephone orders receive prompt attention.


be sufficient for the demand, as at yesterday's sale pears brought as high as $2.25 to $3.25 a box, which is away above Montreal and Toronto markets. It is altogether likely a few days will see them lower. Early Crawford peaches sold at 95c.; late Crawfords, 95c. to $1; Crawford Clings, $1.15; Elbertas, 85 to 90c.; Susquehanna, 90c. In plums, Satsumas, $1 to $1.10; Burbank's, 90c. to $1; Wickson, $1.10 to $1.20; Tragedys, $1.40. A car of watermelons was sold and brought 16 to 17c.

In country produce receipts of butter and eggs are pretty large, with prices about the same. Butter in pails brings 15½ to 17c.; prints, 19 to 20c.; creamery, 21c. per lb.

Eggs are worth 16½c.

White beans are scarce and primes are higher, about $1.50 a bushel.

Potatoes are worth 40 to 45c. a bag, and are plentiful.

Cheese sold Friday last on the board at two prices; 1,488 boxes were registered, 1,106 of white and 383 of colored. For the corresponding period last year the receipts were 1,084 white and 198 colored. Bidding ruled low on the start, but became a little brisker until the limit was reached, 9½c. for white and 9⅝c. for colored.

### RETAIL ASSOCIATION.

The Ottawa Retail Grocers' Association met in their rooms in the Ottawa Fruit Exchange Building on Monday night and transacted a good deal of business. There was a large attendance of members, it being as good a meeting as they ever had. After getting through the regular work and receiving reports of several committees, the peddler question was brought up, although it was before the Association last year and a test case made of it in court, which was decided against them. The Association do not intend to give up yet. Last year the greatest trouble was with fruit peddlers, but this year tea peddlers and vegetable men seem to have sprung up like mushrooms and the city is overrun; so much so, that householders are complaining of the nuisance. It was shown that business in tea and vegetables has decreased over 50 per cent., owing to the peddling, and it has become quite serious, so that the Association intend to move at once and have something done. A committee composed of Messrs. Bambrick, Bate and Ald. Cunningham was appointed to look up the by-law and if necessary make another test case, so as to find the strength of the by-law. If defeated, it is the intention to apply for a new by-law whereby a sufficient tax will be imposed and enforced.

The trading stamp question is still in hand, and the committee is arranging to have matters in good shape for the next meeting of the finance committee of the city council. It will likely get its final hearing then.

A hearty vote of thanks was extended to the wholesale merchants and friends who so kindly sent representations to the annual excursion on Dominion Day, and also to those who could not attend, but bought tickets instead. The secretary was instructed to reply to all communications received from the different firms.

A special vote of thanks was tendered to H. W. Bate & Sons for the large oak table and beautiful picture that they gave the Association some time ago. The secretary was instructed to write the firm to that effect.

Chas. J. Provost, president, was in the chair. It is likely a special meeting will be called for next Monday night.

### THE EXHIBITION.

The Central Canada Exhibition opens this week and everything will be in readiness for visitors Monday morning next. Particular pains have been taken so that there will not be any delay in getting exhibits in place. All the space in the main building has been allotted, and several prospective exhibitors were disappointed in not being able to secure space. It is altogether likely that next year additions will be made to this building.

The full programme of attractions will be carried out from Monday morning until the end of the week. Horse races, parade of prize stock, and a beautiful display of fireworks at night, depicting the "Burning of Moscow," besides hundreds of other items on the programme, which have been arranged for at a great expense. Visitors to Ottawa this year will find great changes in the grounds as well as big improvements throughout the city. Anyone who can possibly arrange should not miss the Central Canada Fair this year.

### THE APPLE OUTLOOK.

In speaking with G. W. Hunt, of the Ottawa Fruit Exchange, in regard to the apple outlook this year, he said: "With a large acreage and report of a heavy crop, the all absorbing topic of the apple growers all over the Dominion, and particularly in Ontario, is how they are going to dispose of their crop. However, during the last few weeks matters have taken a change, and the crop which at first appeared to be an average full crop is now being largely decreased by the heavy drop. But, notwithstanding this fact, the crop will be about equal to that of 1896, when Canada exported so many apples and had so many go to waste, owing to prices being so low. Everything points this year though, to prices somewhat similar to two years ago, when good apples sold for about $2 to $2.25 to the retail trade, which was equal to


The best selling tea in Canada today is
Blue Ribbon Ceylon
packed and sold by Blue Ribbon Tea Co.
12 Front St. East - Toronto

about 75c. to $1 per barrel for the fruit. Later reports from the various districts go to show that there is a larger percentage of the crop that has been hurt by the wet weather, and in some places the Ben Davis have suffered very seriously, being what they term "one-sided." The short crop over the United Kingdom will also go a long way towards increasing the value of our Canadian apples here. This, together with the Fruit Marks' Act, which is talked of so favorably on the other side of the ocean should also assist in maintaining prices, and there are inquiries now from the continent wanting to purchase large blocks of Canadian apples, and I would not be surprised if before the buying season gets near over you see buyers paying as high as $1.25 on the trees for fruit. At all events there is no possibility of the crop going to waste this year for want of an outlet, as our apples have been gaining favor in foreign countries so rapidly, that they can be shipped to various ports that were not known ten years ago."

### EDDY CO.'S NEW OFFICES

Friday, the 22nd inst., the corner stone of the new offices being put up by The E. B. Eddy Co. in Hull will be laid. Added interest is being manifested in the occasion, it being Mr. Eddy's birthday anniversary, he being born on his father's farm, near Bristol, Vt., on August 22, 1829, and is accordingly in his 75th year. Building operations on the fibre ware factory were delayed, waiting for the structural iron work, but as this arrived yesterday, everything is resumed.

### A LYING TEA PEDDLER

In connection with the peddler nuisance in Ottawa a certain tea peddler has been going his rounds telling people he is selling tea for Castle, the wholesale man on Queen street. Mr. Castle is greatly incensed over it and has advertised, offering a reward of $50 for information that will lead to the conviction of anyone making such false representations. If anyone in the city tries to do a strictly wholesale business in Ottawa, F. J. Castle does, and he deserves the confidence of the retail trade for being extra particular in this respect.

Archie Fleming, of Hopper & Fleming, Bank street, has sold out his interest in the business of J. S. Brown, the style of the firm now being Hopper & Brown.

H. S. Howland, Sons & Co., wholesale hardware merchants, Toronto, have opened a branch office and showroom on Sparks street. J. Thicker has been appointed local representative.

D. E. Brickler, of Lumsden Bros., who was in Ottawa last week, reported having an extra good demand for their "Jersey" yeast and baking powder.

Mr. Musgrave, of J. McIntosh & Sons; Mr. Merrick, of Rose & Laflamme, and Fred. Mitchell, of E. W. Gillett, called on the trade the last few days. Mr. Mitchell was pleased with the business he did with their goods.

J. J. Levy is in the city now representing The United Factories' Company. He is ready for any amount of business, having just returned from his summer holidays.

H. C. E.

The Hudson Bay Company, Winnipeg, held their annual outing at Elm Park on August 14.


**Anybody could sell them**

**You don't need to be a fluent talker to sell**

**Clark's Pork and Beans in Chili Sauce**

**Just pile them up anywhere in sight with a 10c. ticket on them.**

**That's all!**

**EPPS'S** GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. **COCOA**

ESTABLISHED 1861

**HEADQUARTERS FOR FANCY FRUITS.**

Send your orders for the very best quality of

**ORANGES, LEMONS, BANANAS and PINEAPPLES.**

**HUGH WALKER & SON**

P.S.—Prompt and special attention given to mail orders. GUELPH, ONT.




DO YOU HANDLE

**Capstan Brand Baking Powder?**

If not! why not?

It is the best seller in the market.

Try a sample case and be convinced of its high-grade quality.

Ask your grocer for it or see our travellers.

The Capstan Mfg. Co., - Toronto, Ont.



**We want 100,000 Live Chickens annually for our export trade**

We will pay the highest possible market price for really prime well-fed birds

Correspond with

**SCOTT, ASHTON & COMPANY,** MORRISBURG, ONTARIO.

**GRIMBLE'S** English Malt

Six GOLD Medals **VINEGAR**

*GRIMBLE & CO., Limited, London, N.W., Eng.*

## NOVA SCOTIA MARKETS.

HALIFAX, August 18, 1902.

TAKING into consideration the fact that this is the dull season of the year, the wholesale and retail grocery business has been remarkably well sustained, and all business houses are fairly busy. There is complaint about a shortage in the usual prompt remittances, but this might naturally be expected at this period, as there are few natural products to send to market as yet, and money is comparatively scarcer in the country districts. With the very bright prospect ahead for good crops, the condition of things will be very materially altered and a better tone infused into business. There are very few changes of great importance to note in the price situation. The market may be considered as firm in most lines, with an easier feeling in prospect as soon as agricultural and fish products commence to move freely.

* * *

The supply of flour in stock here is light, and will continue so until the mills commence operations. Prices are firm. On account of reports of shortage in the wheat supply, prices may rule higher later on. Rolled oats, oatmeal and cornmeal are also light in stock, and prices steady and firm with no anticipation of a decline. Middlings and coarse feeds are very scarce and high, though the demand just now is not very great as compared with the earlier part of the season. Hay is quiet, and prices for new crop have not been established; much will depend on how the crop is harvested.

* * *

The tone of the sugar market, under a good demand, is much stronger than a month ago. Raw sugars are much firmer, and an advance is expected at any time. The local stocks are only fair, but all orders are being filled promptly. The general tendency all around is for higher prices. Molasses firm.

* * *

Butter is now very plentiful, and the market price has eased off. Creamery prints are being offered at 20c.; 5-lb. tubs of very fine butter are also selling at the same rate, and second quality, 15 to 16c. The cheese market has an easier tone. Large is quoted at 9½c.; small, 9⅓c. Eggs are also easier, as parties do not care to hold much stock during the hot weather. The price quoted is 16 to 17c., fresh, by the case.

* * *

Reports now seem to indicate that the results of the summer fishing are only fair as compared with other years. Values have increased, and $3.60 is quoted for dry, slack-salted cod. Reports from Newfoundland and Gaspe show that the catch has been large, and has been cured well. Prices, on this account, for hard cod are easier. The West-Indian market has slightly improved, but may still be considered as dull. Brazilian prices have improved, and are now almost as good as a year ago.

R.C.H.

COWAN'S FINE SWEET COATINGS
Beaver, Maple Leaf, Ebony, Empress, etc.
UNSWEETENED Gem, Superior, Ruby, Amber, Hero, Golden and Extra Golden.
COWAN'S fine Cocoa for Soda Fountains, in 5-lb. tins. The best and purest.
THE COWAN CO., Limited, TORONTO

"Sarnia" OIL LAMP
Equal to best American Oil. GROCERS ALL SELL IT.
THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.
SAMUEL ROGERS, President.

Austrian Sugar
ON SPOT---TO ARRIVE or FOR IMPORT.
Samples and quotations on application.
ALEX. WILLS, 27 St. Sacrament Street, MONTREAL

GROCERS THERE IS NO TIME LIKE THE PRESENT, for selling the celebrated
Pure Lime Fruit Juice
MONTSERRAT
It is acknowledged by all who use it to be the best. Analysis proves this to be a fact. Guaranteed 25 per cent. stronger than any other juice. Purchaser therefore obtains better value for money. Small bottle contains 40 drinks, and is equivalent to 30 lemons, and much more convenient.
A noteworthy fact about "MONTSERRAT" is that grocers can feel safe in keeping any quantity left over from one season to another without fear of affecting its saleableness. This is only possible with "Montserrat."
"MONTSERRAT" is made from Cultivated Limes.
EVANS and SONS, Limited, MONTREAL and TORONTO

# Graham's Jams, Jellies and Marmalade

are well known all over the Dominion as a **standard of quality.** When ordering try them.

AGENTS:
GEO. J. CLANCY & CO.,
59-61 Front St. E., TORONTO.

***Canada Preserving Company,***
HAMILTON.

# LISTEN!

We are offering goods at the uniform Association prices.
We solicit your patronage on **the merit of our goods.**
We guarantee the quality of any line of goods packed by us **equal to the best brands packed on the Continent of America.**
We are ready to support this statement with samples. **Don't be side-tracked.**
Your wholesale house will supply our best brands if you insist upon it. If not, write for quotations.

## Delhi Canning Co., Limited, -:- Delhi, Ont.

JERSEY CREAM YEAST CAKES—THE ONLY YEAST WITH CREAM IN IT.

JERSEY CREAM YEAST CAKES—THE ONLY YEAST WITH CREAM IN IT.

**WANTED**—Two first-class representatives—one to represent us Toronto west—the other Toronto east. Must be A 1 men with experience and capable of handling specialties—no others need apply.

LUMSDEN BROS, TORONTO.

JERSEY CREAM YEAST CAKES—THE ONLY YEAST WITH CREAM IN IT.

JERSEY CREAM YEAST CAKES—THE ONLY YEAST WITH CREAM IN IT.



# The THISTLE Brand

**Are High-Grade**

## TOMATOES, CORN, PEAS, Etc.

GUARANTEED SECOND TO NONE.

## BRIGHTON CANNING CO.

## MANITOBA MARKETS.

WINNIPEG, August 18, 1902.

ACTUAL business at the present time is light in jobbing circles, but all houses are busy and well satisfied in view of the continued excellent crop prospects and the outlook for heavy fall trade. In grocery and produce lines there is little if any news to report, prices remaining very steady in nearly all lines.

The number of canners withdrawing quotations from the market has increased during the week, and all quotations for salmon have been withdrawn on the understanding that the catch on the Fraser River will be light.

CANNED GOODS — Corn has been advanced 5c. per case, and is now quoted at $1.95 to $2. Tomatoes are very firm at $2.75. Peas are unchanged. New strawberries and cherries are on the market and the quality is very satisfactory.

EVAPORATED AND DRIED FRUITS—New apricots are selling well at 10½ to 12c. This is the only line of new goods in. Evaporated apples are over practically, and there is an active demand for dried, of which a fair supply of good quality is on hand. Quotations on new Valencia raisins are still awaiting, and there is nothing new to report. The market at present is supplied with Californian stock.

GREEN FRUITS—Demand is very active just now, more especially for preserving. There have been few changes of price during the week. Plums are quite short in supply at present. Prices are as follows : Oranges, $5 to $6 per case ; Californian lemons, $6 per case ; bananas, $2.75 to $3 per bunch ; box apples, $2.50 ; barrel apples, $6 ; watermelons, per doz., $4 to $5; pineapples, $3 per doz.; peaches, $1.25 per box ; plums, $1.50 per box ; prunes, $1.50 per box; pears, $3 per box.

SUGAR — Is unchanged and in good demand. We quote : Extra standard granulated, $4.35; extra ground, 5½c.; powdered, 5½c.; lumps, 5¼c.; bright yellow sugar, $3.75.

MAPLE SYRUP—Eastern townships maple syrup has been reduced to $5.25 for the case of 6 half-gal. tins.

BUTTER—Creamery is offering fairly, but the demand is light. Prices at factories run from 17 to 17½c. Dairy butter is plentiful, and 12c. Winnipeg is an outside figure for round lots of fresh made, the only grade being called for at present.

CHEESE—The supply is not large and market is firm at 9 to 9½c.

EGGS—Are very scarce, and Winnipeg dealers willingly pay 15c., Winnipeg.

CEREALS — The demand for rolled oats, especially for eastern trade, is increasing, and Winnipeg mills are considerably oversold. There is no change, the price being $2.20 for 80's, and other sizes in proportion. White beans have advanced and are quoted at $1.85 with every prospect of much higher prices in the near future; in fact, it is stated that they will reach the $2.50 before the season is over owing to a shortage of supply, but this may be a story similar to the one told a few weeks later than this last year, when the crop was reported very short and prices went up by leaps and bounds, but tumbled just as rapidly.

FLOUR — There is a good local demand, and milling companies are making considerable export shipments to Fiji and Australia. Prices are without change, being : No. 1, $2.05 ; No. 2, $1.90 ; No. 3, $1.75; No. 4, $1.60, and No. 5, $1.25.

## CONVENTION OF LIQUOR DEALERS.

THE first annual convention of the Liquor Dealers' Association of the Province of Quebec will be held in Montreal on September 3 and 4. A programme has already been decided upon, which includes, besides the discussions of topics of interest to the Association, a visit to Sohmer Park and Delorimier Park, trolley rides about the city, with bands in attendance, etc. As special rates will be allowed by railway and steamship companies, many are expected to attend from Quebec, Sherbrooke, Three Rivers, St. Hyacinthe, Valleyfield and Hull, as well as from smaller places.

The convention will be opened at 10 a.m. on September 3 at the Monument National, the Mayor and Lawrence A. Wilson, president of the Licensed Victuallers' Association of Montreal, delivering addresses. A lunch will then he served in the drill hall, and the members, returning, will discuss the following subjects : "Licenses in rural municipalities to be based on the population, and made obligatory in certain cases"; "Should licenses be permanent, and a change be made in the present system?" "Is the appointment of a liquor inspector necessary?" "Means to be adopted to put an end to illicit stills, and unauthorized sale of liquors," and "The protection to be granted to liquor dealers by the Government first, and then by the municipalities, should be in proportion to the large amount paid by them as well in duties as in licenses."

## THE BRAZILIAN COFFEE CROP.

EUGENE SEEGER, the United States Consul at Rio de Janeiro, Brazil, under date of July 17, writes as follows :

"I give below the authentic figures of coffee production for the harvest year closed on June 30, 1902. They are :

| | Bags of 132 lb. |
|---|---|
| Received in the port of Rio..... | 4,971,686 |
| Received in the port of Santos..... | 10,149,327 |
| Total in the two ports..... | 15,121,013 |

"The receipt of the other ports (Victoria, Bahia, Pernambuco, etc.) will be sufficient to make up a total of 16,000,000 bags. The present harvest, the marketing of which commenced on July 1 of this year, may be estimated at 10,000,000 bags. The bears, of course, send out circulars to prove that the harvest will be much less than this quantity, and the bulls are not less energetic in the attempt to prove that the harvest will be a great deal more. At present there are no figures obtainable which are absolutely reliable.

"Coffee is now the subject of very active speculation, and prices, low as they are, are to a great extent upheld by speculators. The visible supplies in Europe, as well as in the United States, are more than sufficient to cover a year's consumption. If the new crop (the harvest of 1903), which will be in bloom about the end of October and then be susceptible of estmates, should turn out, as it is likely, to be a good one, a considerable decrease in the prices seems inevitable. This would naturally bring about a decrease in exchange and in the irredeemable Brazilian paper currency."

BOSTON POPCORN FRITTERS
To retail at 5c. Will help your confectionery trade and give you good profit.
SAMPLES AND PRICES FREE ON APPLICATION.
THE GLOBE MFG. CO., 103 Adelaide St. West, TORONTO.

G.O.B. Manitoba Patent
surpasses in whiteness and purity any All Manitoba patent flour of same price, and has equal strength.
We have considerable Bran and Shorts to offer in mixed cars.
Our CALLA LILY is A 1 family flour.
MODEL ROLLER MILLS, Perth, Ont.

# Hailed with Enthusiasm!

**Every smoker has his favorite Cigar, and the way the devotees of our**

## "Marguerite"

are recommending it to their friends, makes it easy for you to sell, and hard for us to keep up with the demand.

There isn't a "three f'r" in Canada more popular. Just think of our shipping **3,566,565** last year!

It's just the cigar for your trade, and if you haven't convinced yourself of it we'd like to assist in the convincing process.

**The Geo. E. Tuckett & Son Co., Limited, Hamilton**



**Factory of Christie, Brown & Co., Limited, Manufacturers of FINE BISCUITS.**

# NEEDED CHANGES IN SHIPPING APPLES.

By R. & J. Graham, Belleville, Ont.

THIS subject naturally divides itself into two heads, viz.: "How can we transport the fruit?" and "In what kind of package shall we put it?"

To get an apple from the tree to the consumer at the least cost, and in the most perfect condition, is a problem seriously occupying the attention of all fruit growers and shippers, whose success or failure largely depends on their ability in this direction.

The first step in transportation is from the tree to the basket, where, in most cases, serious damage is done.

### BRAINS NEEDED.

Apple pickers require brains as well as muscle, and to pick an apple properly requires some study and experience. The writer has noticed many apples literally pulled from the trees with the fruit spur attached, not only damaging the fruit, but ruining the tree itself for future bearing.

If apples are carefully turned upwards they will break from the fruit spur clean, with the least resistance, and avoid thumb-marks so common in apples, which seriously impair the keeping quality and spoil the appearance, particularly of green or yellow fruit. All shippers should instruct their packers very particularly on this point.

### FROM BASKET TO BARREL.

The next move in transportation is from the basket to the barrel or package in which the apples are taken to market. Again they run a most hazardous gauntlet. Most apples are dumped on the ground in heaps, whereas, in the writer's opinion, apples should never touch the ground, but be carefully emptied on a canvas stretcher of simple construction, holding about three or four barrels at most, and about 3½ to 4 ft. high, so that the sorter may stand up to his work and use both hands and eyes in this most important transaction. From the stretcher they should go directly into the package for market or store, graded as the shipper's customers may desire.

Now that the fruit is in the package at the tree, it should be carefully

### TRANSPORTED TO THE FRUITHOUSE,

railway or boat landing at once, on a conveyance having springs. Much fruit is damaged seriously by remaining in barrels on the ground after packing, or by being moved in lumber wagons without springs over rough roads. These can be easily procured to attach to any wagon, and no fruit grower should be without them.

When we get the apples to the depot we again confront a difficult problem. What kind of a car should we use, or what kind of a car can we secure from the carrier? Arrangements should invariably be made with the railway to furnish the

### KIND OF A CAR DESIRED

and as required. No apples should remain at a depot longer than is necessary to load them directly into a car and get away the same evening. For short hauls ventilated cars should be used, and the car not filled to the roof, as frequently happens, but leave ample room for circulation of air. For any distance requiring more than 24 hours' railway journey, refrigerator cars should be used, and have them sufficiently iced. From the cars the apples should go direct to destination without delay, either to the consumer, fruithouse or steamer, for ocean transportation. Here, again, we confront a problem. What kind of space shall we use, or what can we secure?

Apples usually receive little care at the hands of vessel owners and stevedores, are generally handled roughly, and placed in the hold as closely stowed as possible, and, in most cases, without ventilation, and if they survive this gauntlet without being cooked and ruined the shipper may consider himself fortunate.

Can this be remedied? Combined action can do much to bring about the much needed reform. Let there be an active transportation committee and let us shippers be loyal to their recommendations demanding ventilated space or cool storage.

### THE FREIGHT RATE QUESTION.

Again, why should a barrel of apples pay more freight than a barrel of flour? This question has often been asked railway tariff committes, but has never yet been satisfactorily answered. So far as I can learn, the real reason is because they can collect more. They apparently think the business will stand it, but in a year like the present, when there is an abundant crop, cheap transportation would materially increase our markets, and place before the laboring classes, which form the masses of European population fruit, within the reach of their means.

Can this be accomplished? I maintain it can. A barrel of flour weighs about 50 lb. more than a barrel of apples, and usually is carried for about half the price. Does the barrel of apples get any more care from the carriers, any better protection from the weather, any better space, or is there any greater risk incurred? Do they pay any more claims or give any greater attention to the business? So far as I can ascertain the only thing they can claim is better, despatch en route as perishable freight is not so often side-tracked, but I have yet to learn of a railway that paid claims on apples for ordinary delay in transit, and I consider the handicap in weight quite sufficient to enable the carriers to move a barrel of apples quite as cheaply as a barrel of flour. Agitation would bring about this much needed reform.

### KINDS OF PACKAGES.

We next consider the various kinds of packages in use and their respective advantages. The barrel is the standard used for perhaps 90 per cent. of the fruit, but is it the best? California has adopted the box of four or five tiers, averaging about 40 lb. net of fruit, and this package is getting quite popular in some localities, and has the advantage of being more suitable for a grocer to handle as package goods. Many people would buy a box of those apples who could not be induced to buy a barrel at a time. When apples are retailed by the pound much of the fruit is injured by the customer or dealer turning it over, pinching it and examining it in a variety of ways that would not be done in a package. The cost of the package is about the same in each case.

### THE BUSHEL CRATE.

For the home trade and immediate use the bushel crate is becoming quite popular in Michigan, and has some advantages. It is cheaper than the barrel, saves all expense of packing, can be easier handled, all the fruit is open to view, any farmer can bring apples to the depot direct from the trees, and is a convenient package for the dealer and consumer when the apples are required for prompt use.

For high-class trade a compartment box is coming into use, and has been favorably received in the markets of Europe. These boxes are made to hold various amounts and different-sized apples, and are made something like an egg case, each apple having a compartment by itself and is thoroughly ventilated. A firm in London, Ont., are manufacturing them. Fruit growers of Niagara district are using them quite extensively. They cost more than a barrel, but for a high class trade there is nothing better. Apples stored in these packages for the Pan-American Exhibition with The Buffalo Cold Storage Co. kept in good condition for a year. One thing is essential to the transportation of apples in any package—air circulation.

I feel convinced that fully 50 per cent. of our apples are ruined from improper transportation from some of the causes referred to, and if apple shippers ever expect to climb the ladder of success to its topmost step it can only be accomplished by giving this most important question earnest consideration.

# Pure Gold Jelly Powder

# Pure Gold Flavoring Extracts

# Pure Gold Baking Powder

**WE MAKE THE DEMAND, YOU SELL THE GOODS EASILY.**

"A Good Package Adds Much to the Selling Qualities of the Goods."

## Shipping Pails and Packages




NOV 1 1902
RETURNED

— SUITABLE FOR —

Lard, Spice, Candy, Cocoanut, Butter, Jam, Pickles, Syrup.

If you insist upon your supplies of these being put up by the packer in **Cane's Newmarket Wooden Packages** increased sales will surely follow.

**If one of our representatives has not yet called upon you and you are in a hurry for goods, write, telephone, or telegraph at our expense.**

## UNITED FACTORIES, Limited

**OPERATING:**
**Boeckh's Toronto Factories,**
**Bryan's London Factories,**
**Cane's Newmarket Factories.**

**Head Office, TORONTO.**

MONTREAL BRANCH : 1 and 3 DeBresoles St.

LONDON BRANCH : 65 Dundas St.

# Jonas' Flavoring Extracts

are sold strictly on their merits, and are never found wanting in *strength, purity, richness.* Remember, a satisfied customer is an invaluable advertisement for the grocer. **JONAS' FLAVORING EXTRACTS** make satisfied customers. If you are on the outlook for a staying and permanent trade, experience has taught you that it is best to sell articles that have been tried and not found wanting—which can be relied upon to satisfy your most particular customers. The high quality of **JONAS' EXTRACTS** helps the retailer win the best trade in the town. They are

## Steady and Persistent Pullers of Trade.

MANUFACTURED BY

**HENRI JONAS & CO.**

MONTREAL

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**HOW'S YOUR STOCK OF**

# Olives—French Capers—Salad Oils?

We have the very finest quality of Olives from Spain in pint and quart bottles—also in ½-gallon and 1-gallon kegs.

We also have French Capers in bottles—½-gallon and 1-gallon kegs. They're the best to be had. Let us have your order.

Then our PURE VIRGIN SALAD OILS from France, in pint and quart bottles, are just the right kind for your best trade.

**Our Prices are Right.** **Mail Orders promptly attended to.**

JONAS' MILITARY DRESSINGS are guaranteed to be perfectly waterproof, and to make boots, shoes, rubbers, harness, etc., look like new. They're certain to please every purchaser.

## HENRI JONAS & CO., Montreal

# CURRENT MARKET QUOTATIONS

August 21, 1902.

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, St. John, N.B., and Halifax. The prices are solicited for publication, and are of such quantities and qualities as are usually ordered by retail dealers on the usual terms of credit. For Winnipeg market report and prices, see page —.

Goods in large lots and for prompt pay are generally obtainable at lowest prices.

All quotations for staple products are under the direct control of the Editors, who call daily upon all the leading houses in the principal centres.

| BUTTER, CHEESE AND EGGS | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| Dairy, choice, large rolls, lb. | $..... | $0 18 | $ 14 | $0 15 | $..... | $0 16 |
| " " pound blocks | 17 | 18 | 15 | 16 | 16 | 18 |
| " tubs, best | 16 | 17 | ..... | 15 | 17 | 19 |
| " tubs, inferior | 14 | 16 | 12 | 13 | 14 | 16 |
| Creamery, boxes | 19 | 19½ | 18½ | 19 | 20 | 21 |
| " prints | .. ... | 20¼ | 19 | 20 | 22 | 24 |
| Cheese, new, per lb | 9½ | 10 | 10 | 10½ | 10 | 10½ |
| Eggs, new laid, per doz | 15¼ | 15½ | 14 | 15 | 17 | 18 |
| **CANNED GOODS** | | | | | | |
| Apples, 3's | ..... | ..... | 90 | 1 00 | 1 00 | 1 10 |
| " gallons | ..... | 2 50 | 3 10 | 3 25 | 2 70 | 2 80 |
| Asparagus | 2 20 | 2 25 | 2 00 | 2 40 | ..... | ..... |
| Beets | 1 00 | 1 00 | 90 | 1 00 | ..... | 1 10 |
| Blackberries, 2's | ..... | 1 30 | 1 40 | 1 70 | 1 50 | 1 80 |
| Blueberries, 2's | 92½ | 95 | 80 | 85 | 95 | 1 00 |
| Beans, 2's | 80 | 90 | 70 | 5 | 90 | 95 |
| Corn, 2's | 82½ | 85 | 80 | 95 | 80 | 90 |
| Cherries, red, pitted, 2's | 2 25 | 2 30 | 2 10 | 2 25 | 2 30 | 2 40 |
| " white | 2 25 | 2 30 | 2 00 | 2 25 | ..... | ..... |
| Peas, 2's | 82½ | 85 | 82½ | 87 | 85 | 90 |
| " sifted | 95 | 1 05 | 90 | 1 00 | 1 10 | 1 15 |
| " extra sifted | 1 05 | 1 15 | 1 20 | 1 25 | 1 20 | 1 25 |
| Pears, Bartlett, 2's | 1 50 | 1 60 | 1 75 | 2 00 | 1 75 | 1 80 |
| " " 3's | 1 90 | 2 00 | 2 00 | 2 40 | 2 00 | 2 25 |
| Pineapple, 2's | 2 00 | 2 40 | 2 25 | 2 50 | 2 15 | 2 25 |
| " 3's | 2 25 | 2 40 | 2 50 | 2 60 | 2 50 | 2 60 |
| Peaches, 2's | 1 75 | 1 85 | 1 75 | 1 90 | ..... | 1 75 |
| " 3's | 2 60 | 2 70 | 2 50 | 2 75 | 2 70 | 2 80 |
| Plums, green gages, 2's | 1 30 | 1 35 | 1 10 | 1 25 | 1 30 | 1 60 |
| " Lombard | 1 20 | 1 25 | 1 00 | 1 10 | 1 30 | 1 50 |
| " Damson, blue | 1 00 | 1 25 | ..... | 1 00 | 1 10 | 1 30 |
| Pumpkins, 3's | ..... | 85 | ..... | 90 | 90 | 1 00 |
| " gallon | ..... | ..... | 2 10 | 2 25 | 2 10 | 2 25 |
| Raspberries, 2's | 1 40 | 1 50 | 1 60 | 1 80 | 1 70 | 1 75 |
| Strawberries, 2's | 1 50 | 1 75 | 1 60 | 1 75 | 1 50 | 1 75 |
| Succotash, 2's | 1 00 | 1 25 | ..... | 1 15 | 1 10 | 1 15 |
| Tomatoes, 3's | 1 12½ | 1 17½ | 1 15 | 1 20 | 1 25 | 1 30 |
| Lobster, talls | 2 75 | 3 20 | ..... | 3 25 | 2 50 | 3 25 |
| " 1-lb. flats | 3 00 | 3 75 | 3 50 | 3 70 | ..... | 1 25 |
| " ½-lb. flats | 1 75 | 1 85 | 1 75 | 1 80 | ..... | 1 75 |
| Mackerel | 1 00 | 1 10 | 1 15 | 1 25 | 1 35 | 1 45 |
| Salmon, sockeye, Fraser | 1 35 | 1 40 | 1 35 | 1 45 | 1 50 | 1 75 |
| " " Northern | ..... | ..... | 1 25 | 1 30 | 1 15 | 1 25 |
| " " Horseshoe | ..... | ..... | 1 42½ | 1 45 | ..... | .. .. |
| " Cohoes | 1 00 | 1 15 | 1 05 | 1 15 | 1 00 | 1 10 |
| Sardines, Albert, ¼'s | 12 | 12½ | 12½ | 13 | 14 | 15 |
| " " ½'s | 20 | 21 | 20 | 21 | 20 | 21 |
| " Sportsman, ¼'s | 11¼ | 12 | ..... | 12½ | ..... | 12 |
| " " ½'s | 19 | 20 | ..... | 21 | 20 | 21 |
| " key opener, ¼'s | 9 | 11 | 10½ | 11 | 16 | 18 |
| " " ½'s | ..... | 18 | 18½ | 23 | 10 | 11 |
| " P. & C., ¼'s | 20 | 22½ | 23 | 25 | 23 | 25 |
| " " ½'s | 27½ | 30 | 33 | 36 | 33 | 36 |
| " Domestic, ¼'s | 4 | 4¼ | 4 | 4½ | 4 | 4¼ |
| " " ½'s | 7 | 8 | 9 | 11 | ..... | ..... |
| " Mustard, ¼ size, cases 50 tins, per 100 | 7 50 | 11 00 | 8 50 | 9 00 | 8 00 | 9 00 |
| Haddies | ..... | 1 00 | 1 00 | 1 10 | 1 00 | 1 10 |
| Kippered Herrings | 1 00 | 1 85 | 1 00 | 1 55 | 1 00 | 1 10 |
| Herring in Tomato Sauce | 1 00 | 1 55 | 1 00 | 1 70 | ..... | 2 00 |
| **CANDIED PEELS** | | | | | | |
| Lemon, per lb | ..... | 10½ | 10 | 12½ | 12 | 13 |
| Orange, " | ..... | 11 | 11 | 13 | 13 | 13 |
| Citron, " | ..... | 15 | 15 | 18 | 15 | 17 |
| **GREEN FRUITS** | | | | | | |
| Oranges, Valencias, per case | ..... | ..... | ..... | 5 50 | ..... | ..... |
| " Sorrentos | 3 75 | 4 00 | ..... | 4 00 | ..... | 4 50 |
| Can. Plums, per basket | ..... | 0 40 | 30 | 60 | ..... | ..... |
| Cucumbers, per doz | ..... | 0 11 | ..... | ..... | ..... | ..... |
| Cucumbers, per basket | ..... | ... | 20 | 25 | ..... | ..... |
| Lemons, Messina, per box | 2 00 | 3 00 | 2 00 | 3 00 | 3 00 | 4 50 |
| Bananas, Firsts, per bunch | 1 25 | 2 00 | 1 10 | 2 25 | 1 00 | 2 00 |
| Apples, per bbl | 1 50 | 2 50 | ..... | ..... | 3 00 | 4 00 |
| Tomatoes, per basket | 3 25 | 3 75 | 0 30 | 0 45 | ..... | ..... |
| Pears | ..... | ..... | 0 20 | 0 35 | 2 00 | 2 50 |
| Peaches | 0 30 | 0 35 | 0 17 | 0 25 | ..... | ..... |
| Lawton Berries | ..... | ..... | 0 05 | 0 06½ | ..... | ..... |
| Watermelons, per 100 | 17 00 | 20 00 | 20 00 | 30 00 | 3 00 | 4 00 |
| Canteloupes, or muskmelons, per crate | ..... | 3 50 | ..... | ..... | ..... | ..... |
| Californian Peaches | ... . | 1 25 | 1 25 | 1 50 | ..... | 1 25 |
| " Plums | 1 25 | 1 75 | ..... | 1 50 | 1 25 | 1 50 |
| " Pears | ..... | ..... | ..... | 2 25 | ..... | ..... |
| " Grapes | ..... | ..... | ..... | 2 50 | ..... | ..... |
| Apples, per basket | 0 20 | 0 30 | 0 10 | 0 25 | ..... | ..... |
| **SUGAR** | | | | | | |
| Granulated St. Law'ce and Red | ..... | 3 65 | ..... | 3 73 | ..... | ..... |
| Granulated, Acadia | ..... | 3 60 | ..... | 3 68 | ..... | 3 75 |
| Paris lump, bbls. and 100-lb. bxs | ..... | 4 20 | ..... | 4 28 | ..... | 4 55 |
| " in 50-lb. boxes | ..... | 4 30 | ..... | 4 38 | 4 65 | 4 75 |
| Extra Ground Icing, bbls | ..... | 4 20 | ..... | 4 55 | ..... | ..... |
| Powdered, bbls | ..... | 3 85 | ..... | 4 30 | 5 50 | 5 80 |
| Phœnix | ..... | 3 45 | ..... | 3 53 | ..... | ..... |
| Cream | ..... | 3 40 | ..... | 3 48 | ..... | ..... |
| Extra bright coffee | ..... | 3 55 | ..... | 3 68 | ..... | ..... |
| Bright coffee | ..... | 3 40 | ..... | 3 48 | ..... | ..... |
| Bright yellow | ..... | 3 35 | ..... | 3 43 | ..... | 3 45 |
| No. 3 yellow | ..... | 3 30 | ..... | 3 38 | ..... | ..... |
| No. 2 yellow | ..... | 3 10 | ..... | 3 18 | ..... | ..... |
| No 1 yellow | ..... | 3 00 | ..... | 3 08 | ..... | 3 15 |

| HARDWARE PAINTS AND OILS | Montreal. | | Toronto. | | St. John Halifax. | |
|---|---|---|---|---|---|---|
| Wire nails, base | ..... | $2 55 | ... .. | $2 55 | ..... | $3 20 |
| Cut nails, base | ..... | 2 35 | ..... | 2 35 | ..... | 2 85 |
| Barbed wire, per 100-lb. | ..... | 3 00 | ..... | 3 00 | 3 50 | 3 75 |
| Smooth Steel Wire, base | ..... | 2 60 | ..... | 2 60 | ..... | ..... |
| White lead, Pure | ..... | 5 87½ | ..... | 5 87½ | ..... | 6 80 |
| Linseed oil, 1 to 2 bbls., raw | ..... | 82 | ..... | 80 | ..... | 83 |
| " " " boiled | ..... | 85 | ..... | 83 | ..... | 87 |
| Turpentine, single bbls | ..... | 67 | ..... | 70 | ..... | 75 |
| Benzine, in bbls., per gal | ..... | ..... | ..... | 17 | ..... | 19½ |
| **SYRUPS AND MOLASSES** | | | | | | |
| Syrups— | | | | | | |
| Dark | ..... | 1⅞ | ..... | ..... | ..... | ..... |
| Medium | ..... | 2½ | 30 | 32 | ..... | ..... |
| Bright | ..... | 2⅝ | 35 | 37 | ..... | ... .. |
| Corn Syrup, barrel, per lb | .... | 3½ | ..... | 3½ | ..... | ..... |
| " " ½ bbls. " | ..... | 3⅝ | ..... | 3⅝ | ..... | ..... |
| " " kegs " | ..... | 3¾ | ..... | 3¾ | ..... | ..... |
| " " 3 gal. pails, each | ..... | 1 60 | ..... | 1 60 | ..... | ..... |
| " " 2 gal. " " | ..... | 1 20 | ..... | 1 20 | ..... | .. .. |
| Honey | ..... | ..... | ..... | 40 | ... | ..... |
| " 25-lb. pails | ..... | 1 05 | ..... | 1 00 | ..... | ..... |
| " 38-lb. pails | ..... | 1 0 | ..... | 1 40 | ..... | ..... |
| Molasses— | | | | | | |
| New Orleans, medium | 22 | 30 | 25 | 30 | 28 | 30 |
| " " Open kettle | ..... | ... .. | 40 | 50 | ..... | ..... |
| Barbadoes | 22 | 24 | ..... | 32 | 24 | 25 |
| Porto Rico | ..... | 38 | 38 | 42 | 30 | 32 |
| **CANNED MEATS** | | | | | | |
| Comp, corn beef, 1-lb. cans | 1 55 | $1 65 | $1 55 | $1 65 | $1 55 | $1 60 |
| " " 2-lb. cans | 2 75 | 3 00 | 2 85 | 3 00 | 2 80 | 2 90 |
| " " 6-lb. cans | 7 90 | 9 60 | ..... | 8 25 | 8 75 | 9 25 |
| " " 14-lb. cans | 16 50 | 23 00 | ..... | 19 50 | 20 00 | 21 00 |
| Minced callops, 2-lb. can | ..... | 2 75 | ... .. | 2 60 | 2 50 | 2 80 |
| Lunch tongue, 1-lb. can | 3 00 | 3 90 | ..... | 3 00 | 3 00 | 3 25 |
| " " 2-lb. can | 6 00 | 7 90 | ..... | 7 00 | 6 80 | 7 00 |
| English brawn, 2-lb. can | 2 40 | 2 75 | ..... | 2 45 | 2 75 | 2 80 |
| Camp sausage, 1-lb. can | ..... | ..... | ..... | 2 50 | 2 50 | ..... |
| " " 2-lb. can | ..... | ..... | ..... | 4 00 | 4 00 | ..... |
| Soups, assorted, 1-lb. can | 1 15 | 1 50 | ..... | 1 50 | 1 40 | |
| " " 2-lb. can | 2 40 | 2 45 | ..... | 2 20 | 2 25 | |
| Soups and Boull, 2-lb. can | 1 75 | 2 50 | ..... | 1 80 | 1 75 | |
| " " 6-lb. can | 3 50 | 5 85 | ..... | 4 50 | 4 25 | 4 50 |
| Sliced smoked beef, ½'s | 1 65 | 1 70 | 1 65 | 1 70 | ..... | 2 00 |
| " " 1's | 2 75 | 3 10 | 2 80 | 2 95 | ..... | 3 25 |
| **FRUITS** | | | | | | |
| Dried— | | | | | | |
| Currants, Provincials, bbl | ..... | ..... | ..... | ..... | ..... | ..... |
| " Filiatras, cases | ..... | 5¾ | 5¾ | 6 | ..... | ..... |
| " ½-cases | 5⅛ | 5⅝ | 5⅝ | 6 | ..... | ..... |
| " Patras, cases | ..... | 6 | 6½ | 7 | ..... | ..... |
| " " ½-cases | ..... | 6 | 6⅝ | 7 | ..... | ..... |
| Amalias | 6½ | 7 | 7 | 7⅛ | ..... | 6½ |
| Vostizzas, cases | 6½ | 7 | 8 | 8½ | ..... | ..... |
| Dates, Hallowees | ..... | 4¼ | ..... | 4½ | ..... | 4½ |
| " Sairs | ..... | 3½ | ..... | 4⅝ | ..... | 4 |
| Figs, Elemes | ..... | 1 00 | 8 | 18 | 8 | 10 |
| " Mats, per lb | 3 | 3¼ | ..... | 3¼ | ..... | ..... |
| " Tapnets | ..... | 3 30 | ..... | 3½ | ..... | ..... |
| " Naturals | ..... | ..... | 3¼ | 4 | ..... | ..... |
| Prunes, California, 30's | ..... | 9 | ..... | ..... | 10 | 12 |
| " " 40's | ..... | 8½ | 8¾ | 10 | 9 | 9½ |
| " " 50's | ..... | 8¼ | 8 | 8½ | 8½ | 9 |
| " " 60's | ..... | 8 | 7⅞ | 8 | 8 | 8½ |
| " " 70's | ..... | 7½ | 6¾ | 7½ | 7½ | 8 |
| " " 80's | ..... | 7 | 6½ | 7 | 7 | 7½ |
| " " 90's | ..... | 6½ | 5¼ | 5½ | 6½ | 7 |
| " " 100's | ..... | 6 | ..... | 5 | 6 | 6½ |
| " Bosnia, A's | ..... | ..... | ..... | 5 | ..... | ..... |
| " " B's | ..... | ..... | 7½ | 8 | ..... | ..... |
| " " U's | ..... | 5 | 6¼ | 6½ | ..... | ..... |
| " French, 50's | ..... | ..... | ..... | ..... | ..... | ..... |
| " " 110's | ..... | 5 | ..... | ..... | ..... | ..... |
| Raisins, Fine off stalk | .. | 6¼ | 6½ | 7 | ..... | 5 |
| " Selected | 7½ | 8 | ..... | 8½ | 5½ | 6 |
| " Selected layers | 6½ | 7 | .... | 8½ | 6½ | 7 |
| " Sultanas | ..... | 9 | 8½ | 12 | 10 | 12 |
| " California, 2-crown | 5 | 5½ | ..... | ..... | 6½ | 6¾ |
| " " 3-crown | 7¼ | 7¾ | ..... | ..... | 8 | 8½ |
| " " 4-crown | 7¾ | 8 | ... | .... | 8½ | 9 |
| " " 1's seeded, 3-cr. | 9¾ | 10½ | 8½ | 10 | 9½ | 10½ |
| " Empire clusters | 1 50 | 1 60 | ..... | 2 60 | | 2 00 |
| " Black baskets | ..... | ..... | ..... | 2 25 | 2 00 | 2 25 |
| " Extra clusters | ..... | ..... | ..... | 3 35 | ..... | 2 50 |
| " Dehesa clusters | ..... | ..... | ..... | 3 10 | 3 00 | 3 50 |
| " Royal B. clusters | 3 25 | 3 30 | ..... | 5 00 | ..... | ..... |
| " Connoisseurs cl'str's | ..... | ..... | ..... | 2 10 | ..... | ..... |
| " Excelsior clusters | ..... | ..... | ..... | 4 60 | ..... | ..... |
| Evaporated apples | ..... | ..... | 10½ | 11 | ..... | ..... |
| Dried " | ..... | ..... | 6 | 6½ | ..... | ..... |
| **PROVISIONS** | | | | | | |
| Dry Salted Meats— | | | | | | |
| Long clear bacon | . .... | 12 | 11 | 11½ | ..... | ..... |
| Smoked meats— | | | | | | |
| Breakfast bacon | ..... | 15½ | 14½ | 15 | .. | ..... |
| Rolls | ..... | 12½ | 12 | 12½ | 11 | 12 |
| Medium Hams | ..... | 14 | 13½ | 14 | 14 | 15 |
| Large Hams | ..... | 13 | 12½ | 13 | ..... | ... .. |
| Shoulder hams | ..... | 13 | 11 | 11½ | ..... | ... |
| Backs | ..... | 15 | 14½ | 15 | ..... | ..... |
| Meats out of pickle 1c. less. | | | | | | |
| Barrel Pork— | | | | | | |
| Canadian heavy mess | ..... | 23 00 | ..... | 21 50 | 21 50 | 22 50 |
| " short cut | 21 50 | 22 00 | 23 00 | 23 50 | 23 00 | 24 00 |
| Plate beef | 12 50 | 13 50 | | 15 00 | 14 00 | 16 00 |
| Lard, tierces, per lb | ..... | 11 | 10¾ | 11 | 11¾ | 12½ |
| Tubs | ..... | 11½ | 11 | 11¼ | 12¼ | 12¾ |
| Pails | ..... | 11¼ | 11¼ | 11½ | 12½ | 13 |
| Compounds | ..... | ..... | 8¾ | 10¼ | ..... | ..... |

# Olive Oil

**Barton & Guestier**
BORDEAUX, FRANCE.

## Shippers of The Standard Olive Oil of the world.

## JOHN HOPE & CO., - MONTREAL.

SOLE AGENTS FOR CANADA.

By Special Appointment to His Majesty
King Edward VII.

## CANTRELL & COCHRANE,

*DUBLIN and BELFAST.*

**C. & C.** **"Ginger Ale"**

**C. & C.** **"Club Soda"**

**C. & C.** **"Royal Seltzer"**

C. & C. have been awarded 33 Gold and Prize Medals for special excellence and superiority of manufacture.

JOHN HOPE & CO., MONTREAL, - - SOLE AGENTS FOR CANADA.


| COFFEE | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| Green— | | | | | | |
| Mocha | ..... | 24 | 23 | 28 | 25 | 30 |
| Old Government Java | ..... | 27 | 22 | 30 | 25 | 30 |
| Rio | ..... | 10 | 7 | 12 | 12 | 18 |
| Santos | ..... | ..... | 9½ | 10½ | ..... | ..... |
| Plantation Ceylon | ..... | 29 | 26 | 30 | 29 | 31 |
| Porto Rico | ..... | ..... | 22 | 25 | 24 | 28 |
| Gautemala | ..... | ..... | 22 | 25 | 24 | 26 |
| Jamaica | ..... | 18 | 16 | 20 | 18 | 22 |
| Maracaibo | ..... | 18 | 14 | 18 | 12 | 13 |
| **NUTS** | | | | | | |
| Brazil | 11¾ | 12¼ | 15 | 16 | ..... | 15 |
| Valencia shelled almonds | 25 | 26 | 30 | 35 | 30 | 35 |
| Tarragona almonds | ..... | 11 | ..... | 11½ | 12 | 13 |
| Formegetta almonds | ..... | ..... | ..... | 10½ | ..... | ..... |
| Jordan shelled almonds | ..... | 12 | 40 | 43 | ..... | ..... |
| Peanuts (roasted) | 8¼ | 13 | 8 | 10 | 9 | 10 |
| " (green) | 6¾ | 7¾ | 7 | 9 | ..... | ..... |
| Cocoanuts, per sack | ..... | 3 25 | ..... | 3 75 | 3 50 | 4 00 |
| " per doz | ..... | ..... | ..... | 60 | 60 | 70 |
| Grenoble walnuts | ..... | 10 | ..... | 10¾ | 11 | 13 |
| Marbot walnuts | ..... | 10 | 9½ | 10½ | ..... | ..... |
| Bordeaux walnuts | ..... | 9 | ... | 8 | 8½ | 9 |
| Sicily filberts | ..... | 9 | 9½ | 10½ | 8½ | 9 |
| Naples filberts | ..... | ..... | ..... | ..... | 10 | 11 |
| Pecans | 15 | 16 | 13 | 15 | 13 | 14 |
| Shelled Walnuts | ..... | 14 | 18 | 23 | ..... | 25 |
| **SODA** | | | | | | |
| Bi-carb, standard, 112-lb. keg | 1 65 | 1 80 | 2 00 | 2 25 | 1 70 | 1 75 |
| Sal soda, per bbl | 70 | 75 | 80 | 90 | 85 | 90 |
| Sal Soda, per keg | 95 | 1 00 | ..... | 1 00 | 95 | 1 00 |
| **SPICES** | | | | | | |
| Pepper, black, ground, in kegs pails, boxes | 16 | 18 | ..... | 15 | 14 | 15 |
| " in 5-lb. cans | 14 | 17 | ..... | 18 | 15 | 16 |
| " whole | 15 | 17 | ..... | 18 | 12 | 13 |
| Pepper, white, ground, in kegs pails, boxes | 26 | 27 | 26 | 27 | 24 | 28 |
| " 5-lb. cans | 25 | 26 | 25 | 26 | 20 | 22 |
| " whole | 23 | 25 | 23 | 25 | 20 | 22 |
| Ginger, Jamaica | 19 | 25 | 22 | 25 | 20 | 25 |
| Cloves, whole | 12 | 30 | 14 | 35 | 18 | 20 |
| Pure mixed spice | 25 | 30 | 25 | 30 | 25 | 30 |
| Cassia | 18 | 18 | 20 | 40 | 16 | 20 |
| Cream tartar, French | ..... | 25 | 24 | 25 | 20 | 22 |
| " " best | ..... | 28 | 25 | 30 | 25 | 10 |
| Allspice | 10 | 15 | 13 | 16 | 10 | 18 |
| **WOODENWARE** | | | | | | |
| Pails No. 1, 2-hoop | ..... | 1 65 | ..... | 1 55 | ..... | 1 90 |
| " " 3-hoop | ..... | 1 80 | ..... | 1 70 | ..... | 2 05 |
| " half, and covers | ..... | 1 65 | ..... | 1 60 | ..... | 1 75 |
| " quarter, jam and covers | ..... | 1 15 | ..... | 1 10 | ..... | 1 45 |
| " candy, and covers | 2 50 | 2 90 | ..... | 2 40 | ..... | 3 20 |
| Tubs No. 0 | 10 00 | 10 15 | ..... | 8 50 | ..... | 11 00 |
| " " 1 | 8 00 | 8 15 | ..... | 7 00 | ..... | 9 00 |
| " " 2 | 7 00 | 7 15 | ..... | 6 00 | ..... | 8 00 |
| " " 3 | | 6 15 | ..... | 5 25 | ..... | 7 00 |

| PETROLEUM | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| Photogene | ..... | ..... | 17 | 17½ | ..... | ..... |
| Canadian water white | 14½ | 15½ | ..... | 16 | 16½ | 17 |
| Sarnia water white | 16 | 17 | 16½ | 17 | 16½ | 17 |
| Sarnia prime white | ..... | 18 | 15 | 15½ | 16½ | 17 |
| American water white | ..... | 19 | 17½ | 18 | 17½ | 18 |
| Pratt's Astral (barrels extra) | 18½ | 19 | 17 | 17½ | 18½ | 19 |
| **Black— TEAS** | | | | | | |
| Congou—Half-chests Kaisow. | | | | | | |
| Moning, Paking | 18 | 60 | 13 | 60 | 11 | 40 |
| Caddies Paking, Kaisow | 17 | 40 | 18 | 50 | 15 | 4 |
| Indian—Darjeelings | 35 | 55 | 35 | 55 | 30 | 50 |
| Assam Pekoes | 20 | 40 | 20 | 40 | 18 | 40 |
| Pekoe Souchong | 18 | 25 | 18 | 25 | 17 | 24 |
| Ceylon—Broken Pekoes | 35 | 42 | 35 | 43 | 34 | 40 |
| Pekoes | 20 | 30 | 20 | 30 | 20 | 30 |
| Pekoe Souchong | 17½ | 19 | 17 | 35 | 17 | 35 |
| China Greens— | | | | | | |
| Gunpowder—Cases, extra first | 42 | 50 | 42 | 50 | ..... | ..... |
| Half-chests, ordinary firsts | 22 | 28 | 22 | 28 | ..... | ..... |
| Young Hyson—Cases, sifted extra firsts | 42 | 50 | 42 | 50 | ..... | ..... |
| Cases, small leaf, firsts | 35 | 40 | 35 | 40 | ..... | ..... |
| Half-chests, ordinary firsts | 22 | 38 | 28 | 38 | ..... | ..... |
| Half-chests, seconds | 17 | 19 | ..... | 23 | ..... | ..... |
| " thirds | 15 | 17 | 16 | 18 | ..... | ..... |
| " common | 13 | 14 | 14 | 15 | ..... | ..... |
| Pingsueys— | | | | | | |
| Young Hyson, ½-chests, firsts | 28 | 32 | 38 | 32 | 30 | 40 |
| " " " seconds | 18 | 19 | 16 | 19 | ..... | ..... |
| " Half-boxes, firsts | 28 | 32 | 28 | 32 | ..... | ..... |
| " " seconds | 16 | 19 | 16 | 19 | ..... | ..... |
| Japans— | | | | | | |
| ½-chests, finest Maypickings | 38 | 40 | 38 | 40 | ..... | ..... |
| Choice | 32 | 36 | 33 | 37 | ..... | ..... |
| Finest | 28 | 30 | 30 | 32 | ..... | ..... |
| Fine | 25 | 27 | 27 | 30 | ..... | ..... |
| Good medium | 22 | 24 | 25 | 28 | ..... | ..... |
| Medium | 19 | 20 | 21 | 23 | ..... | ..... |
| Good common | 16 | 18 | 18 | 20 | ..... | ..... |
| Common | 13 | 15 | 17 | 19 | ..... | ..... |
| Nagasaki, ½-chests, Pekoe | 18 | 22 | ..... | ..... | ..... | ..... |
| " " Oolong | 14 | 15 | ..... | ..... | ..... | ..... |
| " " Gunpowder | 16 | 18 | ..... | ..... | ..... | ..... |
| " " Siftings | 7½ | 11 | ..... | ..... | ..... | ..... |
| **RICE, MACARONI, SAGO, TAPIOCA.** | | | | | | |
| Rice—Standard B | 3 00 | 3 10 | ..... | 3½ | 3 25 | 3 40 |
| Patna, per lb | 4 25 | 4 50 | 4¾ | 5 | 5 | 6 |
| Japan | 4 40 | 4 90 | 5½ | 6 | 5 | 6 |
| Imperial Seeta | 4 60 | 4 90 | 4¾ | 5½ | 5 | 6 |
| Extra Burmah | ..... | ..... | 4¼ | 4¾ | 4 | 5 |
| Java, extra | ..... | 5¾ | 6 | 6½ | 6 | 7 |
| Macaroni, dom'ic. per lb., bulk | 3¾ | 4¼ | ..... | 7½ | ..... | ..... |
| " imp'd, 1-lb. pkg., French | 8 | 12 | 9 | 10 | ..... | ..... |
| " " " Italian | 8 | 10 | 11 | 12½ | ..... | ..... |
| Sago | 3¼ | 3½ | 3¾ | 4¼ | 4¾ | 5 |
| Tapioca | ..... | 3½ | 3½ | 3¾ | 4½ | 5 |

# ANNOUNCEMENT

**BORDEN'S CONDENSED MILK COMPANY** has established a branch factory at Ingersoll, Ontario, and is now prepared to fill all orders for the Canadian Trade promptly.




THIS COMPANY IS THE PROPRIETOR OF THE CELEBRATED




Eagle Brand Condensed Milk
Gold Seal Brand Condensed Milk and
Peerless Brand Evaporated Cream
(UNSWEETENED)

These products have received the highest Awards wherever exhibited.

**BORDEN'S CONDENSED MILK CO.**

Originators of Condensed Milk. Established 1857.

Selling Representatives in Canada: **F. W. HUDSON & CO, TORONTO, WM H. DUNN, MONTREAL.**

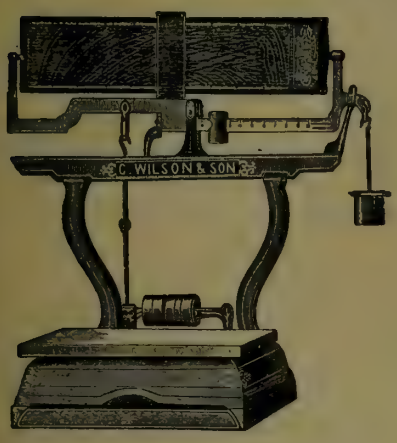
# A SUGGESTION.

You have only to suggest to your customers to once try

# JAMES' "DOME" LEAD

and it will please them sufficiently well to save you the trouble again, for they will always come back.

**W. G. A. LAMBE & CO.,** Canadian Agents.




## EASILY TURNED

This term applied to a person is not very complimentary. Applied to a weigh scale, however, it is the highest compliment possible. A scale that is not easily turned is useless.

**THE WILSON COMPUTING BALL BEARING SCALE WILL TURN WITH THE WEIGHT OF A HAIR.**

Can you not see the advantage of this in the constant weighing of goods? Give honest measure, but at the same time don't give away your profits.

Our **BALL BEARING COMPUTING SCALE OFFER** on easy terms of payment will interest you. Write for particulars.

CANADIAN MANUFACTURES FOR CANADA

**C. WILSON & SON**

69 ESPLANADE ST. E. TORONTO

# Gillard's Sauce Gillard's Pickle

Is still the best and cheapest. The most delicious English pickle made.

AS SUPPLIED TO

HIS MAJESTY THE KING

AND

HIS ROYAL HIGHNESS THE PRINCE OF WALES, K.G., Etc.

Sole Proprietors:

**GILLARD & CO., Limited, LONDON, ENG.**

# Goods that are Wanted in the West Indies.

By John M. De Wolfe, in The Halifax Herald.

A GREAT many in Canada are of the opinion that there is an unlimited market for all kinds of manufactured goods in the West Indies, and that the people down there are just waiting for some enterprising man or men in Canada to bring the goods right along to supply them and make their little fortune. But when you consider that at least two-thirds of the inhabitants of the British Islands do not get an average wage of 1s. or 24c. per day, you can readily see that their purchasing powers and their requirements are very limited. So, after getting their food and a little cloth for wearing apparel, there is very little left to buy manufactured goods or to spend for anything but the bare necessities of life.

THERE IS ALREADY A LIBERAL SUPPLY.

Any goods that there is a profit in are already supplied by the Americans, English or Germans, so if Canada wishes to do a trade down there (not already taken up by themselves), she will have to do a lot of missionary or pioneering work to get in at all. They will have to put their prices down low (or fine), put up their goods nicely and neatly with attractive labels, or they will not be able to compete.

I have taken goods down several times and thought, at starting, that my prices were all right. My goods were up to the standard, but prices were not in it, and to my very great surprise I could buy similar goods at retail, express duties and profits added, for less money than I could put them f.o.b. Halifax. As I sell those goods for a small commission, you can easily see how one is handicapped in that market trying to sell Canadian goods.

LOSS CAUSED BY DELAY IN SHIPMENTS.

Another drawback that will have to be remedied is, often after an order is taken in good faith the goods do not come forward in a reasonable time, and often not at all. I have been told frequently: "It is no use to give you an order; you do not fill it promptly nor up to sample; and, moreover, we could get our goods from Australia in less time than you take to get them along from Canada."

There is a better market for manufactured goods in Trinidad, and Canada is largely to the front there, especially in cordage, paints and oils, varnishes, leads, brooms, brushes, butter, cheese, funeral furnishings, etc. Although I note M. E. Tripp, of Trinidad, urges Canadians to look sharp after especial lines of paints, oils, cordage, etc., when he knew, or ought to have known, that the paint, oil and varnish lines are already represented by five of the largest manufacturing houses in that line in Canada, and brooms and brushes by three, so that Canada has now the best place and sells by far the greater part of the cordage used in that market.

It would not lead up to a busy, healthy trade to have too keen competition between Canadian manufacturers which would obtain if Mr. Tripp's advice were taken.

CANADIANS IN FRONT RANK.

There are a number of other lines in which Canadian manufacturers are in the front place, which has been brought about by hard, persevering work, and it is pleasing to note we have so many lines well in hand in the West Indies.

There are several lines we cannot handle at all to-day—galvanized iron and zinc goods, such as buckets, pails, roofing sheets, pans, etc.; also tinware, tin, granite ware, glazed ware, shelf hardware, crockeryware, wire nails, cut nails, etc. Woodenware is not used to any extent, as the heat soon destroys it. Galvanized iron and zinc take the place of it.

SHOULD HANDLE BEST GOODS FOR TRADE.

Now we shall take up the goods that Canada can supply to-day. Flour, peas, split and round, oats, bran, shorts, middlings, cornmeal, pork, beef, hams, bacon, lard and lard oil, butter, cheese, etc. The most important of these is flour, and if managed right large quantities can be sold. As we have made so many mistakes in the past, the only wonder is that one can sell flour at all. Still, our Canadian flour is getting into favor every day, and, with new and better methods of handling and selling it, looking sharp after the conditions of the market and its requirements, one may obtain here a ready sale.

Ship promptly good fresh stock, put up nicely, neatly labelled, good barrels, closely packed, just large enough to hold the required quantity—not as has been the case in the past, the barrel made to hold 10 or 12 lb. more flour than is required, causing it to sift out and shift about in the barrel when it is moved a little or roughly handled, and thus bringing it more in contact with the air, which will naturally help it to sour, especially in those hot storerooms down in the West Indies.

THE MANNER OF SELLING FLOUR.

There is another point I would draw attention to—the manner of selling flour and food products to bring successful results. The plan of the past has, in many cases, proved very unsatisfactory and must be remedied, and the sooner the better for the flour trade in the West Indies.

SHIPPER MUST BE IN TOUCH WITH DEALER.

You must get in touch with the dealers, and sell to them direct in as large or small quantities as they may require, and price might vary according to quantity. As most of the dealers are importers, it will be almost impossible to get them to buy from a commission merchant down there to whom the flour is sent on consignment, as is the usual way it is now shipped.

"But," you will say, "our flour cannot be bought any other way, and they must have it."

AMERICANS ALWAYS THERE TO COMPETE.

But that will not help matters at all, for the Americans are on hand to give them as good a brand at as low a price, and perhaps lower. And, moreover, if the dealer wants, say for a time, a particular brand, they will get their agents in New York to send it to them, or buy it through a New York house, and get it at first cost. The New York houses are bound to help them out, and their agents will sell direct to any one who will buy—that is able to pay for it—and he is on the alert all the time for new customers, offering all the inducements to get trade.

HINTS THAT CANADIAN GOODS ARE INFERIOR.

He does not forget to hint that the Canadian flour might sour soon and does not keep well. Knowing that one of the strongest arguments they use for successful sales is that their flour is largely ground from Manitoba wheat, leading them to believe or to suppose it is a particular brand of wheat, forgetting to tell the purchaser that the wheat is grown in Manitoba, one of the largest wheat-growing Provinces in Canada. Yet, they will urge that on account of having this wheat in the flour it causes it to keep much longer and make better bread.

NO OBJECTION TO FAIR CRITICISM.

I do not for a moment find fault with anyone for saying that our Canadian wheat will help the American flour if it is mixed with it, but I object to having the same wheat spoil and sour if ground in Canada. This seems to be the one complaint with our flour down in the West Indies—that it

*We extend a cordial invitation to our friends visiting the Capital during the Exhibition, August 22nd to 30th.*

*F. J. CASTLE - - OTTAWA.*

*Cor. Queen and Metcalfe* *Opposite Windsor Hotel.*

Established 1845. MODERN MACHINERY. UP-TO-DATE METHODS. Established 1845.




1 and 2-lb. Tins.

**When you hear a man talk about the quality and reputation of "Ewing's Coffee" and "Ewing's Spices,"** just remember that they are "**S. H. & A. S. Ewing's**—the perfected products of the old reliable house that has stood the test of 57 years. Try personally and be convinced of the superior aromatic flavor of S. H. & A. S. EWING'S High-Grade COFFEE. Compare the quality of S. H. & A. S. EWING'S High-Grade SPICES, and satisfy yourself that they are the best.

Handle S. H. & A. S. E. Mocha and Java, in 1 and 2-lb. tins (as cut), "Willison's Turkey Coffee," "Vienna Baking Powder," etc. Enquiries and mail orders solicited. Prompt shipment guaranteed.

**S. H. & A. S. EWING,** Montreal Coffee and Spice Steam Mills, 55 Cote St., MONTREAL, P.Q.

Subscribers wanting goods or special quotations on anything anywhere in Canada, at any time, can get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto or Montreal.

**COX'S GELATINE** Always Trustworthy
ESTABLISHED 1725.

Agents for Canada:
C. E COLSON & SON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO., Toronto, St. John, N.B., and Montreal

SEASON 1902.

**Butter Tubs**

Order now—ship when required. Best goods—fair price.

**WALTER WOODS & CO.**
HAMILTON.

Established 1862.

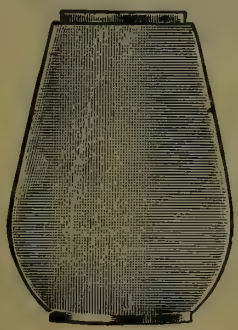
**E. THOMPSON & CO.**
LIVERPOOL,
Offices—11 Victoria St. . . . ENG.
Warehouses—48-52 Thomas St.

We solicit correspondence and offers of all kinds of **CANNED GOODS** and **DRIED FRUITS**, etc., suitable for the English and Continental markets. Consignments will receive best attention and advances made when required.

REFERENCE—Canadian Bank of Commerce.

American Agent—
G. H. THOMPSON,
107 Hudson St., NEW YORK.

ARE YOU USING OUR



Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?

Give them a Trial.
THE SYDENHAM GLASS CO.,
of WALLACEBURG, Limited.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Toronto Fruit Merchants.

*McWilliam & Everist*

Commission Merchants. Fruit Importers and Exporters.

Canadian Apples a Specialty.

CORRESPONDENCE SOLICITED.

Quote us if you have anything to offer.
Ask for our prices when requiring fruit.

25 and 27 Church St., TORONTO, Can.

Long Distance 'Phone Main 645.
Warehouse 'Phone Main 3394.

**Raspberries**

**Watermelons. Tomatoes**

Fresh arrivals daily at lowest market price.
Full stock of Oranges, Lemons and Bananas always on hand.

**HUSBAND Bros. & Co.**
82 Colborne St., TORONTO.
Phones, Main 54, Main 3428.

will not keep. My experience has been that the cause of any complaint of that kind is in the handling of the flour, for I know in a number of cases the flour was made and packed at least three or four weeks before it was in Halifax, and then perhaps delayed a time there, and that meant at least two months before it was in the hands of the consumers.

TIME CONSUMED IN HANDLING.

The same could, if properly handled, be put down in most of the islands in less than four weeks, making all the difference imaginable in its keeping qualities in the busy, hot West Indies climate.

You will kindly pardon me for taking up so much of your valuable space, but I thought it was due to our Canadian people to know some of the conditions of the West-Indian market. What they have to contend with to do a successful business in the West Indies I study.

A BETTER MARKET FOR SUGAR.

If we can make a better opening for the sale of their sugar in our markets, it would help materially in the West Indies. As we have already a branch of one of our live Canadian banks established in Trinidad, all arrangements for the monetary side of the question can be made, so that we will be able to do business in the West Indies with as much ease as we can in the more distant parts of our own Canada.

THE ADVANTAGES OF CONFEDERATION.

Until the British West Indian Islands are confederated and joined to us we may expect strong competition with England, Germany and the United States.

## CANNING IN NEW BRUNSWICK.

The G. W. Hogg Co., canners of fruits and vegetables, Fredericton, N.B., is this year building a new cannery at McGowan's landing, Sunbury county, which is regarded as the centre of the vegetable producing region of the Province. The cannery there is going to the producer rather than making the grower bring his produce to the cannery. It is anticipated that great quantities of tomatoes and other vegetables will be put up at McGowan's, and if the business this year meets the expectations of the proprietors another season will see a big development of the canning business.

G. W. Hogg stated, after several weeks spent at the company's canneries on the North Shore, that the lobster fishing this season was about the average, although the weather was cold and stormy, and decidedly adverse to good fishing.

The company has already sold enough canned apples to consume 2,500 barrels of the fruit. Mr. Hogg states that crops are all some weeks later than the average year.

## BRAZILIAN NUT AND CACAO CROPS.

FROM Para, United States Consul Kenneday reports as follows, under date of July 15, regarding the Brazilian nut and cacao crops: "The Brazilian nut crop for 1902 is nearly all in the hands of the dealers or in transit from the fields, and an accurate estimate of the total can be made. The crop is nearly double the combined output of the two previous years. The quality has also been unusually good, and the supply has been so judiciously handled that there has been neither a glut nor a shortage in the market during the season. Prices have ruled firm throughout and at no time has any stock accumulated. The demand from the United States increases steadily. In 1900, the United States took 44 per cent. of the crop and Europe the remainder. In 1901, we took 50 per cent. of the crop, and this year our purchases amounted to 55 per cent.

"The total shipments of nuts from the Amazon up to date have been 6,871 tons, of which Manaos shipped 3,778 tons and Para 3,093 tons. The most conservative estimates of the remainder of the crop place it at about 300 tons, thus making a total for the crop of 1902 of about 7,200 tons. The crop of 1900 was 2,514 tons; that of 1901, 2 808 tons.

THE CACAO CROP.

"The cacao market has been steady at average prices, and the demand fully equal to the supply. No crop in this country is subject to such fluctuations as cacao, and for this reason comparisons with previous crops are valueless. Little interest is manifested in the product in this region.

"The total shipments from the Amazon for 1902 have been:

| | Tons. |
|---|---|
| January | 314 |
| February | 310 |
| March | 409 |
| April | 408 |
| May | 562 |
| June | 587 |
| July | 300 |
| Total | 2,890 |

"Something more than one-third has been taken by the United States, and the balance by Europe. France, as usual, is the largest consumer, with Holland second. The trade with the United States is, however, increasing, and before long we shall doubtless consume the bulk of the cacao product of South America."

## THE WINDOW-TRIMMER.

Among the many branches of the window-decorator's art, none is more apparently important than the one of sign, show-card and ticket lettering. The two combinations should go hand-in-hand. What a boon to the window-decorator with a practical knowledge of all the rudiments for the production of neat and attractive show-cards and price-tickets at his finger-ends. The finest window displays may be ruined by amateur lettering, while artistic lettering often attracts as much attention as the goods. Every window-trimmer that aspires to the best-paying position in his line should procure the instruction book advertised in this issue by W. Edwards, Carleton Place, Ont., at $1 postpaid. Hundreds of decorators in all sections of the country are to-day reaping the benefits. The expense is small and success is sure.

POPULARITY is the proof of merit, and no brand has ever achieved popularity so quickly as

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

BOBS costs you only 36 cents, and pays a good profit.
BOBS is well advertised.
BOBS is selling well in almost every store from the Atlantic to the Pacific.
BOBS is A BIG PLUG FOR LITTLE MONEY

Made by
THE EMPIRE TOBACCO CO., LIMITED
MONTREAL, QUE.

# CEYLON TEA

BLACK AND GREEN

satisfies
the
taste
of
the
Canadian
people,
therefore
is
the
best
liked
tea
imported
into
Canada.

# CEYLON TEA

BLACK AND GREEN

is
the
most
satisfactory
and
profitable
tea
to
sell.

WHY ARE

# Southwell's

## *Jams*

superior to all other Imported Lines ?




**Because** each Jam has the individual flavor of its own fruit.

Many imported Jams taste all alike.

## Southwell's Don't.

WRITE FOR PRICE LIST, ETC.

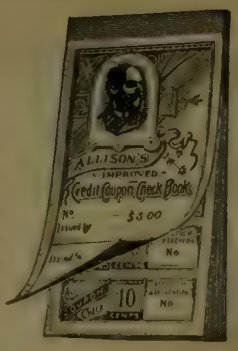
## FRANK MAGOR & CO.

16 St. John St., MONTREAL.

DOMINION AGENTS



# Cultivating WEEDS




wouldn't be considered very profitable by the farmers, yet thousands of merchants are cultivating the weeds of business by continuing the Old Style Pass book—errors every day. Forgotten charges. Hundreds of little things make a big aggregate amount. Adopt the modern ALLISON COUPON SYSTEM and throw away your time-wasting devices. Look here—

## If a Man Wants Credit

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by — **The Eby, Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.**

***ALLISON COUPON CO.,*** *Manufacturers, Indianapolis, Indiana.*


# Current Market Quotations for Proprietary Articles

Aug. 21, 1902.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. of a change is made, either an advance or decline, it is referred to in the market reports, as a matter of news whether manufacturers request it or not.

### BAKING POWDER.

| Cook's Friend— | Per doz. |
|---|---|
| Size 1, in 2 and 4 doz. boxes | $ 2 40 |
| " 10 , in 4 doz. boxes | 2 10 |
| " 2 in 6 " | 80 |
| " 12, in 6 " | 70 |
| " 3, in 4 " | 45 |
| Pound tins, 3 doz. in case | 3 00 |
| 12oz. tins, 3 " " | 2 40 |
| 5-lb. tins, ⅓ " " | 14 00 |

| Diamond— W. H. GILLARD & CO. | |
|---|---|
| 1 lb. tins, 2 doz. in case, per doz. | 2 00 |
| ½ lb. tins, 3 " " " | 1 25 |
| ¼ lb. tins, 4 " " " | 0 75 |

### IMPERIAL BAKING POWDER.

| Cases Contain. | Sizes of Cans. | Per Doz. |
|---|---|---|
| 4 doz. | 10c. | $0 85 |
| 3 " | 6-oz. | 1 75 |
| 1 " | 12-oz. | 3 50 |
| 2 and 3 doz. | 12-oz. | 3 40 |
| 2 and 3 doz. | 16-oz. | 4 35 |
| ½ doz. | 2½-lb. | 10 50 |
| 1 doz. | 2½-lb. | 10 40 |
| ½ and 1 doz. | 5-lb | 19 50 |

### MAGIC BAKING POWDER

| Cases Contain. | Sizes of Cans. | Per Doz |
|---|---|---|
| 4 doz. | 5c. | $ 40 |
| 4 " | 4-oz. | 0 65 |
| 4 " | 6-oz. | 0 80 |
| 4 " | 8-oz. | 1 00 |
| 4 " | 12-oz. | 1 50 |
| 2 " | 12 oz. | 1 55 |
| 4 " | 16-oz. | 1 80 |
| 2 " | 16-oz. | 1 85 |
| 1 " | 2½-lb. | 4 50 |
| 1 " | 5-lb. | 7 75 |
| 2 " Assrtd | 6-oz. | Per case. |
| 1 " Assrtd | 12-oz. | $1 90 |
| 1 " Assrtd | 16-oz. | |

### JERSEY CREAM BAKING POWDER

| | |
|---|---|
| ⅛ size, 5 doz. in case | 40 |
| ¼ size, 4 doz. in case | 75 |
| ½ " 3 " " | 1 25 |
| 1 " 2 " " | 2 25 |

### VIENNA BAKING POWDER.

| | Per doz. |
|---|---|
| 1 lb. tins, 4 doz. in box | $2 25 |
| ½ lb. tins, 4 " " | 1 25 |
| ¼ lb. tins, 4 " " | 75 |
| 3 oz. in paper, 4 doz. in box | 70 |
| 5 " " 4 " " | 35 |

### BLACKING.

SHOE POLISH.

HENRI JONAS & Co.

| | Per gross |
|---|---|
| Jonas' | $9 00 |
| Froments | 7 50 |
| Military dressing | 24 00 |

### BLUE.

| | |
|---|---|
| Keen's Oxford per lb. | $0 17 |
| In 10 box lots or case | 0 16 |
| Reckitt's Square Blue 12-lb. box | 0 17 |
| Reckitt's Square Blue, 5 box lots | 0 16 |

### BLACK LEAD.

| | |
|---|---|
| Reckitt's per box | 1 15 |
| Box contains either 1 gro., 1 oz. size; ½ gro., 2 oz. or ¼ gro. 4 oz | |

### CORN BROOMS

| BOECKH BROS & COMPANY | doz. net. |
|---|---|
| Bamboo Handles, A, 4 strings | 4 35 |
| " " B, 4 strings | 4 10 |
| " " C, 3 strings | 3 85 |
| " " D, 3 strings | 3 60 |
| " " F, 3 strings | 3 35 |
| " " G, 3 strings | 3 10 |
| " " I, 3 strings | 2 85 |

### BISCUITS.

CARR & CO. LIMITED.

Frank Magor & Co., Agents

| | |
|---|---|
| Cafe Noir | 0 15 |
| Ensign | 0 12¾ |
| Metropolitan mixed | 0 09 |

Special price list of Fancy Tins for Xmas trade and other lines on application.

### CANNED GOODS.

MUSHROOMS.

HENRI JONAS & Co.

| | |
|---|---|
| Mushrooms, Rionel | $15 50 |
| " 1st choice Duthell | 18 50 |
| " 1st choice Lenoir | 19 50 |
| " extra Lenoir | 22 00 |

Per case, 100 tins.

FRENCH PEAS—DELORY'S

HENRI JONAS & Co.

| | |
|---|---|
| Moyen's No 2 | $9 00 |
| No. 1 | 10 50 |
| ⅛ Fins | 12 50 |
| Fins | 14 00 |
| Tres fins | 15 00 |
| Extra fins | 16 50 |
| Sur extra fins | 18 00 |

### FRENCH SARDINES.

HENRI JONAS & Co.

| | |
|---|---|
| ⅛ Trefavennes | $9 50 |
| ¼ Rolland | 9 50 10 00 |
| ¼ Delory | 10 50 |
| ¼ Club Alpins | 2 50 |

### CHOCOLATES & COCOAS.

THE COWAN CO. LIMITED.

| Cocoa— | |
|---|---|
| Hygienic, 1-lb. tins, per doz. | $7 25 |
| " ½-lb. tins " | 3 75 |
| " ¼-lb. tins " | 2 25 |
| " fancy tins " | 0 90 |
| Hygienic, 5-lb tins, for soda water fountains, restaurants, etc. per lb. | 0 55 |
| Perfection, ½-lb. tins, per doz. | 3 00 |
| Cocoa Essence, sweet, ½-lb. tins, per doz. | 2 25 |
| Chocolate— | per lb. |
| Queen's Dessert, ¼'s and ½'s | $0 40 |
| " 6's | 0 42 |
| Mexican Vanilla, ¼'s and ½'s | 0 35 |
| Royal Navy Rock " " | 0 30 |
| Diamond " " | 0 25 |
| " 8's | 0 28 |

JOHN P. MOTT & CO.'S

R. S. McIndoe, Agent, Toronto.

| | |
|---|---|
| Mott's Broma per lb | 0 30 |
| Mott's Prepared Cocoa | 0 28 |
| Mott's Homeopathic Cocoa (¼'s) | 0 12 |
| Mott's Breakfast Cocoa (in tins) | 0 40 |
| Mott's No. 1 Chocolate | 0 30 |
| Mott's Breakfast Chocolate | 0 28 |
| Mott's Caraccas Chocolate | 0 40 |
| Mott's Diamond Chocolate | 0 23 |
| Mott's French-Can. Chocolate | 0 18 |
| Mott's Navy or Cooking Chocolate | 0 28 |
| Mott's Cocoa Nibbs | 0 35 |
| Mott's Cocoa Shells | 0 05 |
| Vanilla Sticks, per gross | 0 90 |
| Mott's Confectionery Chocolate 0 21 | 0 43 |
| Mott's Sweet Chocolate Liquors 0 19 | 0 30 |

| Chocolate— FRY'S. | per lb. |
|---|---|
| Caracoas, ¼'s, 6-lb. boxes | 0 42 |
| Vanilla, ¼'s | 0 43 |
| "Gold Medal" Sweet, ¼'s, 6 lb. bxs | 0 29 |
| Pure, unsweetened, ¼'s, 6 lb. bxs | 0 42 |
| Fry's "Diamond," ¼'s, 14 lb. bxs | 0 24 |
| Fry's "Monogram," ¼'s 14 lb. bxs | 0 24 |
| Cocoa— | per doz |
| Concentrated, ¼'s 1 doz. in box | 2 40 |
| " ½'s, " | 4 50 |
| " 1 lbs. " | 8 25 |
| Homoeopathic, ¼'s 14 lb. boxes | |
| " ½ lbs. 12 lb. boxes | |

Epps's cocoa, case of 14 lbs., per lb. 0 35
Smaller quantities 0 37½

CADBURY'S.

| Frank Magor & Co., Agents. | per doz |
|---|---|
| Cocoa essence, 3 oz. packages | $1 65 |
| Mexican chocolate, ⅛ and ½ lb. pkgs. | 0 40 |
| Rock Chocolate, loose | 0 40 |
| " 1-lb. tins | 0 42 |
| Nibs, 11-lb. tins | 0 35½ |

CHOCOLATE-MENIER.




| | |
|---|---|
| Chocolate-Menier ¼ and ½ lb. tins | 38c per lb. |
| " ¼ lb. cake | 4c. per cake. |
| Croquettes and Pastilles 200. or 100 | per case |
| Menier Breakfast Cocoa ¼-lb. tins | 13c. |
| " ½-lb. " | 26c. |
| " 1-lb. " | 50c. |

WALTER BAKER & Co., LIMITED.

| | per lb. |
|---|---|
| Premium No. 1 chocolate, 12-lb boxes | $ 38 |
| Vanilla chocolate 6-lb boxes | 47 |
| German sweet, 6-lb. boxes | 37 |
| B'kfast cocoa, ½-lb. tins, plain ; 6-lb. boxes | 51 |
| Cracked cocoa, ½-lb. pkgs. 12-lb. bxs. | 36 |
| Caracas sweet chocolate, 6-lb. boxes | 37 |
| Soluble chocolate (hot or cold soda) 1-lb. cans | 45 |
| Vanilla chocolate wafers, 48 to box, per box | 1 56 |

### CHEESE.

| | |
|---|---|
| Imperial—Large size jars, per doz. | $ 8 25 |
| Medium size jars | 4 50 |
| Small size jars | 2 40 |
| Individual size jars | 1 00 |
| Imperial Holder—Large size | 18 00 |
| Medium size | 15 00 |
| Small size | 12 00 |
| Roquefort—Large size, per doz. | 2 40 |
| Small size | 1 40 |

# "THE EDWARDSBURG BRANDS"

# Starch

## . . and Syrup

Are well known all over the Dominion as a **STANDARD OF QUALITY.** **ASSORTED STOCKS** of all styles of packages now on hand, and **PROMPT SHIPMENT** guaranteed.

## EDWARDSBURG STARCH CO'Y, Limited

**Established 1858.**

164 St. James St., MONTREAL. | Works: CARDINAL, ONT. | 53 Front St. East, TORONTO.


### COFFEE.

| JAMES TURNER & CO. | per lb. |
|---|---|
| Mecca | 0 32 |
| Damascus | 0 28 |
| Cairo | 0 20 |
| Sirdar | 0 17 |
| Old Dutch Rio | 0 12½ |
| E. D. MARCEAU, Montreal. | per lb. |
| "Old Crow" Java | 0 25 |
| " Mocha | 0 25 |
| "Condor" Java | 0 30 |
| " Mocha | 0 30 |
| 15-year-old Mandheling Java and hand-picked Mocha | 0 50 |
| 1-lb. Fancy tins choice pure coffee, 48 tins per case | 0 20 |
| Madam Huot's Coffee, 1-lb. tins | 0 31 |
| " " " 2-lb. tins | 0 30 |

100 lb. delivered in Ontario and Quebec.

### CONDENSED MILK.




Borden's Condensed Milk Co.

| | |
|---|---|
| "Eagle" Brand | $1 75 |
| "Gold Seal" Brand | 1 50 |
| "Peerless" Brand Evaporated Cream | 1 50 |

### CLOTHES PINS.

UNITED FACTORIES, LIMITED.

Clothes Pins (full count), 5 gross in case, per case 0 57
doz. packages 12 to a case) 0 72
doz. packages (12 to a case) 0 92

### COUPON BOOKS—ALLISON'S

For sale in Canada by—The Eby, Blain Co., Limited, Toronto C. O. Beauchemin & Fils, Montreal.

$1, $2, $3, $5, $10 and $20 books.

| | Unnumbered | Covers and Coupons numbered. |
|---|---|---|
| In lots of less than 100 books, 1 kind assorted | 4c. | 4½c. |
| 100 to 500 books | 3½c. | 4c. |
| 500 to 1,000 books | 3c. | 3¼c. |

Allison's Coupon Pass Book

| | |
|---|---|
| 1 00 books | 3 cents each |
| 2 00 books | 3 cents each |
| 3 00 books | 3 cents each |
| 5 00 books | 4 cents each |
| 10 00 books | 5½ cents each |
| 15 00 books | 6½ cents each |
| 20 00 books | 7½ cents each |
| 25 00 books | 8 cents each |
| 50 00 books | 12 cents each |

### EXTRACTS.

HENRI JONAS & Co. Per gross.

| | |
|---|---|
| 8 oz. London Extracts | $6 00 |
| 2 oz. " " (no corkscrews) | 5 50 |
| 2 oz. " " | 9 00 |
| 2 oz. Spruce essence | 6 00 |
| 2 oz. " " | 9 00 |
| 2 oz. Anchor extracts | 12 00 |
| 4 oz. " " | 21 00 |
| 1 oz. " " | 36 00 |
| 1 lb. " " | 70 00 |
| 1 oz. Flat " | 9 00 |
| 2 oz. Flat bottle extracts | 18 00 |
| 2 oz. Square " | 21 00 |
| 4 oz. " " corked) | 36 00 |
| 8 oz. " " " | 72 00 |

Per doz.

| | |
|---|---|
| 8 oz. " glass stop extracts | 3 50 |
| 8 oz. " " " | 7 00 |

Per doz.

| | |
|---|---|
| 2½ oz. Round quintessence extracts | 2 00 |
| 4 oz. Jockey decanters " | 3 50 |

### FOOD.

Per doz.

| | |
|---|---|
| Robinson's Patent Barley ½ lb tins | 1 25 |
| " " " 1 lb. tins | 2 25 |
| " " Groats, ½ lb. tins | 1 25 |
| " " " 1 lb. tins | 2 25 |

### LYE (CONCENTRATED).

GILLETT'S PERFUMED.

Per case.

| | |
|---|---|
| 1 case of 4 doz | $ 3 60 |
| 3 cases " | 3 50 |
| 5 " | 3 40 |

### GINGER ALE & SODA WATER

per doz.

Cantrell & Cochrane's Imported Ginger Ale and Club Soda Water $1 40

### JAMS AND JELLIES.

SOUTHWELL'S GOODS. per doz
Frank Magor & Co., Agents.

| | |
|---|---|
| Orange Marmalade | 1 |
| Clear Jelly Marmalade | 1 80 |
| Strawberry W. F. Jam | 2 00 |
| Raspberry " " | 2 00 |
| Apricot " " | 1 75 |
| Black Curran " | 1 85 |
| Other Jams, W. F. | 1 55 1 90 |
| Red Currant Jelly | 2 75 |

Jams— T. UPTON & CO.

| | |
|---|---|
| 12-oz. glass jars, per doz | $0 95 |
| 1-lb. glass jars 2 doz. in case, per doz | 1 50 |
| 2½-lb. tin pail, 2 doz. in crate, per lb. | 0 09 |
| 5-lb. tin pails, 8 pails in crate, per lb | 0 06 |
| 7-lb wood pails, 6 " " " | 0 06 |
| 14-lb. wood pails, per lb | 0 06 |
| 30-lb " " " | 0 06 |

Jellies—

| | |
|---|---|
| 1-lb. glass jars, per doz | $1 50 |
| 7-lb. wood pails, per lb | 0 09 |
| 14-lb. " " " | 0 09 |
| 30-lb. " " " | 0 09 |

### LICORICE.

YOUNG & SMYLIE'S LIST.

| | |
|---|---|
| 5-lb. boxes, wood or paper, per lb | $0 40 |
| Fancy boxes (36 or 50 sticks) per box | 1 25 |
| "Ringed" 5 lb. boxes, per lb | 0 40 |
| "Acme" Pellets, 5 lb. cans, per can | 2 00 |
| "Acme" Pellets, fancy boxes 40) per box | 1 50 |
| Tar, Licorice and Tolu Wafers, 5 lb. cans, per can | 2 00 |
| Licorice Lozenges, 5 lb. glass jars | 1 75 |
| " " 20 5 lb. cans | 1 50 |
| "Purity" Licorice 10 sticks | 1 45 |
| " " 100 sticks | 0 73 |
| Dulce large cent sticks, 100 in box | |

### LIQUORS.

COGNAC IN CASES.
Ph. Richard.

| | |
|---|---|
| S.O. Quarts, 12's | $22 50 |
| F.C. " | 15 00 |
| F.C. 1-15 bottles, 180's | 12 00 |
| V.S.O.P. " " | 12 00 |
| V.S.O.P. pints, 24's | 13 00 |
| V.S.O.P. ½-pints, 48's | 14 00 |
| V.S.O.P. 1-15 bottles, 180's | 20 00 |
| V.S.O. quarts, 12's | 10 00 |
| V.S.O. 1-15 bottles, 180's | 18 00 |
| V.O. quarts, 12's | 8 50 |
| V.O. pints, 24's | 9 50 |
| V.O. ½-pints, 48's | 10 50 |
| V.O. 1-15 bottles, 180's | 14 00 |
| V.O. decanters, 12's | 10 50 |
| V.O. " pints, 20's | 13 00 |
| V.O. flasks, Imp. pints, with thumblers | 9 75 |
| V.O. " Reputed " 24' | 10 50 |
| V.O. " no " 24's | 9 50 |

Chas. Couturier.

| | |
|---|---|
| Quarts, 12's | 7 00 |
| ½ bottles, 24's | 8 00 |
| ¼ " 48's | 9 00 |
| 1-15 bottles, 180's | 13 50 |
| Flasks, 24's | 8 00 |
| ½ Flasks, 48's | 9 00 |
| Flasks Imperial pints, Capsule, 16's | 8 00 |

F. Marion & Cie.

| | |
|---|---|
| Quarts, 12's | 6 00 |
| ½ bottles, 24's | 7 00 |
| ¼ " 48's | 8 00 |
| Flasks, reput'd 24's | 7 00 |
| Flasks, ½-pints, 48's | 8 00 |
| 1-15 bottles, 180's | 12 50 |
| Flasks, Imp. pints with thumblers, 16's | 8 00 |

Cognac In Wood.
Ph. Richard.

| | Gals. | ½ Oct's. | Oct's. | Bbls. | Hhds. |
|---|---|---|---|---|---|
| Couturier | $4 00 | $3 95 | $3 85 | $3 80 | .... |
| Marion | 3 75 | 3 60 | 3 50 | 3 40 | .... |
| Ph Richard V.S.O.P | 5 50 | 5 35 | 5 25 | 5 00 | .... |
| Richard V.O. proof. | 4 25 | 4 10 | 4 00 | 3 90 | 3 80 |
| Richard 5 up. proof V. O. | 4 00 | 3 80 | 3 70 | 3 50 | 3 40 |
| Richard Fine champagne | 6 00 | 5 90 | .... | .... | .... |

Gin—Pollen & Zoon, in Cases.

| | |
|---|---|
| Red, 15's | $10 00 |
| Green, 12's | 5 00 |
| Poney, 12's | 2 50 |

Gin Pollen & Zoon, in Wood.

| | Gals. | ½ Oct's. | Bbls. | Hhds. |
|---|---|---|---|---|
| Gin, P. & Z. | $3 15 | $3 05 | $3 00 | $2 95 |

Mitchell Bros. Limited Scotch.

| | 1 case. | 5 cases |
|---|---|---|
| Heather Dew, ordinary qts. | $ 7 00 | $ 6 75 |
| 12's | | |
| Heather Dew, stone jars, Imperial, 12's | 12 50 | 12 25 |
| Heather Dew, oval flasks, quart, 12's | 11 25 | 11 00 |
| Special Reserve, oval, pts. 24s. | 11 75 | 11 50 |
| " ordinary qts., 12's | 9 00 | 8 75 |
| Special Reserve, ½ bottles, pints, 24s | 10 00 | 9 75 |
| Extra Special Liqueur, flagon, 12's | 9 50 | 9 25 |
| Extra Special Liqueur, ordinary bottles, 12's | 9 50 | 9 25 |
| Heather Dew, flasks, 48's | 12 00 | 11 75 |
| " " ½ flasks, 60's | 9 00 | 8 75 |
| Mullmore, Imperial oval quart flasks, 12's | 10 00 | 9 75 |
| Mullmore, flasks, Imperial pints, 24's | 10 50 | 10 25 |
| Mullmore, flasks, ordinary pints, 24's | 7 75 | 7 50 |
| Mullmore, ½ flasks, ordinary, 48's | 9 00 | 8 75 |
| Mullmore, ordinary quarts, 12's | 6 50 | 6 25 |
| Mullmore, ordinary pints 24's | 7 50 | 7 25 |

### Scotch Whiskey in Wood.

| | Gals. | ½ Oct's. 9gals. | Oct's. 17gals. | Bbls 40gals. |
|---|---|---|---|---|
| Special Reserve | $4 50 | $4 25 | $4 15 | $3 90 |
| Heather Dew "A" | 4 00 | 3 85 | 3 75 | 3 65 |
| Extra Special Liqueur | 5 00 | 4 90 | 4 80 | 4 75 |
| Old Scotch | 3 75 | 3 70 | 3 65 | 3 50 |

### Whiskey in Cases.

Mitchell Bros., Limited—Irish

| | |
|---|---|
| Cruiskeen Lawn, stone jar, 12's | $12 50 |
| Old Irish, flasks, Imp. quarts, 12's | 11 25 |
| " Special, quarts, 12's | 9 00 |
| " " Imp. pints, 24's | 11 75 |
| " round bottles, quarts, 12's | 6 50 |
| " round ½-bottles, pints, 24's | 8 00 |
| " 10-oz. flasks, 48's | 12 00 |
| " 5-oz. flasks, 60's | 9 00 |

### Irish Whiskey in Wood.

| | Gal. | ½-Oct. | Oct. | Bbl |
|---|---|---|---|---|
| Mitchell, "Special Old" | $4 50 | $4 40 | $4 25 | $4 10 |
| Mitchell, "Old" | 4 00 | 3 90 | 3 75 | 3 65 |
| " "B" | 3 50 | 3 40 | 3 30 | 3 25 |
| " "C" | 3 00 | 2 | 2 80 | 2 75 |

### Champagne Wine in Cases.

| | |
|---|---|
| Duc de Pierland, quarts, 12's | $14 00 |
| " " pints, 24's | 15 00 |
| Cardinal, quarts, 12's | 12 50 |
| " pints, 24's | 13 50 |
| Vve. Amiot Carte d'Or, quarts, 12's | 16 00 |
| " " " pints, 24's | 17 00 |
| " " d'Argent, quarts, 12's | 10 50 |
| " " " pints, 24's | 11 50 |

### Blandy Bros Wine.

Blandy's Madeira Wine, in cases.

| | |
|---|---|
| Very Superior, quarts, 12's | 8 50 |
| Special Selected, quarts, 12's | 10 00 |
| London Particular, quarts, 12's | 13 00 |

Blandy's Malaga, in cases.

| | |
|---|---|
| Pale Sweet Blue Label, quarts, 12's | 7 50 |
| " White Label, quarts, 12's | 10 00 |

Blandy's Sherry, in cases.

| | |
|---|---|
| Manzanilla, quarts, 12's | 8 50 |
| Morosa, quarts, 12's | 11 00 |

Blandy's Port Wine, in cases.

| | |
|---|---|
| Good Fruity, quarts, 12's | 7 50 |
| Invalid Special, quarts, 12's | 12 00 |

Blandy Bros'. Wine in Wood.

| | Gal. | Octave. |
|---|---|---|
| Madere, No. ½ | $3 50 | $3 00 |
| " No. ¼ | 4 50 | 4 00 |
| Malaga Pale Sweet | 3 00 | 2 75 |

### Canadian Whiskies.

| | In barrels. per gal. |
|---|---|
| Gooderham & Worts, 65 O.P. | $ 4 50 |
| Hiram Walker & Sons " | 4 50 |
| J. P. Wiser & Son " | 4 49 |
| J. E. Seagram " | 4 49 |
| H. Corby " | 4 49 |
| Gooderham & Worts, 50 O.P. | 4 10 |
| Hiram Walker & Sons " | 4 10 |
| J. P. Wiser & Son " | 4 09 |
| J. E. Seagram " | 4 09 |
| H. Corby " | 4 09 |
| Rye, Gooderham & Worts | 2 20 |
| " Hiram Walker & Sons | 2 20 |
| " J. P. Wiser & Son | 2 19 |
| " J. E. Seagram | 2 19 |
| " H. Corby | 2 19 |
| Imperial, Walker & Sons | 2 90 |
| Canadian Club, Walker & Sons | 3 60 |

Less than one bbl. per gallon.

| | |
|---|---|
| 65 O. P. | $4 55 |
| 50 O. P. | 4 15 |
| Rye | 2 25 |

## MINCE MEAT.

| | |
|---|---|
| Wethey's Condensed, per gross net | $12 00 |
| " per case of doz. net | 3 00 |

## MUSTARD.

COLMAN'S OR KEEN'S.

| | |
|---|---|
| D. S. F., ¼ lb. tins, per doz. | $1 40 |
| " ½ lb. tins, " | 2 50 |
| " 1 lb. tins, " | 5 00 |
| Durham 4 lb. jar, per jar | 0 75 |
| " 1 lb. " " | 0 25 |
| F. D., ¼ lb. tins, per doz. | 0 85 |
| " ½ lb. tins | 1 45 |

HENRI JONAS & Co. Per gross

| | |
|---|---|
| Pony size | $7 50 |
| Imperial, medium | 9 00 |
| Imperial, large | 12 00 |
| Tumblers | 12 00 |

Per gross

| | |
|---|---|
| Mugs | 13 20 |
| Pint jars | 18 00 |
| Quart jars | 4 00 |

E. D. MARCEAU Montreal.

"Condor," 12-lb. boxes—

| | | |
|---|---|---|
| ¼-lb. tins | per lb. | 0 35 |
| ½-lb. tins | " | 0 33 |
| 1-lb. tins | " | 0 32½ |
| 4-lb. jars | per jar | 1 20 |
| 1-lb. jars | " | 0 35 |

"Old Crow," 12-lb. boxes—

| | | |
|---|---|---|
| ¼-lb. tins | per lb. | 0 25 |
| ½-lb. tins | " | 0 23 |
| 1-lb. tins | " | 0 22½ |
| 4-lb. jars | per jar | 0 70 |
| 1-lb. jars | " | 0 25 |

## OLIVE OIL

| | per case |
|---|---|
| Barton & Guestier's quarts | $8 00 |
| " " pints | 9 00 |

## ORANGE MARMALADE.

T. UPTON & CO.

| | |
|---|---|
| 1-lb. glass. 2 doz. case, per doz. | $1 00 |
| 7-lb. pails and 5 lb. tins | 1 06 |
| 14 and 30-lb. pails | 0 06 |

## PICKLES.

STEPHENS'.

A. P. Tippet & Co., Agents.

| | |
|---|---|
| Patent stoppers (pints) per doz. | 2 30 |
| Corked (pints), " | 1 90 |

## SODA.—COW BRAND.




Case of 1 lbs. containing 60 pkgs. per box, $3.00

Case of ½ lbs. (containing 120 pkgs. per box, $3.00.

Case of 1 lbs. and ½ lbs. (containing 30 1 lbs. and 60 ½ lb. packages) per box, $3.00.

Case of 5c. pkgs (containing 96 pkgs) per box, $3.00.




EMPIRE BRAND.

Brunner, Mond & Co.

Case 120 ½-lb. pkts. (60 lb.) per case $2 70.

Case 96 10-oz. pkts. (60 lb.) per case $2.80.

## SOAP




A. P. TIPPET & CO., AGENTS

Maypole Soap, colors per grs. $10.20. black

Maypole Soap, per grs. $15.30

Oriole Soap, per gross, $10.20.

| | |
|---|---|
| Gloriola Soap, per gross | 12 00 |
| Straw Hat Polish, per gross | 10 20 |

## STARCH.

EDWARDSBURG STARCH CO., LTD.

Laundry Starches—

| | per lb. |
|---|---|
| No. 1 White or Blue, 4-lb carton | 0 06½ |
| No. 1 " " 3-lb. " | 0 06½ |
| Canada Laundry | 0 05½ |
| Silver Gloss, 6-lb. draw-lid boxes | 0 08 |
| Silver Gloss, 6-lb. tin canisters | 0 08 |
| Edwards'g Silver Gloss, 1-lb. pkg. | 0 08 |
| Kegs Silver Gloss, large crystal | 0 07 |
| Benson's Satin, 1-lb. cartons | 0 08½ |
| No. 1 White, bbls. and kegs | 0 05¾ |
| Benson's Enamel, per box, $1 50 to | 3 00 |

Culinary Starch—

| | |
|---|---|
| Benson & Co.'s Prep. Corn | 0 07½ |
| Canada Pure Corn | 0 05¾ |

Rice Starch—

| | |
|---|---|
| Edwardsburg No. 1 white, 1-lb. car | 0 10 |
| Edwardsburg No. 1 White or Blue, 4-lb. lumps | 0 08½ |

HEX STARCH.

| | |
|---|---|
| Cases, 64 pkgs. 48's | $5.00 |
| ⅛ Cases, 32 pkgs. 24's | 2.50 |

Packages 10c. each.

BRANTFORD STARCH WORKS, LIMITED.

Ontario and Quebec.

Laundry Starches—

| | |
|---|---|
| Canada Laundry, boxes of 40 lbs. | $0 05½ |
| Acme Gloss Starch— 1-lb. cartons, boxes of 40 lbs. | 0 06 |
| Finest Quality White Laundry— 3-lb. Canisters, cases of 48 lbs. | 0 06½ |
| 4-lb. " " " | 0 06½ |
| Barrels, 200 lbs. | 0 05¾ |
| Kegs, 100 lbs. | 0 05¾ |
| Lily White Gloss— 1-lb. fancy cartons cases 30 lbs. | 0 08 |
| 6-lb. toy trunks, 8 in case | 0 08 |
| 6-lb. enameled tin canisters, 8 in case | 0 08 |
| Kegs, ex. crystals, 100 lbs | 0 07 |
| Brantford Gloss— 1-lb. fancy boxes, cases 36 lbs. | 0 08½ |
| Canadian Electric Starch— Boxes of 40 fancy pkgs, per case | 3 00 |
| Celluloid Starch— Boxes of 45 cartons, per case | 3 60 |

Culinary Starches—

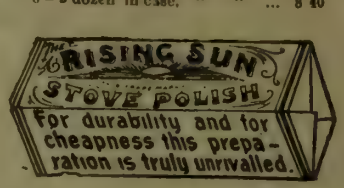
| | |
|---|---|
| Challenge Prepared Corn— 1-lb. packages, boxes 40 lbs. | 0 05¾ |
| No. 1 Brantford Prepared Corn— 1-lb. packages, boxes 40 lbs. | 0 07¼ |
| Crystal Maize Corn Starch— 1-lb. packages, boxes 40 lbs. | 0 07¼ |

## STOVE POLISH.



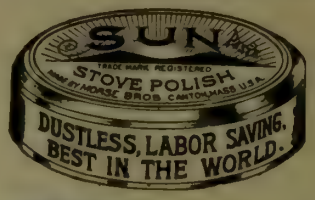

No. 4—3 dozen in case, per gross .. 4 80

" 6—3 dozen in case, " " ... 8 40




Per gross

| | |
|---|---|
| Rising Sun 6-oz. cakes, ½-gross bxs | 50 |
| Rising Sun, 3-oz. cakes, gross boxes | 4 50 |
| Sun Paste 10c. size, ¼ gross boxes | 10 00 |
| Sun Paste, 5c. size, ¼ gross boxes | 5 00 |




## TEAS.



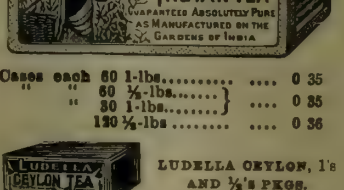

SALADA CEYLON.

| | Wholesale | Retail |
|---|---|---|
| Brown Label, 1's | 0 20 | 0 25 |
| " " ½'s | 0 21 | 0 26 |
| Green Label, 1 and ½'s | 0 22 | 0 30 |
| Blue Label, 1s, ½s, ¼s and ⅛s | 0 30 | 0 40 |
| Red Label, 1s and ½s | 0 36 | 0 50 |
| Gold Labe ½s | 0 44 | 0 60 |

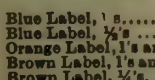



Ceylon Tea, in 1 and ½ lb. lead packages black or mixed.

| | |
|---|---|
| Black Label, 1-lb., retail at 25c | 0 19 |
| " " ½-lb., " " " | 0 20 |
| Blue Label, retail at 30c | 0 22 |
| Green Label " 40c | 0 28 |
| Red Label " 50c | 0 35 |
| Orange Label, retail at 60c | 0 42 |
| Gold Lab " 80c | 0 55 |




| | | |
|---|---|---|
| Cases each 60 1-lbs. | .... | 0 35 |
| " " 60 ½-lbs. / 30 1-lbs. | .... | 0 35 |
| 120 ⅛-lbs | .... | 0 36 |




LUDELLA CEYLON, 1's AND ½'s PKGS.

| | | |
|---|---|---|
| Blue Label, 1's | 0 18½ | 0 25 |
| Blue Label, ½'s | 0 19 | 0 25 |
| Orange Label, 1's and ½'s | 0 21 | 0 30 |
| Brown Label, 1's and ½'s | 0 28 | 0 40 |
| Brown Label, ¼'s | 0 30 | 0 40 |
| Green Label, 1's and ½'s | 0 35 | 0 50 |
| Red Label, ½'s | 0 40 | 0 60 |

CROWN BRAND

| | Wholesale | Retail |
|---|---|---|
| Red Label, 1-lb. and ½'s | 0 35 | 0 50 |
| Blue Label, 1-lb. and ½'s | 0 28 | 0 40 |
| Green Label, 1-lb. | 0 19 | 0 25 |
| Green Label, ½'s | 0 20 | 0 25 |
| Japan, 1s | 0 19 | 0 25 |

E. D. MARCEAU, Montreal.

| | |
|---|---|
| Japan Teas— "Condor" I 40 lb. boxes | 0 37½ |
| EMD AAA 40-lb. boxes | 0 37½ |
| "Condor" II 40-lb boxes | 0 36 |
| " II 80-lb. " | 0 35 |
| " III 80-lb. " | 0 32½ |
| " IV 80-lb. " | 0 30 |
| " X 80-lb. " | 0 [illegible] |
| " V 80-lb. " | 0 27½ |
| " XXXX 80-lb. boxes | 0 24 |
| " XXXX 30-lb. " | 0 25 |
| " XXX 80-lb. " | 0 20 |
| " XXX 30-lb. " | 0 22½ |
| " XX 85-lb. " | 0 19 |
| " LX lead packets | |
| " Assorted cases (1 and ½ lb.) to retail at 40c | 0 25½ |
| " L lead packets | |
| " Assorted cases (1 and ½ lb.) to retail at 25c | 0 19½ |

| Black Teas—"Nectar," in lead packets— | | |
|---|---|---|
| Green label | retails 0 26 at | 0 20 |
| Chocolate label | 0 35 " | 0 25 |
| Blue label | 0 50 " | 0 36 |
| Maroon label | 0 60 " | 0 45 |
| Fancy tins—Chocolate, 1-lb. | | 0 32½ |
| " " —Blue, 1-lb. | | 0 42½ |
| " " —Maroon, ½ lb. | | 0 50 |
| " " —Maroon, 1-lb. | | 1 50 |

| Black Teas—"Old Crow" Blend— Bronzed tins of 10, 25, 50 and 80 lb. | |
|---|---|
| No. 1 per lb. | 0 35 |
| No. 2 " | 0 30 |
| No. 3 " | 0 25 |
| No. 4 " | 0 20 |
| No. 5 " | 0 17½ |

LIPTON'S TEA (in packages).

| | Price per lb |
|---|---|
| No. 1, cases 50 lb., (50 ½-lb. pkgs. | $0 35 |
| (25 1-lb pkgs | 34 |
| No. 1, cases 50 lb., in 5-lb. tins | 35 |
| No. 2, cases 50 lb., (50 ½-lb. pkgs. | 29 |
| (25 1-lb. pkgs. | 28 |
| No. 2, cases 50 lb., in 5-lb. tins | 29 |
| No. 3, cases 50 lb., (50 ½-lb. pkgs | 23 |
| (25 1-lb. pkgs. | 22 |
| No. 3, cases 50 lb., in 5-lb. tins | 23 |
| Green Ceylon, No. 1, (50 ½-lb. pkgs | 35 |
| (25 1-lb. pkgs. | 34 |
| Green Ceylon, No. 2, (50 ½-lb. pkgs. | 29 |
| (25 1-lb pkgs. | 23 |

## TOBACCO.

THE EMPIRE TOBACCO CO., LIMITED.

| | |
|---|---|
| Smoking—Empire, 3½s, 5s and 10s | 0 39 |
| Royal Oak, 2 x 3, 8o ace, 8s | 0 52 |
| Something Good, 7s | 0 48 |
| Chewing—Bobs, 5s and 10s | 0 36 |
| Currency, 13¾ oz. bars, spaced 8s | 0 39 |
| Currency, 6s and 10s | 0 39 |
| Old Fox, narrow 10s | 0 39 |
| Snowshoe, 1-lb. bars, spaced 6s | 0 43 |
| Pay Roll, 6s | 0 44 |

## VINEGARS.

E. D. MARCEAU, Montreal.

| | Per gal. |
|---|---|
| EMD, pure distilled, highest quality | 0 30 |
| Condor, pure distilled | 0 25 |
| Old Crow | 0 20 |

Special prices to buyers of large quantities.

MICHEL LEFEBVRE.

| | |
|---|---|
| Bull Dog, quadruple strength, regist'd | 0 55 |
| Lion "L" brand, registered | 0 38 |
| Imperial, triple strength, registered | 0 33 |
| Cote D'Or, extra super, registered | 0 30 |
| " household vinegar, registered | 0 28 |
| Crystal Pickling, extra | 0 28 |
| " " ordinary | 0 23 |
| White Wine, XXX | 0 25 |
| " " XX | 0 20 |
| " " X | 0 17 |
| Cider, XXX | 0 27 |
| " XX | 0 22 |
| " X | 0 17 |
| Pure English Malt, triple strength | 0 45 |
| " " " double strength | 0 35 |
| " " " single strength | 0 25 |
| Distilled white malt vinegar | 0 50 |

JOHN HOPE & Co., MONTREAL.

| | |
|---|---|
| Sir Robert Burnett & Co.'s English Malt Vinegar | 0 40 |

## WOODENWARE

UNITED FACTORIES, LIMITED.

| | |
|---|---|
| Washboards, Leader Globe | 1 50 |
| " Improved Globe | 1 60 |
| " Standard Globe | 1 80 |
| " Solid Back Globe | 1 95 |
| " Jubilee (perforated) | 1 95 |
| " Crown | 1 35 |

| | Per doz. |
|---|---|
| No. 1 2-hoop pails | 1 55 |
| " 1 3 " | 1 70 |
| " 0 Tubs | 8 50 |
| " 1 " | 7 00 |
| " 2 " | 6 00 |
| " 3 " | 5 25 |

## YEAST.

| | |
|---|---|
| Royal yeast, 3 doz. 5c. pkgs. in case | 1 00 |
| Gillett's Cream yeast, 3 doz | 1 00 |
| Jersey Cream yeast cake, 3 doz. 5c. | 1 00 |
| Victoria " " 3 do. 5c. | 1 00 |
| " " " 3 doz. 10c. | 1 80 |

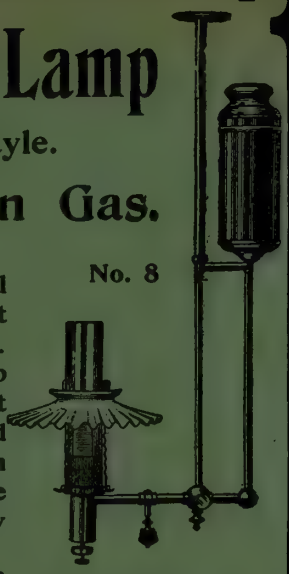
NIXEY'S REFINED BLACK LEAD

BY APPOINTMENT TO H. M. the KING OF THE BRITISH EMPIRE

# The Auer Gas Lamp

Money-Back Style.

## Makes its own Gas.



No. 8

OUR No. 8 is the best all around lamp on the market for either the store or home.

IT IS FITTED with an up and down adjuster so that the burner can be lowered two feet. You can hang it on a hook or screw it up—we supply a hook and a screw plate with it.

IT GIVES a light of â 100 candle power and is a fine lamp to show goods with.

THE COST of running it is less than an oil lamp and there is no smell or smoke from it.

YOUR MONEY REFUNDED IF YOU ARE NOT PERFECTLY SATISFIED.

WRITE FOR OUR CATALOG.

AUER LIGHT CO., 1682 Notre Dame St., MONTREAL.

You can't do better than give your customers the best. That means more sales and a good profit for you when that best is

# "Empire" Soda

BEST FOR BAKING.

Manufactured by

BRUNNER, MOND & CO., NORTHWICH, ENG.

SOLE AGENTS FOR CANADA,

WINN & HOLLAND, MONTREAL, QUE.

**ADVERTISING in WESTERN CANADA**

will be Carefully, Efficiently, and Promptly attended to by

**The Roberts Advertising Agency,**
WINNIPEG, CANADA

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KINGSTON, JAMAICA, B.W.I.

The Newspaper with the Largest Circulation in Jamaica and the West Indies.

Canadian manufacturers, merchants, etc., desiring to do business with this country and introduce their goods in this market, should put an advertisement in "THE GLEANER."

Write for scale of charges, etc., to

THE GLEANER CO.,
Limited

"Gleaner" Office, . . .KINGSTON, JA.

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# Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers

See that you get them.

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of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

Write us, giving us particulars of what you want and where you want it from, and we will quote you prices by return.

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CANADIAN PRESS CLIPPING BUREAU,

232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.

10 Front St. E., Toronto. Telephone Main 2701.

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S

COOK'S FRIEND
BAKING POWDER.

The Best Grocers make a point of Keeping it always in Stock.




**Don't use this kind of a light**

but write us for prices on any kind of Lamps or fittings.

We manufacture lamps and can suit you.

**LAMP CHIMNEYS**

WITH THESE LABELS

**ARE THE BEST.**

For Lime Flint. For Lead Flint.

# GOWANS, KENT & CO.

Wholesale

Crockery and Glassware
China and Lamp Goods

TORONTO and WINNIPEG.

THE WORD

# "SUCCESSFUL"

is deservedly associated with

**WETHEY'S CONDENSED MINCE MEAT.**

The ever-increasing sales of this delicious, wholesome Mince Meat prove conclusively that it is

# SUCCESSFUL

SOLD BY WHOLESALERS.

Manufactured by . . .

**J. H. WETHEY,** LIMITED,

ST. CATHARINES, ONT.

# Crosse & Blackwell, Limited

## *Pickles, Sauces, Jams and Preserved Provisions.*

**C. E. COLSON & SON,** **MONTREAL.**

CHAS. P. CLARK, President. JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

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THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

**OAKEY'S** The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters.

'WELLINGTON'

# KNIFE POLISH

**JOHN OAKEY & SONS, LIMITED**

MANUFACTURERS OF

**Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.**

**Wellington Mills, London, England.**

Agent:

**JOHN FORMAN, 644 Craig Street**
MONTREAL

The Maritime Board of Trade at Sydney.

VOL. XVI. MONTREAL AND TORONTO, AUGUST 29, 1902 NO. 35

PUBLISHED EVERY FRIDAY

THE CANADIAN GROCER AND GENERAL STOREKEEPER

CIRCULATES IN EVERY PROVINCE

QUALITY..

When a salesman talks price to you
Ask him about QUALITY
When he talks quantity . . .
Ask him about QUALITY
When he talks merit to you . .
Ask him about QUALITY

That's the STRONG POINT in Colman's Mustard



VINEGAR PERFECTION

is more nearly approached by

Imperial White Wine

than any other vinegar.

Its delicate, delightful flavor makes it unequalled for table use.

Its uniform strength and keeping qualities make it the standard with Canada's foremost pickle manufacturers.

You take no risk selling Imperial to your most critical customers. It gives satisfaction every time—under all conditions.

Remember that Imperial costs no more than the ordinary standard vinegar. Ask your grocery traveller for particulars.

If your customers desire a really fine, pure Table Salt, give them

# Rice's Pure SALT.

It gives Universal Satisfaction.

R. & J. RANSFORD,

Established 1866

Clinton, Ont.




# LICORICE . . .

We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, plain and corrugated; Acme Licorice Pellets; Y. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLIABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and Golf-Sticks, 100 to box; Blow Pipes, 200 and 300 to box; Manhattan Wafers, 2¼-lb. boxes; Curved Stem Pipes, 200 to box. Write for illustrated catalogue.

YOUNG & SMYLIE

Established 1845. BROOKLYN, N.Y.

Our

# CANS CANS CANS

CAN not be surpassed in point of

Workmanship, Material, Quality.

We are the largest manufacturers in Canada of Key-Opening Fruit Cans, Vegetable Cans, Meat Cans, Spice Cans, Syrup Cans. What are your requirements? Write for quotations to

THE ACME CAN WORKS,

Office and Factory:

Ontario St. and Jeanne D'Arc Ave., - MONTREAL.

JAS. B. CAMPBELL. WILLIAM PRATT.

TO LIVE GROCERS ONLY

We are putting up and are having a LARGE SALE on our famous . . . .



"VICTORIA CROSS" CEYLON TEA

BLACK and MIXED.

Every package guaranteed finest grade grown. 25-40-50 cents per lb., in Handsome Lead Packages.

Write us for Samples and Prices.

J. F. SMYTH & CO.

Tea Packers. WINDSOR, ONT.



# The Woman,
## "The Power."

There is no question about it, a woman can make or mar your success. Here and there you will find a woman who does not criticize the food served at the table of her friends, but such cases are rare. And a woman is very quick to ask her friends for information when some ***particular*** article of food tickles her palate.

You look to the woman for your orders and why should you be "a penny wise and a pound foolish" by recommending quality in Dried Fruits that is only "just fair" when you can sell the

## "Griffin" Brand Dried Fruits

and be absolutely sure that you are serving the very best there is or can be in Prunes, Seeded Raisins, Dried Apricots, Peaches and Pears?

The "Griffin" Brand is grown, cured and packed in one of the largest Vineyards on the Pacific Coast. From the moment the "Griffin" Brand leaves the Vineyards until it reaches your own hands it is absolutely untampered with—***you get it in the original package always.***

Remember the harm a woman's tongue can do and from now on be safe—sell her the highest quality in Dried Fruits and she'll buy other necessities at your store.

---

**A. P. TIPPET & CO., Agts.,**

8 Place Royale, MONTREAL.

23 Scott Street, TORONTO.

**John MacKay,** Bowmanville, .... Ont.

Manufacturer of **Established 1854.**

**POT AND PEARL BARLEY, SPLIT PEAS, AND CHOP FEED**

Send for Prices or Samples. Prompt Business. **IN CAR LOTS.**

Try the **"Imperial"** Brand

—OF—

**Peaches, Pears, Apples, Corn, Tomatoes, etc.**

They are packed from the choicest fruits and vegetables.

Packed by

**The IMPERIAL CANNING CO.**

**KINGSVILLE, ONT.**

**FRASER GROWS FRUIT**

WRITE OR WIRE

**J. D. FRASER**

**Leamington,**

for Early Tomatoes, Cucumbers, Muskmelons, **PEACHES** and Watermelons by the car load.

**FLOUR** MAGOR'S DELICIOUS PATENT FLOUR.

**The Purest Flour Made—makes Delicious Bread, Cakes and Pastry.**

Prices For Cash Unequalled.

**JOHN MAGOR & CO., MONTREAL**

**"ACME"**

**TABLE SALT**

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50 lb. box.

**TORONTO SALT WORKS, Toronto, Ont.**

**Agents for the Canadian Salt Co., Windsor, Ont.**

**FALL TRADE**

will use up a lot of wrapping paper. When stocking up in this line get Brown and Manilla

**WRAPPING PAPERS**

of these mills, and notice the extra satisfaction in the neat, strong parcels. Full weight—full count.

**CANADA PAPER CO, Limited**

**TORONTO and MONTREAL.**




**Downweight is a Thief**

**Stealing Your Profits Every Time You Use Your Scales. . . .**

The Toledo Springless, Automatic, Computing Scale, **"The Scale with Brains,"** is the only scale in the world that positively stops the giving of **DOWNWEIGHT.** It is the only Automatic Computing Scale in the world without springs No hand operation in weighing; no prices to set; no levers to move; no weights to lift; no poises to shift; you simply place the article to be weighed on the scale, and the scale instantly and automatically shows in plain figures:

1. The weight of the article in pounds and ounces.
2. The price per pound.
3. The total value of the article in dollar and cents.

It is a mechanical wonder, marvelous in its Simplicity, Sensitiveness, Accuracy and Rapidity of Operation. Made in many styles and sizes for all kinds of stores. Write to-day for illustrated catalogue.

**Toledo Computing Scale Co.**

**DEAN & McLEOD,**

**Canadian Agents, HAMILTON, ONT.**




**The warm weather quickly tires.**

**Don't it make you think of HIRES'!**

Beware of cheap imitations which are offered every season to the trade.

**HIRES' ROOT BEER**

was the first on the market; holds first place to-day and has never yet been equalled for quality.

**Price, in lots of one gross and over - - - - per gross $20.40**

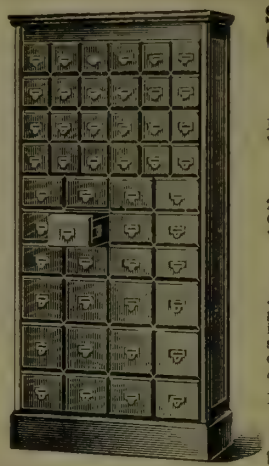
**Price, in 5-gross lots and over - - - - - - " $19.40**

**Freight Prepaid on Two Gross and Upwards.**

SEND YOUR ORDER TO.... **W. P. DOWNEY, Sole Canadian Agent,**

**20 and 22 St. Peter Street, - MONTREAL.**

**Handbills, Showcards, etc., on receipt of Business Card**



Bennett's Grocery Cabinet.

**SATISFIED CUSTOMERS**

our best recommendation.

"Lindsay, April 14.—I am well pleased with cabinet.

"A. FISHER."

"Port Arthur, June 23.—Cabinet received O.K. It is just what I wanted.

"H. CHAUSSE."

"Fowler's Corners, June 27.—Cabinet is greatly admired and it certainly is a necessity in any well ordered grocery.

"WM. DINSDALE."

Full particulars from

**J. S. BENNETT,**

Patentee and Mnfr.,

15 Marion St., Toronto.

**REFRIGERATORS.**



This cut represents No. 13.

Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches.

Write for our catalogue, guarantee test and testimonials which are free.

**Eureka Refrigerator Co.,**

Wilbert Hooey, Manager.

**54 Noble St., TORONTO.**

Phone Park 513.

**Perkins, Ince & Co.**

**Wholesale Grocers**

FRONT STREET EAST,

**Toronto.**




**For Sale Everywhere.**

—:o:—

**ASK FOR**

**MOTT'S.**

## MY CIGAR OFFER.

I take all the risk on your selling 1,000 of my cigars. You know of the offer I make dealers on a trial order. If there is anything you don't understand about it, I should like to, I would be glad to explain it at length. Write us.

**J. Bruce Payne,**

Cigar Mfr. GRANBY, QUE.

## "Sterling" Goods

—Lime Juice
—Lime Juice Cordial
—Raspberry Vinegar

You will find that the demand for these drinks will not decrease for a month or two yet. It is good policy to keep your stock well up.

—High-Class Goods
— for
—High-Class Trade

**T. A. LYTLE & CO.**
124-128 Richmond St., West, TORONTO.

## A Steady Rise

## MOLINA BREAKFAST FOOD

has grown in popular favor steadily. It is not a sky-rocket—a brilliant flash and then ashes. Every year has shown a marked but material increase as its general merits become more widely known. When it makes friends it keeps them. It is a natural and wholesome food of Wheat sterilized and kiln-dried, but not predigested.

Grocers, your customers will appreciate

## MOLINA BREAKFAST FOOD.

The Breakfast Food that "has a flavor like popcorn."

**THE TILLSON CO., Limited, Tillsonburg, Ont.**

Scarcely two persons agree as to the taste of Tea—that is the ordinary Tea of the stores. But, when you reach up to Japan Tea all differences of opinion vanish.

# JAPAN TEA

is unquestionably the best Tea on the market to-day, and the wise grocer knows this and sells it to his best customers.

JAPAN CENTRAL TEA TRADERS' ASSOCIATION.
Trafalgar Chambers, Sun Life Building Annex.
Tel. Main 4142. MONTREAL, CANADA.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

## TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)
Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

## The Telephone

has no equal as a saver of time and money for the buying and selling of goods from distant points.

The travelling salesman found this out long ago. Others are learning the truth daily. Bear it in mind.

THE BELL TELEPHONE CO. OF CANADA.

## BOSTON POPCORN FRITTERS

To retail at 5c. Will help your confectionery trade and give you good profit.

SAMPLES AND PRICES FREE ON APPLICATION.

THE GLOBE MFG. CO., 103 Adelaide St. West, TORONTO.

# Austrian Sugar

ON SPOT---TO ARRIVE or FOR IMPORT.

Samples and quotations on application.

ALEX. WILLS, 27 St. Sacrament Street, MONTREAL




Write your own
WINDOW CARDS
at small expense.
Complete outfit, consisting of the proper paints, brushes, pattern letters, etc. Only $2.00. Address,
W. EDWARDS, Carleton Place, Ont.

## Coronation Blend Ceylon-Indo Tea

A handsome decorated canister (100-lb. capacity) free with introductory orders.

WARREN BROS. & CO.
TORONTO.




# IMPERIAL MAPLE SYRUP

The Standard from Ocean to Ocean.

**Merit Acknowledged**
**Superiority Admitted.**

## YOUR MONEY BACK

IF NOT SATISFACTORY.

ROSE & LAFLAMME, Agents
**Montreal.**

## "IT MUST PLEASE"

in order that

# IVORY GLOSS STARCH

gain the recognition necessary to make it a success. Our maxim from the beginning of its manufacture has been, "IT MUST PLEASE"—please the consumer, and thereby make it a profitable article for the retailer to handle.

The present popularity of IVORY GLOSS STARCH is altogether due to its many good qualities, recognized by all who use it.

Manufactured by
**THE ST. LAWRENCE STARCH CO.,**
LIMITED
**PORT CREDIT, ONT.**

## WHITTEMORE'S POLISHES.

THE WORLD'S STANDARD.

THE OLDEST AND LARGEST MANUFACTURERS OF SHOE POLISHES IN THE WORLD.




## "GILT EDGE"

The only Ladies' Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful finish. Once tried always used.

LARGEST QUANTITY, FINEST QUALITY.
**For Sale by all Wholesale Grocers.**

# MOLASSES

When ready to buy don't forget to ask us for our quotations on a carload delivered at your station; you will be glad you did so.

**The Dominion Molasses Co.,**
Limited
**Halifax - Nova Scotia.**

# The Currants Of Quality



# "HAYCASTLE" and "PARADISE"

(IN CASES)

KNOWN for years by the best grocers in Canada as the highest grade currants imported into this country. We have ten carloads ordered for early delivery, bought at a price that will enable us to offer the trade these brands at just what ordinary currants would cost.

"HAYCASTLE" and "PARADISE" currants are the production of the most favored districts in Greece. Their quality can be relied on when all other growths fail.

GET PARTICULARS FROM OUR TRAVELLERS, OR WRITE US.

**W. H. Gillard & Co.,** Wholesale Grocers, Tea and Coffee Importers, **Hamilton.**




## THE DOMINION BREWERY CO., LIMITED

**Brewers and Maltsters**

TORONTO

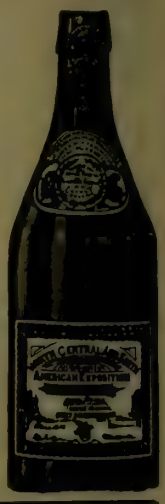
**Manufacturers of the Celebrated**

# WHITE LABEL ALE

**ASK FOR IT AND SEE THAT OUR BRAND IS ON EVERY CORK.**

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

WM. ROSS, Manager.



# Drawing Trade By Selling Nasmith's Bread and Cakes.

Out of town grocers are doing this daily. Write us for information.

**THE NASMITH CO., Limited**

66 Jarvis Street, TORONTO.

# ROYAL YEAST CAKES

MOST PERFECT MADE.

AWARDED HIGHEST HONORS WORLD'S COLUMBIAN EXPOSITION

**E. W. GILLETT** COMPANY LIMITED

TORONTO, ONT.

# AN ADVERTISING TALK.

BY BLANK.

READERS who examined the contents of the last "Advertising Talk" will remember that two things were emphasized therein.

1st. Any grocer can write a fairly good advertisement if he uses in it the same persuasive force that he employs in his shop talk.

2nd. To make advertising effective it must not only be persistent, but varied as well.

Reverting to the first of these subjects it occurred to the writer that a few words as to the actual construction of an advertisement would not come amiss. It is all right enough, say some, to talk about the ease with which an advertisement can be written, but when it comes to sitting down and concocting one it is quite another thing. Well, mayhap it is, and for the benefit of such as these, the following suggestions are offered.

By way of preface it may as well be stated that the writer does not claim, for anything that he may say, that perfection which some may inadvertently attribute to it. He is merely setting forth what he has himself experienced in writing advertisements for merchants, with the addition of much useful information derived from the many publications on the subject, which appear at regular intervals. Judging from results, he is led

READ ABOUT OUR
DELICIOUS NEW FANCY BISCUITS
FOR
DESSERT * AFTERNOON TEA * SUPPER

10, 15, 20, 25 CENTS PER POUND.

We have now stored away on our shelves a small consignment of delicious Fancy Biscuits.

These are fresh from Munro & Co.'s huge factory at Albany.

This famous firm have cornered all the most skilful biscuit inventors and fancy cooks in America.

Their factories are new and absolutely hygienic in every detail.

The biscuits in our store are specimens of the most advanced art in biscuit-making.

We want everybody to try them.

10, 15, 20, 25 CENTS PER POUND.

J. F. NICHOLSON & CO.

Ad No. 1.

to believe that there is considerable of value in what is to be here set forth.

In starting out to contribute an advertisement to a newspaper, some decision must be arrived at as to what the advertisement is to deal with. Let it be assumed that the series is running in a daily paper. In that event the wisest policy is to advertise only one thing at a time. The old adage, "one thing at a time and that done well, etc.", holds for the advertising business as well as

A CAKE of yeast will raise a hundred times its volume of dough; a drop of ink will color a hundred times its volume of water; a few cents extra per pound for coffee will give you an immeasurably finer beverage. It would avail us nothing to say this if it were not true. We are spending thousands of dollars to say it because it is true. One test will prove it! Don't take our word for it! Try a single cup of Chase & Sanborn's Coffee to-day. : : : : : : :

Ad. No 2.

for all other occupations. There are good reasons for thus confining attention to but one subject. It does not exhaust material for future use. It enables each separate department to be adequately dealt with. It prevents crowding and thus gives a good opportunity for display, and it lends a degree of continuity to the series of advertisements.

When the article or line of articles to be brought before the public has been selected, the writer should set down in a plain, straightforward manner just what he wants to say. Let him imagine a customer before him, whom he is desirous of interesting in a new line of fancy biscuits, which have just been received. He is not stilted in his conversation with her, so he should not be stilted in his advertisement. Don't let him worry about grammar, spelling or punctuation, if he is a little weak in those points. Let him leave that to the editor or proof-reader to straighten out. All he has to do is to get down truthful telling sentences.

The next step is to discover the important point to be emphasized. There is to be found in every one-subject advertisement a statement that is the keystone, as it were, of the whole structure. In general, it concerns the price, but very often it deals with something about the quality or utility of the article advertised. Very frequently an advertisement is a failure simply because the writer has been unsuccessful in securing attention through having missed showing up the vital point. Many a grocer loses not only attention, but also much valuable space by insisting on having his name overshadow everything else. Everybody in town knows that Brown sells groceries, but they don't know that he has just got in something extra fine in the fancy-biscuit line. Let him use the big letters to tell about what people don't know and relegate his name a little more into the background.

Combining what has already been written, there is first the important statement, which is to appear in large type with the purpose of attracting public notice. Then, there is the descriptive part by way of explanation, and to wind up in the usual manner comes the firm's name. It is a question whether the writer is going to leave the matter of arrangement and display entirely in the hands of the printer, or is going to take a hand in the making-up himself. If he has confidence in the ability of the compositors on the newspaper in which his advertisement is to appear, he can allow them a good deal of latitude. However, there are one or two suggestions which he can very well utilize in giving instructions to the printers.

First, and quite important, is the question of "border." On inspection of his advertising sheet, an advertiser is likely to find one of two things. Either there

PICNIC PROVISIONS
PICKLES AND PICK-UPS.

You'll be sure of fresh qualities, reasonable prices, prompt services, if you order your Summer Cottage, Camping and Picnic Supplies from HENRY & CO.

We are making a special feature of orders for Stony Lake, Rice Lake and Chemong Park, and guarantee our friends every satisfaction.

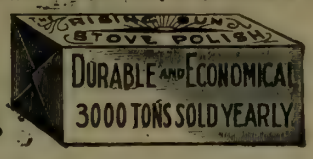
Groceries and Provisions of all kinds, Canned Goods, Fruits in their season, Potted Meats, Pickles and Relishes, Light and Wholesome Summer Wines, finely conditioned Ales, Liquors, etc.

HENRY & CO.,
Family Grocers and Wine Merchants,
Opposite the Opera House, George St.

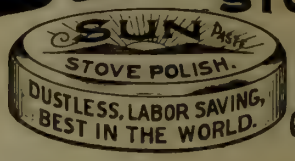
Ad. No. 3.

are a great many advertisements encased in borders, or there are very few. It is seldom that the proportion of one to the other is at all equal. It is by making use of this fact that an advertiser can

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE




SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE




Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

give his insertion prominence. If he sees that his newspaper uses very little border, he should insist on running a heavy one around his advertisement and having that advertisement placed among others without borders. Then, if he will take up the paper, he will find that his eye is inadvertently drawn down by the distinguishing feature of his advertisement. Or if, on the other hand, borders are common in the paper, it will pay him to leave his plain, and have it placed right in the midst of the bordered insertions. The aim is always to secure that contrast which is going to make his advertisement stand out prominently.

Next (judging from the ordinary run of advertisements in Canadian papers), let

DON'T FORGET TO LEAVE YOUR ORDER WITH US FOR

PRESERVING APRICOTS

They are just at their best, and now is the time to order. Best quality! LOWEST PRICE!

FRUIT JARS, JELLY GLASSES.

WE HAVE THEM IN ALL SIZES.

¼ Gal. Crown Jar, per doz...$1 25
1 Quart Crown Jar, per doz .. 1 00
1 Pint Crown Jar, per doz... 75
1 Pint Mason's Jar..... ... 80
Jelly Glasses, 55, 60 and 75c. doz.

SUGAR.

Is now in great demand. Don't buy China sugar! We don't handle it. Nothing but the best Vancouver Granulated goes here.

Per sack.....$5 00.

Leave your orders for Freestone Peaches (to arrive).

A. SCHROEDER, Menzies and Michigan James Bay Grocer.

Ad. No. 4.

him instruct the printer not to use every font of type in the office in building up his advertisement. He will find that if three styles of plain type are employed and some neat rules are cleverely inserted, that his advertisement will stand out in marked contrast to any other advertisement in the paper. The principle that permeates all advertising now is the securing of directness and forcefulness, and these two qualities are best attained by simplicity of expression and simplicity of design. If a grocer is the first person to employ this principle in his town he has, indeed, a great advantage.

Again, there is absolutely no need of spending hours trying to make up something smart and original. If it can be done off-hand, well and good, but the public are not going to read a grocer's advertisement merely to admire the smartness of its compiler. Grocers' advertisements are read by housewives for the information and instruction they contain. Therefore, let the printer be told not to worry about filling in with ornaments and strange letters and such like. Give him instructions to keep everything quite plain.

The use of illustrations is, of course, always effective, provided the cuts and half-tones are good, but it is a great mistake to give an advertisement a blotchy effect by using wretched illustrations. With the more advanced processes now in use it has become possible to make cuts which show up well in an ordinary newspaper, but usually any attempt to run them in proves a failure. Good cuts are certainly an acquisition to any advertisement, but it is a question whether or not they really serve the purpose designed for them. They are useful in illustrating and explaining new machines and new processes, but in an ordinary grocery store there is little of this kind of thing to be dealt with.

Turning to the accompanying examples of advertisements, No. 1 has been made up especially to illustrate the theories given in this article. There is the emphasis on "Delicious New Fancy Biscuits," and the use of the rules is simple and serves to throw the description and the prices into relief.

Ad. No. 2 is given merely to show what good effects can be produced by the use of a single kind of type set solid inside a heavy rule border. Any grocer who has seen this advertisement in a paper will remember how clearly and well it stood out in comparison with the other advertisements in which many kinds of type were used.

Ad. No. 3 is from a Peterboro' grocery establishment. It is to all intents and purposes constructed from two kinds of type and a heavy rule border. The wording, too, is very good, and the emphasis laid on the right spot. It is of that general species of ad. which takes advantage of special seasons to emphasize its contents.

The fourth example is taken from a Victoria, B.C., paper. It deals with a single subject. It shows up the vital points. It gives useful information. The sole fault, which, by the by, may be charged up to the newspaper, is that the general character of the make-up was so like that of its accompanying advertisements, that this one practically lost its identity.

Good Butter

We have just nailed a big butter bargain.

We got the chance to buy a large quantity for a small spot cash price, and we did the trick and did it quick.

This butter is a creamery print butter.

It's as sweet as new mown hay and a darn sight more nourishing.

It's safe to say that you can't duplicate this butter for 5 cents more the pound.

We know you can't.

We want you to try this butter because we know a trial will kindle a kindly feeling toward this store.

If you buy a pound and don't like it, we will return your money without any argument whatever.

That's fair, isn't it? 23 cents a pound.

Ad. No. 5.

The fifth and last ad. is taken from a recent number of Printers' Ink, and is shown here to illustrate the kind of advertisement advocated by the theorists on that advertising paper. It has all the dash and snap of the American grocer worked into it, while, at the same time, everything is very simple and direct.

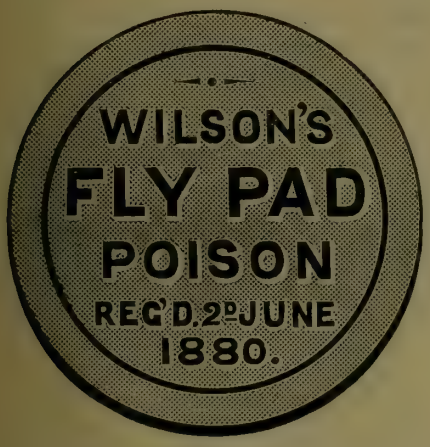
# "EMPIRE" BRANDS

This is the answer to a query :

"Your travellers want to give the buyer what he wants, and still not the **cheapest.** What line will make the store attractive and give the buyer a profit" ?

Our answer is the above.

## LUCAS, STEELE & BRISTOL, Proprietors "Empire" Brands, Hamilton




# The Pad That Did.

One packet of **Wilson's Fly Pads** has actually killed a bushel of flies. More than can possibly be stuck on three hundred sheets of Sticky paper.

SELL THE ARTICLE THAT DOES THE WORK.

## Archdale Wilson - Hamilton.

We start the ball rolling by having in store

# "YORK" Brand

NEW SEASON **PEEL** Finest quality at low prices.

LEMON, - in Boxes and Tins.
ORANGE, - in Boxes and Tins.
CITRON, - in Boxes and Tins.

## James Turner & Co., Hamilton

# CROWN BLEND CEYLON.

Sales increasing every week.
No better Package Tea in the market.

## THOS. KINNEAR & CO.,

**Wholesale Grocers,** **49 Front St. East, TORONTO**


### TRADE CHAT.

THE marriage took place on August 19 of Miss Mattie Kline to Edgar Parker, bookkeeper of Smith & Proctor, Halifax, dealers in butter and cheese.

Phileas Parent, grocer, brother of the Premier of Quebec, has been elected Mayor of Beauport, to the satisfaction of his many friends.

The Vancouver Tourist Association has issued a very attractive folder, descriptive of the charms offered by the "Terminal City" for tourists. The reading matter is condensed, yet complete, and can be taken in at a glance. Like those of the Victoria Association, the folders are easily circulated and for advertising purposes very effective.

W. C. Bullock, manager of The Industrial Financial Co., Toronto, and John Davidson, on August 13, closed arrangements for the establishment of a factory of The National Crossply Veneer Co., Limited, at New Westminster, for the exporting of tea chests to Japan and India. They will employ some 200 hands and will run night and day.

Dr. Archbold, chemist of the Prescott Starch Works, has returned from a trip to England, where he attended a meeting of the world's chemists. The glucose trade, he says, has suffered much in England, owing to the fact that arsenic has been found in the glucose, several cases of poisoning having occurred there from beer made from the arsenicated article.

Walter Belton has bought R. A. Cochrane's grocery, Almonte, Ont., and will take charge on Monday. Mr. Belton began his career as a merchant-apprentice with Mr. Cochrane, and now he becomes proprietor. The experience he has gained in the interval will fit him for the position, and, coming as he does right from the store of Conn & West, is a guarantee that he will be up-to-date in business methods.

### EXCESS OF JAVA TEA.

The Java tea planters, according to The Home and Colonial Mail, contribute their share to the excessive supply of tea. The last season's production exceeded any of its predecessors. The quantity exported, as compared with previous years, was 16,750,872 lb. The bulk was almost entirely shipped to Holland and London, though regular small parcels of specially-prepared tea have been forwarded to ports in the Persian Gulf. Attempts are being made by Java planters to prepare their tea in tabloid form, with which they consider they stand the best chance of suiting the Russian market.

### JAVA COFFEE CROP.

Although the Java sugar crop was last year the largest on record, it was not so with the coffee crop, which was smaller than the previous year. According to the British Consul: "At the close of the year there was a slight advance in price, owing to reports of smaller estimates from Brazil, but this proved to be only temporary. Government abolished the export duty, which amounted to about 10d. per 112 lb., and this may assist in resuscitating the culture, but the result of the Brazilian crops for 1902 and following years will exercise the greatest influence. The production of the coffee crop from private estates in Java last year was 175,000 piculs Java and 118,250 piculs Liberia, while next crop is estimated at 389,500 piculs Java and 93,600 piculs Liberia. The Government crop was again small, amounting to 78,200 piculs Java and 30,417 piculs Liberia coffee, while present estimate of next crop is 174,000 piculs Java and 25,000 piculs Liberia. The Government crop of Sumatra coffee for 1902 is computed at 37,750 piculs Sumatra and 1,200 piculs Liberia."





This poor merchant has been cheated. So will you if you handle imitations of

## MacLaren's Imperial Cheese.

**A. F. MacLaren Imperial Cheese Co.**
TORONTO. Limited.

When visiting the city we cordially invite you to make

# 36 YONGE STREET

Your down town headquarters. Our staff and services will be at your disposal.

# THE DAVIDSON & HAY, LIMITED

Wholesale Grocers. TORONTO.

## THE COUNTRY MERCHANT IS KING.

WORDS of praise has The Interstate Grocer to say for the merchant in the country. The following is an extract from that publication: "The country merchant is a king. The freest, most independent man in the world is the man who conducts a retail business in a town of 2,000 inhabitants and under. He has but two duties to perform; one is to make a living and the other is to pay his debts. Of course, the first, making a living, entails upon him the duty of being pleasant to those about him and to those with whom he intends to do business, but that is a pleasure to any right-minded man. Paying his debts is the same necessity that we are all under.

"As a rule, competition in the smaller towns is not as fierce as in a city and the country merchant can therefore get slightly better profits and make a living more easily than the city retailer. Then he has the pleasure of knowing every man, woman and child in his town. The city retailer does not sometimes know who lives across the street from him.

"The country merchant, if a straightforward and honest man, stands high in his community. He is consulted on all things about municipal affairs. If he is a good politician he can become mayor of his city. He can go to the Legislature from his district. He can become anything that he aspires to if he goes about it right. The city retailer cannot. The city retailer does not even get his name in the papers when he dies unless he is a big advertiser in them.

"The best-conditioned man in the world is the country retailer. He is, indeed, a king."

## CHEESE IN PARAFFIN WAX.

A work of considerable importance to the cheese industry is being carried out at the Government cool cheese-curing rooms at Ottawa, under the supervision of J. A. Ruddick, chief of the dairy division of the Department of Agriculture. All the cheese at these curing rooms are now dipped in melted paraffin wax as soon as they are received, by which process the cheese are covered with a thin, impervious coating that improves their appearance, reduces their shrinkage, and effectually prevents the growth of mould or staining of the surface of the cheese.

Mr. Ruddick has been experimenting for some time with a view of determining the right quality of wax to use, the proper temperature to have it when the cheese are dipped, and the best means of carrying out the work expeditiously and with the least possible labor and expense. Special apparatus has been devised, and the work is in full swing at all of the four cool-curing rooms established by the Government this season. This practice has been tried before, but, so far as is known, it has not been successfully applied to Canadian cheddar cheese of the regular size, when cured at the temperature of an ordinary cheese-curing room. The heating of the cheese and consequent swelling and exudation of fat causes the wax to peel off.

It is hardly expected, therefore, that the cheese factory with an ordinary curing room can adopt this method of treating their cheese, although experiments are now being conducted to determine this point. But Mr. Ruddick expects that it will prove to be one of the greatest of the advantages to be derived from the cool curing of cheese.

## AN OPENING.

Canadian agents are desired by an old-established firm of sauce manufacturers in Worcester, England. An advertisement appears in this issue, and inquiries sent in to the office of THE GROCER will be forwarded.




Have you tried **UPTON'S JAMS, JELLIES and MARMALADE?**

These goods are made from pure fruit and will bring and keep you custom.

Get our quotations.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited,

51 COLBORNE STREET, TORONTO. AGENTS.

# THE PROVISION TRADE.

**Sale of Swine at Guelph—The Markets—Miscellaneous Notes.**

### SALE OF SWINE AT GUELPH.

F. W. HODSON, Dominion Live Stock Commissioner, Ottawa, was in Toronto on August 23, on his way east from the sale of pure-bred Yorkshires at Guelph.

This was the first exclusive sale of swine ever held in Canada, and though a private sale, got up by Yorkshire breeders, it was eminently successful, attracting buyers from the United States, the Maritime Provinces and from all over Canada. The prices realized showed the high quality of the stock, and Mr Hodson pointed out that the significance of the figures would be increased when it was remembered that a great many of the animals were only three and four months old.

The success of this sale has been such that it is likely the breeders of other varieties will get up sales in their classes in future years.

The highest price at the sale was that paid for the famous sow, Julia, bred by J. E. Brethour, of Burford, which went under the hammer for $325. The details of the breeders and prices realized are as follows :

| Breeder | No. | Total price. | Average. |
|---|---|---|---|
| J. E. Brethour, Burford... | 40 | $1,828 | $45 70 |
| Hon. John Dryden..... | 4 | 129 | 32 25 |
| S. Spencer, England..... | 7 | 264 | 37 70 |
| Glen Hodson, Myrtle..... | 13 | 393 | 30 23 |
| Major Hood, Guelph..... | 7 | 166 | 23 71 |
| O. A. College..... | 16 | 535 | 33 44 |
| Total..... | 87 | $3,315 | $38 10 |

### THE BUTCHERS' PICNIC.

Horse races, automobile races, steeplechases, and many other fine sports were indulged in at the picnic of the Montreal Butchers' Association, at Royal Park, on August 20. It was a great picnic in every way, the attendance being estimated at about 6,000. Beautiful weather prevailed, and the committees in charge of the various arrangements had done their work splendidly—everything went off without a hitch. The Quebec Association sent three delegates to the picnic, and other honored guests were the mayors of Montreal, St. Henri and St. Cunegonde, besides several aldermen.

Music was provided by the band of the 65th Regiment.

A keen interest was shown in all the sports. When Mr. Felix St. Onge led the fat men down the home stretch loud cheers greeted him, and Mr. Wilfrid Girard's success with both the greased calf and the greased pig was heartily applauded. The horse races were very good.

Much credit for the success of the picnic was due to the following committees :

Reception—Alf. Leduc, J. B. Bourassa, J. B. Giguere, McDuff Lamb, Joseph Denis, Ed. Leduc, P. Bedard, F. Bayard, Jos. Jeannotte.

Finance—H. Poitras, F. Leroux, G. Courville, Alf. Leduc, H. Dubuc, J. B. Leroux, F. St. Onge.

Organization—Alf. Leduc, J. Lamoureux, J. Denault, H. Poitras, Art. Pare, L. R. Trudeau, A. Theorest.

Police—G. Courville, D. Masson, F. X. Brisebois, F. St. Onge, O. Hogue, W. Charest, L. Beaupre, Jos. Rochon, D. Belanger, S. Jeannotte.

Subscription—Alf. Leduc, H. Poitras, A. Dompierre, J. Lamoureux, Jos. Courville, Art. Leduc, A. Leclerc, A. Martin, J. Jeannotte, Ed. Mallette, P. Monette.

The prizes will be presented at the special meeting of the Association to be held in the Monument National, Tuesday evening, at 8 o'clock.

The judges were well chosen, and performed their parts to everyone's satisfaction. The judges were : For races and games—A. Dompierre, A. Martin, D. Belanger, Art. Leduc, C. Fischer, Jos. Courville, A. Pare. For trotting horses—N. Ethier, starter ; P. Monette, I. Daoust, J. Denault. For running horses—James McVey and Dr. P. Maurice, starters ; E. Painchaud, Dr. Gauthier, McD. Lamb.

### ABATTOIR PERMIT TO BE RESCINDED.

After a consultation with the city attorneys, Messrs. Ethier and Atwater, Ald. Laporte, chairman of the finance committee of the Montreal City Council, decided that Building Inspector Chausse would have to recall the permits he has issued to the Montreal Stock Yards Co. for the erection of an abattoir at Point St. Charles.

The Union Abattoir Co. has a contract with the city under which it is given an exclusive slaughtering privilege covering a period of years.

Not more than a year ago the city was, on this account, compelled to refuse permission to the Laing Packing Co. to establish a slaughter house in the same vicinity. Now the Montreal Stock Yards Co., which is understood to be encouraged by the G.T.R., seeks a similar privilege.

Mr. Chausse explained that the reason he had issued the present permits was because he labored under the impression that the Union Abattoir Co. and the Montreal Stock Yards Co. were the same concern.

The attorneys felt that Mr. Chausse's explanation was reasonable, in that the building inspector, in granting a permit, was concerned usually with the plans of a building and not with its uses, but they nevertheless pointed out that the building inspector could not grant a power he did not possess. Mr. Ethier furthermore remarked that the course decided on was fair, as it would relieve the Montreal Stock Yards Company from all misapprehension in the matter.

It is now hinted in well-informed quarters that the Montreal Stocks Yards Company will follow the plan pursued by the Laing Packing Co., when permission was refused the latter to erect an abattoir, and appeal to the Legislature at Quebec for the privilege. The Laing Compeny was successful, and the Stock Yards people think they have an equal prospect of success.

### THE PROVISION MARKETS.

#### TORONTO.

During the week the offerings of live hogs have been free and the prices have declined 25 to 50c. per 100 lb. Beef is also more plentiful, and the offerings are of better quality than before. Veal and lambs are quiet and unchanged. The market for live hogs is steady and the visible supply is large. Live cattle are weak and the demand for them is slow. We quote: Dressed hogs, $9.25 to $9.50; beef carcasses, $6.50 to $8 00 per 100 lb.; hind quarters, $8.50 to $9.50 per 100 lb.; front quarters, $4.50 to $5.50 per 100 lb.; veal, 8 to 9c. per lb., and lambs, 8 to 9c. Select live hogs are worth $7.25 to $7.37½, and fat and lights, $7 per 100 lb. Choice export cattle are worth $5.75 to $6.25 per 100 lb., and lights, $5 to $5.75.

There is a steady volume of business doing in provisions, and the demand for lard is brisk. The prices are steady and unchanged. We quote as follows : Long clear bacon, 11 to 11½c. ; smoked breakfast bacon, 14½ to 15c. ; roll, 12 to 12½c.; medium hams, 13½ to 14c.; large

Are you selling

REGISTERED

*Bow Park*

BRAND

# Cream Cheese?

Just the thing this hot weather. It sells fast.

Send us your order or ask your wholesaler.

**The Brantford Packing Co.**

LIMITED

**BRANTFORD, ONT.**

When you have any

# BUTTER OR EGGS

to offer, write or wire us. We are buyers.

**The J. A. McLean Produce Co., Limited**

75-77 Colborne Street

Telephone Main 2491. Toronto.

# HAMS

that are good hams.

If you have not had a shipment of

# Three Star Hams

we solicit a trial order for them. Unequalled for the family that stays at home or goes to the summer cottage. Just the thing for camp or excursion. A little higher in price, but worth it.

**F. W. FEARMAN CO.**

(Limited)

**HAMILTON, ONT.**

# Long Clear Bacon.

Your trade demands the best quality obtainable. WE HAVE IT. Cured and stored in Cold Storage of uniform temperature and is absolutely free from Rust.

Quotations on Case or Car-load lots on application.

**The Park, Blackwell Co.,**

LIMITED.

**PORK PACKERS,**

TORONTO, ONT.

hams, 12½ to 13c.; shoulder hams, 11 to 11½c., and backs, 14½ to 15c.; Canadian heavy mess pork, $21.50; short cut, $23.50 to $24; lard, in tierces, 10¾ to 11c. per lb.; tubs, 11 to 11¼c., and pails, 11¼ to 11½c.; compounds, 8¾ to 10¼c; plate beef, $15 per 100 lb.

MONTREAL.

Trade during the week has run rather quiet. Prices in meats have been steady. In Fairbank's "Boar's Head" refined lard compound the tierce basis has been reduced ¼c. Pure lard remains steady at the decline of last week. In fresh killed hogs trade has been steady, though quiet, at $9.50 to $10 per 100 lb. in jobbing lots. We quote: Pure Canadian lard, $2.37½ to $2.40 per pail. Fairbank's "Boar's Head" lard compound, 9¾c. tierce basis, with extras as follows: 60-lb. tubs, ¼c. over tierce: 20 lb. tin pails, ¼c.; 20-lb. wood pails, ½c.; 10-lb. tins, ⅝c.; 5-lb. tins, ¾c.; 3-lb. tins, ⅞c. Snow White and Globe compound, $1.80 to $1.90 per pail; Cottolene, 11¼c. for 20-lb. pails, and 11⅜c. for 60-lb. tubs, for Quebec and Ontario; hams, 12 to 14c.; heavy Canadian short cut mess pork, $24.50 to $25.00; Canadian short cut clear pork, $23.50 to $25.00; American short cut clear pork, $24 to $24.50; American fat back, $24.50 to $25.00; bacon, Wiltshire, 14 to 15c. per lb.; extra plate beef, $14.50 to $15.00 per bbl.

ST. JOHN, N. B.

In barrelled pork and beef, prices are being shaded by Chicago dealers. It is said, however, that heavy stock is still scarce. Local price is unchanged and business is light. In lard, which is a line for which there is a very large and growing sale here, prices are being shaded, but just at present business is quiet. Hams and rolls have a light demand. In fresh beef, prices have been rather easier, and there is an improved business. Mutton has little sale as lamb is plentiful. Prices are unchanged. Pork is still high, and quite a quantity is contracted for at full figures. We quote as follows: American mess pork, $23 to $23.50; domestic mess pork, $21.50; plate beef, Canadian, $14 to $14.50; clear pork, American, $25.50; plate beef, American, $17 to $18; lamb, 7 to 7½c.; mutton, 5c.; fresh beef 8 to 10c.; round hogs, 7½ to 8c.; pure lard, tubs, 12c.; pure lard, pails, 12¼c.; compound lard, tubs, 9½c.; compound lard, pails, 9¼c.; refined lard compound, Fairbank's, tubs, 10¾c. to 11c.; pails 11¼ to 11½c.

It is said that The Wm. Davies Co. will build a large refrigerator here. They are





C. P. FABIEN

Manufacturer of Refrigerators and Ice Chests. Diplomas awarded at Montreal, Toronto and Ottawa Exhibitions. Over 50 patterns to choose from. Proprietor of Aubin's Patent Grocery Refrigerator, New Dominion, Imperial Dominion, special improved Dairy Palace for Hotels—all hardwood.

3169 Notre Dame St., MONTREAL.

WESTERN ASSURANCE COMPANY

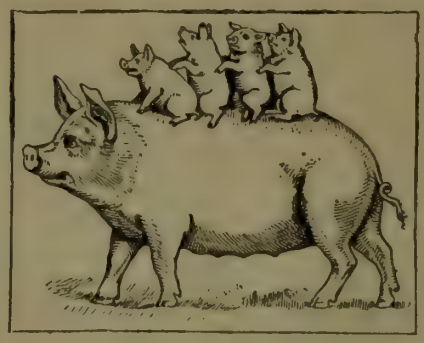
Incorporated 1851

Fire and Marine

| | |
|---|---|
| Capital - | $2,000,000.00 |
| Assets, over - | 2,900,000.00 |
| Annual Income | 3,000,000.00 |

Head Office: TORONTO, ONT.

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President.
C. C. Foster, Secretary.



LARD that is PURE IS LARD THAT SELLS.

And the progressive grocer will handle nothing else.

Order from us and **quality** and **purity** is guaranteed and your customers will appreciate your efforts to secure for them the best article on the market.

The Farmers' Co-Operative Packing Co. of Brantford, Limited.

From 3-lb. Tins up. Write for Price Lists.

All first-class Grocers and Provision dealers should handle the

"L. & S." and "Imperial"

Brands of Smoked Hams, English Breakfast Bacon, Backs, Lard, Etc.

Long Clear Bacon.

New cured, free from rust, light or medium weights. Write or wire us for quotations in case or car lots.

Fowler's Canadian Company, Limited

HAMILTON.

very actively pushing their fresh meat as well as their other lines.

WINNIPEG.

BEEF—Very good demand and the supply large and increasing. The best grades of dressed beef bring 7 to 7½c., but some lines of poor quality have changed hands at 6½ to 6¾c.

MUTTON—Demand is active and the supply short ; best dressed brings 8c., and lambs 12½c.

HOGS—Light demand with prices firm at 9 to 9½c.

CURED MEATS—This market is an extremely active one, and hams have advanced ½c., making the present quotations 15c. shoulders, 11½c.; breakfast bacon, bellies, 15½c.; breakfast bacon (backs), 14½c.; short spiced rolls, 11¾c.; long spiced rolls, 12¼c.; dry salt long clear bacon, 12c.; dry salt backs, 12½c.

LARD—Demand is very good and prices are firm at : Tierces, 11⅞c.; 50-lb. tubs, $6.05 ; 20-lb. pails, $2 50 ; 10-lb. pails, in cases, $7.60 ; 5-lb. pails, $7.70 ; 3-lb. pails, $7.75.

PROVISION NOTES.

E. J. Brown, butcher, Ottawa, has opened up a branch store.

Madame Roy, dealer in provisions, Montreal, has registered.

John Slemmon, butcher, Carberry, Man., has sold out to R. Lawrie.

Dr. Laberge, of Montreal, has announced his intention of pursuing his investigation into the condition of the foodstuffs exhibited for sale in that city. His experience with the catsup has led him to believe that other products are in the same condition. If the examination reveals the same state of affairs the pickles, canned goods and other products found to be deficient will be confiscated.

## CROPS IN ESSEX COUNTY.

Reports from Essex County say that the oat crop will be heavier than usual, while the grains will be almost as plentiful as in other years. Not more than half a crop of corn is expected, but the apple crop will be one of the heaviest ever harvested in the county. It is said that the supply throughout the county will amount to 50,000 bbls. People will this year miss the abundant supply of melons that that they have secured in years past from the farmers of Essex County. The vines have suffered from the wet weather, and very few of the melons will mature. Joseph Durocher, one of the heaviest growers of the county, says the crop this year will be almost a total failure. He planted the usual acreage, but will have very few melons to show for his work.

## COLOMBO TEA AUCTIONS.

Dodwell & Co., Limited, Colombo, under date of July 16, write : "Fifteen thousand, nine hundred and eighty four packages—1,280,124 lb. were offered, of which 4,104 packages—348,101 lb. were withdrawn for higher limits. Prices for common and medium teas were most irregular, and in many cases ruled in favor of buyers. Teas showing improvement in quality were well looked after ; the demand running chiefly on good tippy broken Pekoes, which were well competed for and realized firmer rates than last week. The strong demand for dusts and fannings stlll exists, prices being very firm. Quality from the low-country is poor ; a few high-district teas show a marked improvement. The average price for the sale held on July 3 was 30c. against 30c. for the previous sale, and 29c. for the corresponding sale last year. The total exports to the United Kingdom from January 1 to date are 63,000,000, as compared with 64,125,000 for the same period last year. The total exports to Australia and New Zeaiand from January 1 to date are 10,250,000 against 11,750,000 for the same period last year."





Orders can be filled by any of the leading packing houses or jobbers in Canada or direct.

There is really a good reason why **Fairbank's Boar's Head** brand of **Refined Lard Compound** pleases the jobber, the retailer and the consumer. We are cotton-oil producers. We must make the best compound as it is our leading product. A packing house cannot afford to make as good compound as we can, or they would lose all their trade on hog fat. The best packing houses sell our **Boar's Head** brand of **Refined Lard Compound.**

| | | | |
|---|---|---|---|
| Tierces - | 400 lbs. | Pails, tin - | 10 lbs. |
| Tubs - - | 60 lbs. | " " - - | 5 lbs. |
| Pails, wood | 20 lbs. | " " - | 3 lbs. |
| " tin - | 20 lbs. | | |

# THE N. K. FAIRBANK COMPANY.

**Wellington and Ann Sts., MONTREAL, QUE.**

**Chicago. New York. St. Louis. New Orleans. San Francisco. Baltimore. Boston. Philadelphia. London, Eng. Hamburg, Ger.**

## TRADE IN COUNTRIES OTHER THAN OUR OWN.

WILLETT & GRAY say that the slight improvement in prices for beet sugar is due partly to the exceptionally cool and rainy weather experienced in the principal sugar-beet districts of Central Europe, where a spell of dry, warm and sunshiny weather is needed, as recent tests show that the crop has fallen of in weight and saccharine compared with the crops of the last few years.

### FIRM SICILY FILBERT MARKET.

Business aggregating around 1,000 bags of Sicily filberts has been done on spot and to arrive within the last few days and the market is quoted stronger at from 9 to 9¼c. with, however, few holders showing any willingness to sell in a large way at even the outside figure. It is believed that spot stocks are reduced to very small compass, and the fact that offerings from the primary market are limited to small lots has induced a very strong feeling among holders here. Some few lots of Naples filberts are available at 9c. for round, with a cable from one holder on the other side quoting 9⅝c. for September shipment cost laid down.—N.Y. Journal of Commerce.

### TEA IN NEW YORK.

The general report was of a slow market, but prices were reported as holding firm, offerings being small. The advices received from the East continued of an encouraging character, there being no attempt on the part of first hands to hurry sales, and the few changes that were occurring in prices were reported in sellers' favor. The line business was reported as quiet. Later in the day it was learned that a sale was made of 1,000 packages of new crop Formosa, grading about superior down, due to arrive at the end of October at 17c. in bond. New crop Hysons for delivery in January were reported offered at 11½c. — New York Journal of Commerce, August 25.

### A FIRMER COFFEE MARKET.

New York Journal of Commerce, of August 25, says: "The feature of the week has been the receipt of cable advices from Brazil reporting damage to the growing crop by frosts. . . . Most of the cables mentioned above, it will be noted, report serious damage to the crop, and this information served to exert a bullish influence in speculative circles. There developed fair buying by shorts to cover contracts, and there has also been a moderate amount of buying for investment account. The advance from the low prices touched on Saturday was about 60 points. The improvement, however, was not fully maintained. Lewisohn Bros. took advantage of the upturn to prices and were steady sellers of December and the more distant deliveries, presumably as a hedge against their recent heavy purchases of September. The sales by Lewisohn Bros. the past week, it is figured, amount to about 200,000 to 250,000 bags.

Aside from the frost reports there have been no developments of an encouraging character. The available supply of coffee in sight is enormous, and with the full movement of the Brazil crop during August the indications are for a world's visible supply on September 1 of close to 12,000,000 bags.

### GRECIAN CURRANT CROP.

A statement concerning currant shipments and the prospects for the new currant crop has just been received from C. Ceroni, Patras, dated August 4. The total shipments for the year ending July 31, 1902, amounted to 121,600 tons net, compared with 49,350 tons during the preceding year and 122,800 tons during the season of 1899-1900. These shipments were divided up as follows:

| | Tons. |
|---|---|
| Liverpool | 28,500 |
| London | 27,400 |
| Holland | 23,700 |
| New York | 17,700 |
| Germany | 10,300 |
| Australia | 5,000 |
| Outports | 4,000 |
| Canada | 1,400 |
| France | 900 |
| Belgium | 900 |
| Sundries | 1,800 |
| Total | 121,600 |

The stocks remaining in Greece are estimated at from 4,000 to 5,000 tons, all of which is of a more or less inferior quality. Two steamers were at the time of writing on the seas with cargoes of about 800 tons altogether.

As regards the condition of this year's crop the writer says: "Fruit cutting is now progressing everywhere, as the weather is favorable. The quality promises to be good or very good in some districts, provided that no rain comes to damage the fruit before it is housed. It seems that in some districts the crop will fall below the estimates recently made. We are not in a position to give an exact estimate, but would simply mention the figure of 160,000 tons."

### NEW SMYRNA FIGS SHIPPED.

New York Journal of Commerce, of August 25, said: "According to private advices received here the first shipment of the new crop Smyrna figs destined for this market left Smyrna to-day. The shipment is made via Liverpool, and the fruit is expected here on or about September 15 next. The receivers here, it is stated, have made no opening prices on the shipment, but are taking open orders for the same subject to a price on arrival."

### CANNED TOMATOES IN THE UNITED STATES.

Just at present the weather conditions throughout the United States are generally favorable, although the condition of some of the canners' crops is not all that could be desired, and there is danger of a considerable slump in the supplies of staple articles, which at present are keeping the packers busy. These various influences have caused fluctuations again in the value of tomatoes in tin; and the question now before all interested parties is what is likely to be the fall and winter price in the average of No. 3 standard.

The market conditions respond with extreme alacrity to the crop and packing conditions in all parts of the country. Thus the variation in values of tomatoes on the Atlantic coast has induced the Pacific coast packers, through their association in San Francisco, to suspend all quotations on tomatoes, which means that the sudden drop in values of canned tomatoes in the east has put a virtual stop to the views of tomato packers in California. We do not think that the Californian pack, no matter what its extent of tomatoes this year, can do any possible harm in the market; as we feel assured that the eastern moiety of the United States will not secure enough canned tomatoes to nearly supply their requirements.

We have maintained that the recent drop in the value of tomatoes was unnecessary and unnatural. The packers who sold at such prices were just throwing away opportunities, and we repeat once more that we believe $1 per doz. for standards to be the fall and winter value of goods, and by value we mean the quotation price.—The Trade, Baltimore, Md.

### CALCUTTA TEA SALES.

At the Calcutta tea sale on July 12, 15,750 packages were sold. There was a full attendance of buyers, and a brisker tone than last week. Really good teas were keenly competed for, and good mediums were firm. Common, flavorless, thin sorts were out of favor and sold at 3 pies lower. There was a good demand for the colonies. One hundred and six chests—about 8,465 lb.—of Manabarie green teas were sold—the highest at 6 annas 1 pie; and the lowest at 4 annas 6 pies —Planting Opinion, Madras, July 19.

---

Among the exports from Canada to the United States last week was 27,000 lb. of "Salada" Ceylon tea.

Something New For High-Class Trade.

"ANCHOR" Preserves

BRAND RASPBERRY and STRAWBERRY

IN HANDSOME 15 AND 20-OZ. GLASS JARS.

GUARANTEED ABSOLUTELY PURE. NOTHING FINER PACKED.

SEE OUR TRAVELLERS FOR SAMPLES AND PRICES.

THE EBY, BLAIN CO., LIMITED

WHOLESALE GROCERS TORONTO.

## BARGAIN DAY IN CANNED SALMON.

THE PROVINCE, Vancouver, of August 16, says: "Five hundred cases of talls for $905. It was bargain day at Steveston on Saturday, and Mr. J. E. Macrae got salmon cheaply. They were cheaper than 5c. fish, and a lot of trouble was saved, besides.

"This cut-rate business happened at the Star Cannery, one of the properties of The Canadian Canning Co. Provisional Tax Collector Fagan sold the fish to settle up an old score of the Government. The claim was one for $1,165 for personal property tax, on which a rate of three-quarters of 1 per cent. now goes.

"Payment was resisted by the company on several grounds. While objecting strenuously, however, a tender of $890 was made, but the claim covers several years of taxes, running back, in fact, to 1894. So the olive branch was refused, and Bailiff Foster and distress stepped on the scene. Two steamers, the Bermuda and Fraser, were attached for $125. This amount was paid, and the boats plied on in the fishing business. Then a big pile of this year's pack caught Mr. Fagan's eye, and that was promptly collared and sold as above stated.

"The Canadian Canning Co., however, are not satisfied with the deal, and to-day its solicitors, Russell & Russell, issued a writ in the Supreme Court claiming $5,000 from Collector Fagan and his bailiff, and the merits of the whole question, which has been a bone of contention for some time past, will now be sifted in open court.

"This morning, too, the Government is reported to have made a refund of a small part of the profits of the sale."

## ANOTHER NEW BANK.

Another new bank is likely to be in existence before a great while. It is to be called the "Crown," and its prospectus is in circulation. It is understood that the promoters have met with a great deal of encouragement, a large sum of money having already been subscribed, and that by well-known capitalists. The head office of the "Crown" will be in Toronto.

This appears to be a time of development of the chartered bank system of Canada; but this is the natural concomitant of the industrial development of the country.

## PERSONAL MENTION.

Mr. H. H. Clarke, general merchant, Haliburton, was in Toronto last week. He reported business good and the crop outlook bright.

Mr. W. L. Crighton, advertising agent of the Intercolonial Railway, Moncton, N.B., is in Toronto in charge of the display of illustrations at the Industrial Exhibition showing the many picturesque points on the Government railway system.

Mr. Wm. Crowley, who has been in the employ of The Pure Gold Manufacturing Co., Limited, during the past 15 years, has resigned to take a position as bookkeeper with Geo. J. Foy, wholesale wine and liquor merchant, Front street east, Toronto.

Mr. Zepherin Hebert, of Hudon, Hebert & Cie, accompanied by his wife and daughter, returned on Monday, August 25, from a holiday at Old Orchard Beach. Mr. Hebert has much benefited by the change, and is receiving many compliments on his good color.

ATTENTION ! ! !

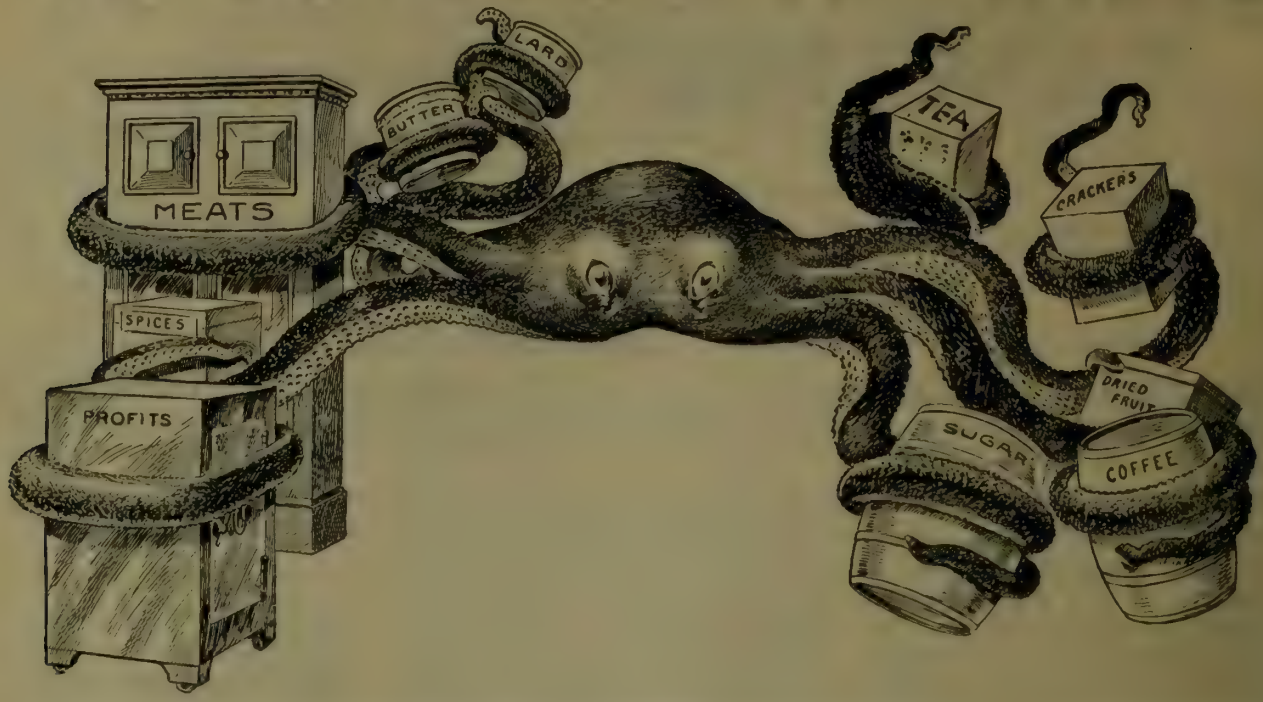
During **Toronto Exhibition**, from Sept. 1st to 13th, you will find our travelers at our new sample rooms, **88 Bay Street, (Opposite Telegram Office)**, where they are showing a complete line of China, Crockery, Glassware and Lamp Goods, Etc. They will be pleased to have you call and see our exhibit.

Thanking you for past favors, we are, yours respectfully,

*The JOHN L. CASSIDY CO., Limited*

Represented by **J. G. Wallace**, MONTREAL.

# THE OCTOPUS OF WASTE




Don't let this hideous monster (the pound and ounce method of weighing merchandise) fix its tentacles on your store. It is death to profits and everlasting ruin to business.

**The Moneyweight System will rescue you from this vampire.**

**THE COMPUTING SCALE COMPANY,**
**OF CANADA, LIMITED**

613 Notre Dame St., Montreal, Que.
811 Pender St., Vancouver, B.C.

164 KING ST. WEST, TORONTO, ONT.

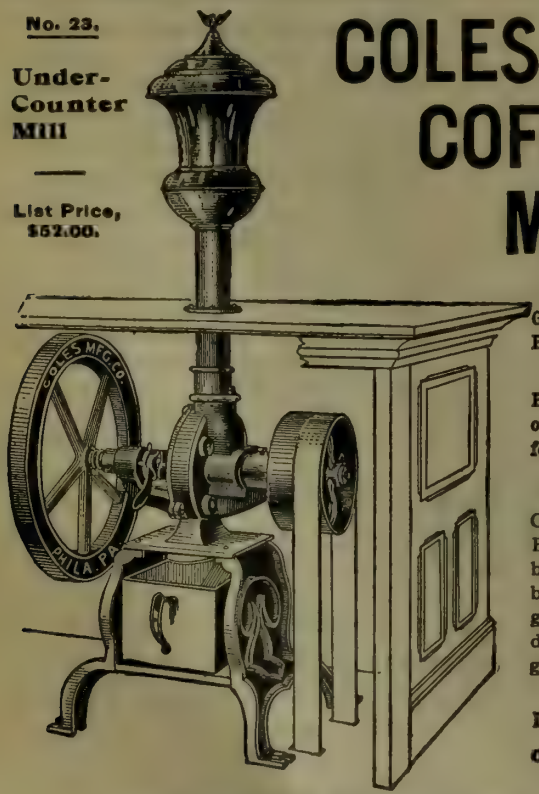
MANUFACTURERS OF . . .
DAYTON COMPUTING SCALES
MONEYWEIGHT SCALES.

No. 23.

Under-Counter Mill

List Price, $52.00.

# COLES COFFEE MILLS




None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

A GREAT LABOR-SAVER.

Our Grinders wear longest.

Agents { TODHUNTER, MITCHELL & CO., Toronto.
DEARBORN & CO., St. John, N.B.
FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont.

**COLES MANUFACTURING CO.,** PHILADELPHIA, PENN'A.

# *HANDLING PAYING GOODS*

Every retailer should aim to sell goods that will pay him.

PATERSON'S WORCESTER SAUCE sells well and pays you. Better handle it.

ROSE & LAFLAMME
AGENTS, MONTREAL.

THE CANADIAN GROCER

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*Montreal.*

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WHEN WRITING ADVERTISERS PLEASE MENTION THAT YOU SAW THEIR ADVERTISEMENT IN THIS PAPER

## PROMISES AND PROMPTNESS.

"BE sure and send them before 6 o'clock to night, Mr. Grocer." "Oh! yes, Madam. They'll be sent up right away."

And then, about 5 minutes after 6, when the head of the house will shortly be home for his dinner, Madam has to walk down to the grocer's and remind him that the butter and some other things haven't come yet, and they must have them for dinner.

We leave the grocer to make his own excuses. But no matter how good they be, a promise has been broken, and a continuance of this sort of thing is apt to make customers feel a little shaky in their faith in the grocer. It might have been impossible to get the goods up before 6. That is not the grocer's fault. His fault, however, lies in promising to send them when he knew it couldn't be done. This is a bad habit, of which we have heard more than a few customers complain.

In many localities, where people deal with the nearest grocer, the merchant is apt to think that he has the trade well in his hand, and there is little danger of losing it unless another merchant starts in business near him. But he should not be so confident about the matter. People like promptness, and they like also to do business with a merchant upon whom they can rely. If there is a grocer a little further off, they commence to go, one by one, until he of the promise-breaking proclivities has ample time in which to be prompt with the remainder.

It is no doubt very annoying for a customer to drop in a few minutes before 6, when all the delivery carts are on the jump around town, and want things delivered right away. There are people who appear to always make a point of doing this. They are the same people, by the way, who drop into the store just as the clerks are closing up at night, and keep them there for half an hour longer. But to promise these people that they will have their goods in as short time as they ask for them, besides being a bad thing for the grocer when the promise cannot be kept, only tends to encourage them in giving these short notices. If they were told that it was impossible to make deliveries on time under such circumstances, it would not be very long before they began to look out for their own interests and come around to do their buying earlier in the day. Sometimes it is unavoidable with the customer; but the grocer always knows "who's who" among his trade, and can act accordingly. An extra spurt can often be made to oblige some particularly valuable customer. The other kind can be "educated" up to the proper standard.

## GRAND TRUNK STOCK.

SUCH steady progress has been made by the Grand Trunk Railway within the last few years that there is some prospect that a dividend on the third preference stock will be declared shortly. As it is, a larger distribution than ever before was made on the second preference stock, while a comparatively small balance of some £2,600 was carried forward for future needs. The smallness of this sum shows how optimistic is the English board of the continued prosperity of the road. Were it otherwise, a smaller dividend would have been declared and a greater grant to the future would have been made. But in order to distribute even a dividend of 1 per cent. on the third preference stock, it would require £71,680. Financiers in Britain feel confident that a few years will show such increased earnings that this result will be possible. Meanwhile there is but little prospect of dividends for years to come on the £22,500,000 of ordinary stock.

The result of increasing the dividend on the second preference stock has been to cause a rise of prices on both first and second stocks. The first preference, which two years ago stood at 83, has risen slowly but surely to 108, and there are many who believe it will reach 115. At 108 it is yielding 4½ per cent. on its money. The second preference stock is now at 93¾, having advanced from 44½ in 1899 and a still lower figure in preceding years. As it returns 5½ per cent. to the purchaser, it would appear to be a fairly good though somewhat risky investment.

## AN INSULTER OF BUSINESS MEN.

JUDGE MEAGHER, of Sydney, N.S., did not add to the dignity of himself or of the judiciary when he insulted the members of the Maritime Board of Trade who had assembled at the Court House steps by calling them blackguards.

If members of the judiciary want to be considered not as other men they must act differently from other men. When they become insulting to respectable and honored citizens they must expect to be treated as any other man would be who forgot that he was a gentleman among gentlemen.

The men who had assembled at the steps of the Court House were representative of the best class of business men in the Maritime Provinces, and were there not as trespassers, but as the guests of the municipal authorities. If anyone should have treated them with courtesy it should have been a judge, whom we have been taught to look upon as the embodiment of all that is courteous and dignified.

When our idols are shattered it is only natural that we should lose faith in them, and desire to reprimand them when they offend. Judge Meagher offended, and he is entitled to the severest censure.

## A SHORT SALMON PACK.

THERE does not appear to be any doubt as to the smallness of the pack of salmon on the Pacific Coast. With the single exception of the northern rivers of British Columbia, the pack is not only a great deal smaller than last year, but it is below the average of some years.

At the northern canneries the season is over, and while on the Fraser River a few fish are still being packed, most of the canneries have closed down for the year.

The pack of sockeye salmon on the Fraser River is officially stated to be 262,482 cases, the quantity put up by the different canneries being as follows :

| Cannery. | Cases. |
|---|---|
| Atlas | 4,412 |
| Albion | 7,056 |
| Alliance | 3,245 |
| Acme | 3,389 |
| Anglo-American | 5,204 |
| Brunswick | 5,135 |
| Brunswick | 8,858 |
| Canadian Pacific | 6,349 |
| Celti | 3,426 |
| Cleeve | 3,347 |
| Colonial | 3,831 |
| Currie & McW | 5,723 |
| Delta | 7,156 |
| Dinsmore | 4,819 |
| Ewen's | 11,307 |
| Greenwood | 3,782 |
| Hume | 4,315 |
| Imperial | 5,370 |
| Pacific Coast | 6,372 |
| Provincial | 3,048 |
| Terra Nova | 7,042 |
| Westminster | 4,390 |
| Britannia | 5,726 |
| British America | 3,730 |
| B. C. Packing Co | 2,000 |
| Canoe Pass | 2,823 |
| Phoenix | 5,965 |
| Wadhams | 5,228 |
| English Bay | 6,501 |
| Gulf of Georgia | 15,908 |
| Scottish-Canadian | 14,808 |
| Star | 11,084 |
| Fraser River | 5,768 |
| Vancouver | 6,145 |
| Beaver | 6,556 |
| Richmond | 5,600 |
| Federation | 2,903 |
| Great Northern | 5,371 |
| St. Mungo | 9,200 |
| Eagle Harbor | 3,500 |
| Industrial | 4,500 |
| Deas Island | 5,500 |
| B. C. Packing Co | 8,000 |
| Total | 262,482 |

With one exception, this is the smallest pack of sockeye salmon on the Fraser for 10 years, as will be seen by the following figures :

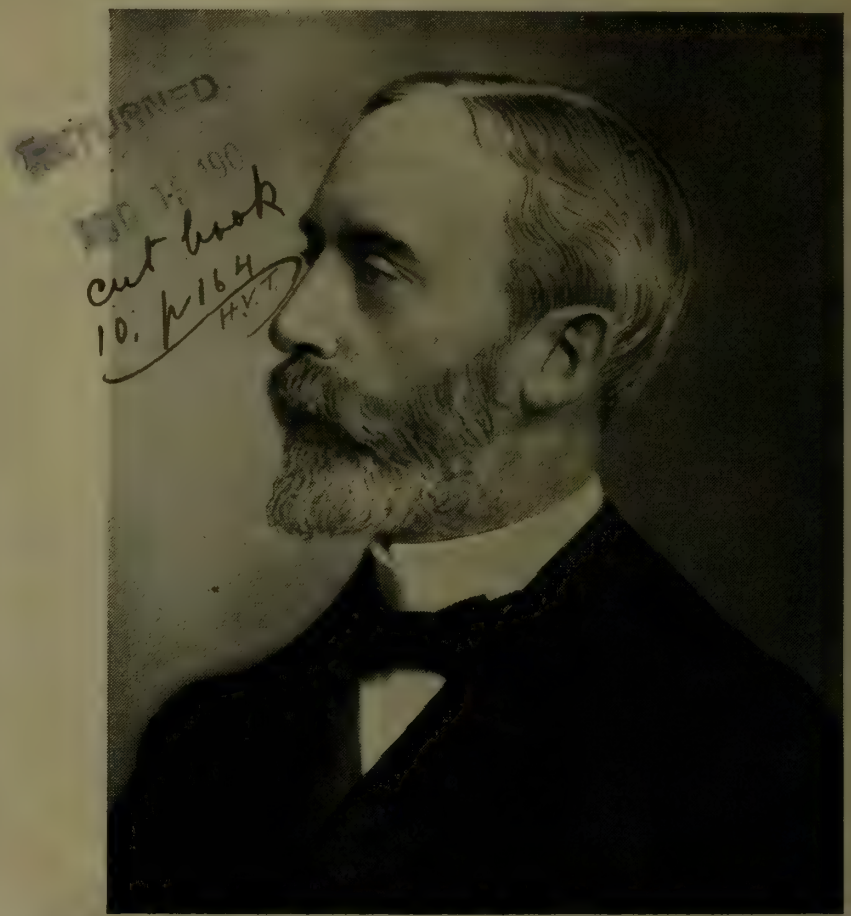
| | Cases. |
|---|---|
| 1893 | 457,797 |
| 1894 | 363,967 |
| 1895 | 400,368 |
| 1896 | 356,984 |
| 1897 | 860,459 |
| 1898 | 184,685 |
| 1899 | 331,361 |
| 1900 | 527,396 |
| 1901 | 990,252 |
| 1902 | 262,482 |

It is significant that the pack in the whole of British Columbia and at the Puget Sound canneries is less by some 200,000 cases than the pack on the Fraser alone last year. In fact, the pack on the Fraser in 1900 was larger than that in the whole Province this year.

In view of the short pack of sockeye salmon we may expect a firm market for canned salmon during the year, and this in spite of the fact that an effort will no doubt be made to put up all the cohoes and humpbacks procurable.

Meanwhile nothing is likely to be gained by delaying purchases, for it must be remembered that besides a short pack the situation is largely controlled by the combination.

While in Great Britain the past season has not been a satisfactory one, the market there is, at the moment, in a healthier condition, and as, in spite of a recent advance, spot parcels in London and Liverpool are showing the best value for some years, we may expect rather liberal buying there now that a short pack is assured for the present season.



Mr. Horace Haszard, Charlottetown, P.E.I., President of the Maritime Board of Trade.

### A TEA MYSTERY.

A PECULIAR case has come to light regarding a car of tea consigned from exporters in the United States to a Toronto broker. The car was supposed to contain 366 half-chests of China and Japan teas, each weighing about 55 lb. The total amount involved is in the neighborhood of $5,000. Mr. C. W. Irwin the well-known Customs House broker had the passing of the entry. Shortly after the car arrived in Toronto the exporters telegraphed asking that its contents be destroyed.

It was stated that during a passage of over three months from Japan and China the water had got into the hold of the vessel and damaged the tea. But before burning the chests the Customs House officials examined their contents, and, to their surprise, found a lot of old rubbish, cans and rags, and not a single pound of tea. The whole affair is a mystery, and it looks as if a gigantic fraud was attempted to be perpetrated. It is understood that the authorities are taking action to sift the matter to the bottom.

# THE MARITIME BOARD OF TRADE.

**The Annual Convention at Sydney—Fast Atlantic Service, Steel Shipbuilding, South-African Trade, and other Live Topics discussed by the Business Men of the Maritime Provinces.**

THE passenger service of the I.C.R. on the line to Sydney was taxed to its utmost capacity to accommodate the large number of delegates who attended the eighth annual convention of The Maritime Board of Trade. Upwards of 100 delegates were in attendance and came from all parts of the Provinces. The members of the local board who kindly extended the invitation to hold this year's Convention in Sydney had no conception that the magic word "Sydney" would draw such a crowd. Every effort was made to properly accommodate the visiting delegates, but unfortunately the capacity of the hotels was entirely inadequate and several of the fine new business buildings were converted for the moment into hotels, and thus all the delegates were properly housed. An amusing incident on the arrival of the delegates was the race for rooms. The fastest teams were engaged and a furious drive up the hill commenced, and a desperate scramble to get names on the hotel registers, only to find that others had secured places in advance by use of the telegraph.

The first session of the Maritime Board of Trade opened in the County Council Chamber of the Court House at 10 a.m. on Wednesday, August 20. The total number of delegates who were reported from the various districts amounted to the goodly number of 81, which is much the largest number of any meeting of the Maritime Board of Trade since the organization meeting held eight years ago. The following is a list of the delegates :

THE DELEGATES.

Kentville—
A. E. Calkins, Pres. Board of Trade.
H. B. Webster, M.P.
Howard Harris.
M. G. DeWolfe, Ex Pres. Maritime Board.
Mayor Yould.
Robt. Harrington.
B. A. Dodge, M.P.P.
E. B. Newcombe.

Sackville—
Senator Wood.
Geo. E. Ford.

Halifax—
W. A. Black, Pres. Maritime Board.
Chas. M. Creed, Secy. Maritime Board.
Geo. S. Campbell, Pres. Halifax Board.
J. E. DeWolfe.
Capt. J. Taylor Wood.
Geo. E. Faulkner.
Andrew McKinley.
J. C. Stewart.
W. L. Kane.
J. P. Longard.
J. E. Shotford.
Fred. J. Clarke.
E. D. Adams.
O. N. Payne.
J. Scott Chisholm.
J. W. Pilcher.
F. A. Marr.
C. T. Burns.
J. W. Devere Stevens.
M. Dwyer.

Moncton—
Senator McSweeney.
C. W. Robinson.
Josiah Peters.
J. E. Masters.
D. J. Welch.

Truro—
J. M. O'Brian.
C. E. Bentley.
Dr. Bligh.

Amherst—
N. A. Rhodes.
S. A. Everett.
John A. Laws.
W. A. Filmore, Sec. Board of Trade.

St. John—
Thos. H. Summerville.
E. L. Rising.
R. G. Haley.
E. A. Scofield.
Jas. A. Seeds.
John E. Wilson.
T. O. Allison, Sec. Board of Trade.
W. S. Fisher.
W. M. Jarvis.
J. N. Sutherland.

New Glasgow—
A. C. Bell, M.P.
Wm. Mackintosh, Pres. Board of Trade.
Harvey Graham.
H. D. Sutherland.
S. T. McCurdy.

Wolfville—
J. C. Hales, Sec. Board of Trade.
C. R. H. Starr.
Geo. E. DeWit, M.D.
R. E. Harris.
S. B. Benjamin.

Yarmouth—
Robert Caie.
E. K. Spinny.
Augustus Cann, Pres. Board of Trade.
G. Blake Burrill.

Windsor—
A. F. Armstrong.
J. B. Black, M.D.
W. H. Roach.
J. M. Blanchard.

Louisburg—
D. A. Morrison.
D. J. Kennelly.

Glace Bay—
Chas. McKay.

Charlottetown—
Horace Haszard.
Jas. Paton.
J. A. Messery.
J. A. Matheson.

Sydney—
Dr. McGillivray.
E. A. Mackee.
E. C. Hanrahan.

North Sydney—
W. A. Smith.
G. H. Dobson.

The chair was taken by the president, W. A. Black, of Halifax, and the vice-chairs by the vice-presidents, W. S. Fisher, St. John; and H. Haszard, Prince Edward Island. The president, in calling the meeting to order, said it was a matter for congratulation that so large a number had attended and accounted for it to a large extent by the fact that the city of Sydney had a great interest for all who were interested in the progress of Canada.

After the calling of the roll of delegates, the president introduced the mayor of Sydney, W. Crowe, who, in a few pleasant words, extended to the Convention the hearty welcome which the local members of the Board of Trade and the council and citizens of Sydney extended to the Maritime Board of Trade.

COMMITTEE ON RESOLUTIONS

The appointment of a Committee on Resolutions of one member from each board was adopted, and the following members were elected and asked to report :

Halifax, Geo. W. Campbell; St. John, Wm. Jarvis; Truro, C. E. Bentley; Yarmouth, A. Cann; New Glasgow, W. A. MacIntosh; Kentville, A. E. Calkin; Windsor, J. W. Blanchard; Charlottetown, J. A. Messery; Moncton, J. Peters; Sackville, Senator Wood; Sydney, E. C. Hanrahan; Glace Bay, Chas. McKay, Louisburg; Dr. Morris, Kings County, P. Innis; Amherst, John Laws; North Sydney, P. A. Smith; Pictou, Robt. Fraser; Wolfville, Dr. De Wit; Middleton, Geo. Armstrong.

SECRETARY-TREASURER'S REPORT.

To the President and Members of the Maritime Board of Trade.

Gentlemen,—Your secretary-treasurer begs herewith to hand you his report for the current year. After the close of the annual meeting held at Chatham on the 21st and 22nd of August last, and on receipt from the late secretary of one book and papers; also the balance of cash on hand, $69.75, I commenced preparing all the various resolutions, etc., passed at the annual meeting and forwarded them to the Dominion and Local Governments and to the members of the same where needed, as also to all the various boards of trade in the Upper and Maritime Provinces, and in many cases with good results. The correspondence connected with the same is too voluminous to read as also is the correspondence with the boards for the year. The correspondence with each board is separate and are now both on the table for the inspection of members.

Later in the year I commenced a systematic course of notices to the boards, both affiliated and unaffiliated, and have to report most satisfactory results. I found many boards which it was supposed were affiliated and indebted to the institution had never affiliated, although delegates from those boards attended the annual meetings; also that a number of affiliated boards, indebted for four years, had ceased to exist. As a result of this special canvass I have the pleasure to re-

port that ten boards have affiliated, viz.: Annapolis Royal, Moncton, Louisburg, Canning, Amherst, North Sydney, Yarmouth, Sackville, Pictou, Glace Bay. Six of which have paid their per capita tax. Four have answered they will pay at the annual meeting. I have collected all the back dues from five boards, thus, this year, commencing with a clean sheet.

I have also thoroughly ascertained the feelings of all unaffiliated boards and have reason to believe that during the ensuing year many of those boards will be on the membership.

The boards of trade in the Maritime Provinces are as follows:

Nova Scotia (24 Boards)—Amherst, Annapolis, Berwick, Bridgewater, Canning, Dartmouth, Digby, Halifax, Kentville, Kings Co., Lunenburg, Liverpool, Middleton, New Glasgow, Parrsboro', Pugwash, Pictou, Stellarton, Springhill, Truro, Windsor, Wolfville, Westville, Yarmouth.

Cape Breton (4 Boards)—Sydney, North Sydney, Louisburg, Glace Bay.

Prince Edward Island (3 Boards)—Charlottetown, Souris, Summerside.

New Brunswick (9 Boards)—Chatham, Fredericton, Moncton, Newcastle, St. John, Sussex, Sackville, St. Stephen, Woodstock.

Total Affiliated Boards 13 (Nova Scotia)—Amherst, Annapolis, Canning, Digby, Halifax, Kentville, Kings Co., New Glasgow, Pictou, Truro, Windsor, Wolfville, Yarmouth. Doubtful 5—Berwick, Middleton, Stellarton, Westville, Parrsboro'.

Cape Breton 4—Sydney, North Sydney, Glace Bay, Louisburg.

Prince Edward Island—Charlottetown.

New Brunswick 5—Chatham, Moncton, St. John, Sackville, St. Stephen. Doubtful 2—Newcastle, Sussex.

The year now closing has been a banner one with this board with regard to its financial situation, and the receipts will nearly double those of any previous year. The various boards have taken a more live interest than ever before in the endeavor to place the Maritime Board in a first class position amongst the deliberative commercial institutions of the Dominion.

### CORRESPONDENCE.

I would beg leave to impress upon secretaries of boards the great necessity of answering correspondence promptly. When it remains unanswered the business is sure to lag. Correspondence quickly answered is the life and vitality of trade and all institutions.

### PERMANENT SECRETARY

This is a most important office and the yearly change of secretaries has been in a great measure the cause of the board's loss of vitality.

### EXECUTIVE COUNCIL MEETING.

A meeting of the Executive was held at Truro on June 11. The business transacted there is contained in the minutes which will shortly be read.

In conclusion, I beg to say that during the year I have had the interests of the board fully at heart and have industrously worked for the benefit of the institution, at the same time doing all in my power to assist your worthy president, in which I had the very able assistance of our late lamented fellow-member, James A. Chipman, M. C. De Wolfe, of Kentville, and W. S. Fisher, of St. John, one of our vice-presidents, who did excellent work corresponding with many of the boards.

### ACCOUNTS FOR THE YEAR

The accounts for the year are all prepared, but as several boards will pay their capita before the close of this day's meeting, they will be presented to-morrow for your approval and audit.

CHARLES M. CREED,
Secretary-Treasurer.

W. H. Roach, seconded by G. De Wolfe moved a vote of thanks to the secretary-treasurer. Mr. De Wolfe in his remarks said the meeting was the best meeting he had ever attended but one and that was the meeting of the Canadian Manufacturers' Association at Halifax. He spoke in warm terms of appreciation of the energy and work done by the secretary, and although an old man he was better than men much younger.

The president also spake feelingly of the valuable services rendered by the secretary.

In reply, Mr. Creed, the secretary, said he was not a public speaker but a



Chas. M. Creed, Halifax, the Permanent Secretary.

worker, and as reference had been made to his age, he felt as young as he used to be, and he was proud to say he had doubled the finances of the board this year.

The vote was given with loud applause.

There were no communications to the board except letters of regret from the Montreal and Toronto boards of trade; also the Manufacturers' Association, that they could not attend.

While waiting for the report of the committee, the president took the opportunity to thank the mayor and council of Sydney for their hearty welcome and for the magnificent programme provided by them for their pleasure and entertainment during their stay in Sydney.

## THE PRESIDENT'S REPORT.

To the President and Members of the Maritime Board of Trade:

Gentlemen,—It affords me unfeigned pleasure to greet you at the eighth annual Convention of the Maritime Board of Trade in such a rapidly growing centre of industrial activity as Sydney. On the western portion of this continent we have become more or less accustomed to the rapid rise and continuous progress of localities previously comparatively unknown to the world at large, but the development of the flourishing city in which we are now assembled in the brief space of three years is without a parallel in either hemisphere. The important interests with which the two Sydneys are now identified have made their names familiar as household words in all the great centres of trade, and the Maritime Board of Trade may certainly regard it as a subject of congratulation that its deliberations are being held at a vantage point destined, in the very near future, to enhance the status and prestige of the Maritime Provinces of the Dominion in a marked degree.

The last annual meeting held at Chatham, under the presidency of W. S. Loggie, was well attended and full of interest even to its closing hours.

### CORONATION OF EDWARD VII.

The great event of the past year has undoubtedly been the Coronation of our Monarch in the chair of St. Edward, which notable Imperial ceremony has at length taken place, shorn of some of its splendor in consequence of the King's illness, but significant still in its grandeur of the power and might of the great Empire of which we form a part. The termination of the war in South Africa added lustre to the occasion, and the eyes of all are now turned in the direction of restoring harmony in that desolated portion of King Edward's Dominions and substituting the blessings of peace for the horrors of war.

### TRANSPORTATION.

A period of seven years has elapsed since the formation of the Maritime Board of Trade at Halifax. It may be of interest to take a brief retrospect of the aims and objects, the solution of which led to a concentration of efforts on the part of local boards in the three Provinces. The leading question advanced in the address which I had the honor of presenting to your notice in August, 1895, was "Transportation," and it may, with truth, be admitted that it is still the most important subject with which we have to deal. The tariff, cold storage, local assessment and arbitrary fire insurance rates were also subjects brought forward at the inception of this board. One or two of these matters have been so far regulated as to render further agitation of them needless.

The transportation question, however, is always with us and it seems probable that in those Provinces by the sea it will, at all times, be the first on our programme. A certain amount of progress has been made in railway transit facilities during those seven years, but much remains to be accomplished. While it may be beside the mark to attribute eastern railway progress to any special efforts of this board, there can be little doubt that the mere fact of the existence of such an organization has acted as a beneficial stimulus for the promotion of legitimate railway enterprise. The Maritime Provinces, in common with the other Provinces of the Dominion, right away across to the shores of the Pacific, undergo the same experience as the result of contiguity to the United States border, and it is not uncommon in some

localities to find a run to the land of our great neighbors more easy of accomplishment than a corresponding journey of the same relative length within our own limits. In the Island of Cape Breton, both internal and external rail and steamship communication have obtained a more satisfactory impetus within a recent period; the advantages resulting must prove of great ultimate benefit in modifying the disposition to seek fresh fields of endeavor and possibly diverting the stream back to our own channels in Nova Scotia, New Brunswick and Prince Edward Island.

SUBSIDIZING PARALLEL RAILWAYS.

Public attention has been drawn in the Upper Provinces of late years to the absolute necessity of calling a halt in the policy of subsidizing parallel lines of railway, but a few miles apart, in districts already amply provided for. Nothing of this kind has ever taken place in the Maritime Provinces, where, as a rule, a contrary policy has unfortunately prevailed, resulting in hampering and restricting the proper development of their resources on modern lines. A change is being gradually brought about in this vital matter, and the Ottawa authorities are beginning to recognize that the prosperity of the whole Dominion is largely interwoven with the contingency of doing justice to the east as well as to the west. Before passing from railways and in looking forward to a fast service on the Atlantic it would be, I think, desirable that this board urge on the Minister of Railways and the Government that serious consideration be given to the shortening of the Intercolonial road, reducing the grades and double-tracking where necessary.

MARITIME UNION.

The South Shore Railway of Nova Scotia has taken tangible form since our last annual meeting and the work of construction is on the eve of being vigorously started. That five of the earliest settled and most flourishing counties in the Maritime Provinces, so favorably situated (geographically) for extensive business operations, should have been obstructed for so many years from securing adequate railway facilities emphasizes the need of Maritime Union from a political point of view in the clearest manner.

IMPROVED SERVICES.

The Midland Railway, serving Hants and Colchester in Nova Scotia, has been opened since our last meeting, and it is understood that the negotiations in progress for the Musquodoboit Valley Railway eastward to Guysboro' and the Strait of Canso are nearing a satisfactory conclusion.

In the Province of New Brunswick the leading feature is the proposed transfer of the Canada Eastern Railway to the Canadian Pacific Railway and its incorporation with that company's system.

The railway conditions in Prince Edward Island show no special feature of new interest, communication by both land and sea being reasonably adequate.

Local transit by steam vessels on the Atlantic coast of the Dominion (almost wholly within the limits of the Maritime Provinces) is admitted to be on a fairly satisfactory basis, although much criticism has been directed at the substitution of the ss. Lunenburg for the ss. Prince Edward on the route between Halifax and Yarmouth.

UNSATISFACTORY ATLANTIC SERVICE.

As regards communication between the Maritime Provinces and the Motherland the unsatisfactory conditions which have obtained ever since Confederation was brought about, remain in full force. The Atlantic mail service, which, if properly conducted at the nearest points to Europe in the Maritime Provinces, might be made one of the most efficient in the four corners of the globe has gone from bad to worse, and it has come to knowledge that the credit of one of the Maritime Provinces recently ran the risk of being seriously jeopardized in consequence of the remittances for the interest on its bonds in London having been entrusted to one of the subsidizid apologies for mail steamers that carry His Majesty's mails across the Atlantic at the same rate of speed in vogue 62 years ago, at the inception of trans-Atlantic navigation. It has long been known in the Maritime Provinces that this backward state of affairs in the important matter of mail communication with England is largely the result of the divided phase of ocean navigation during the summer months by the St. Lawrence route. It has been borne patiently by the good people of Canada down by the sea, although not without unceasing protest, for a period of well nigh 30 years, the fact being well understood that improved mail and passenger communication with the Old Country formed essential conditions of the terms of union. The deterioration of the Atlantic mail service and the spasmotic experiences of permitting cattle steamers to "drift" across the Atlantic with the mails, affords an exhibition of public indifference and resignation in sharp contrast with the complacent language in which Canadians generally indulge when conning over the lavish expenditure of Dominion funds to further other great public requirements. At the seat of Government, in the very kernel of the Dominion, it is necessary for the postmaster to warn merchants and citizens in the official Post Office Time Table that if they wish their correspondence transmitted by the National Canadian Subsidized Atlantic Mail Service, such correspondence must be "specially" addressed "Via Canadian Route," otherwise it will be transmitted by the United States. No one phase of the transportation question is of greater significance to these sea-girt Provinces than the Fast Atlantic Service, and, as usual, it will be one of the principal subjects for your consideration, and there should be no uncertain sound as to the class and speed of the service, nothing inferior to the best and fastest crossing the Atlantic should receive Government recognition; in fact, to use a familiar forcible expression, Canada should go one better! Adopt a Maritime port all the year round, then the one-fifth of the population of this fair Canada would have the speedy service to which they are entitled and the four-fifths would not suffer by the delay of one single hour but would rather be the gainers.

In connection with the transportation interests and in direct touch therewith, the item of

STEEL SHIPBUILDING

is fraught with unlimited possibilities for the Maritime Provinces, and it will doubtless appear on the list of subjects for your deliberations. The results achieved on the Clyde, the Tyne and the Mersey by means of this far-reaching industry are familiar to you all. It should be remembered, however, that the industry has been long established in those quarters and it will be well to derive our lessons from more recent developments. A considerable revival of the art of shipbuilding on the modern lines, consequent on the substitution of steam for sail, has taken place in the neighboring Republic, but Germany affords the most striking object lesson for our Maritime Province people in this regard. The following extract from the April number of The German Export Review, published simultaneously in Stuggart and London, is well worthy of thoughtful consideration:

As late as 1890 more than one-half of all the ships required by German shippers were still being built in England. Hamburg and Bremen had extended their connections to all parts of the globe, and also other German seaports prospered, but our dockyards could not keep pace with the requirements (a state of things fully discussed at the time in the book of Director Haack and Admiralty Counsellor Busley). In 1895, however, the latter was in a position to report on most substantial successes by our shipbuilders, but England still remained in the first rank with our fast steamers Lucania and Campania. The last bar was duly scaled and in 1898 the German shipbuilding industry won the laurel with the famous steamer Kaiser Wilhelm der Grosse, built by The Vulcan Company at Stettine, for the North-German Lloyds. On her first voyage she displayed in prominent letters on either side the significant words "Made in Germany," and thus distinguished she entered New York harbor. Tecklenborg's dockyard had previously carried off the palm in the sailing line with the five-masted sailing ship Potosi. M. Schichau since the nineties, with his torpedo boats, has also conquered the first place in the markets of the world.

The Maritime Provinces, and even Canada as a whole, it may be admitted, can hardly venture to enter the lists seriously with Germany, but the deductions are obvious. The Deutcheland has since converted the Kaiser Wilhelm der Grosse into a back number, and more recently still the German Emperor honored with his presence the launching of a record-breaker designed to eclipse the Deutcheland.

The subsidiary industries connected with steel shipbuilding are so numerous and varied that a well-known authority has designated the shipbuilding industry as one of the grandest within the compass of modern effort.

CONFERENCE OF COLONIAL PREMIERS.

The Conference of Colonial Premiers which has just been brought to a close in London has had under consideration a number of highly important subjects, some of which have special interest for the Maritime Board of Trade. I have already referred to the Fast Atlantic Service and the question of a direct line from the Maritime Provinces to Capetown and Australia may also come up for your deliberation. These questions were prominent at the Toronto Conference of Canadian Boards of Trade which was attended by numerous delegates from Maritime Province Boards, whose voices

and influence are frequently with us at meetings of this board. It seems impossible to doubt that these assemblages of active and energetic business men on both sides of the Atlantic are certain to produce results of permanent benefit to the commerce of the group of nations forming the British Empire.

FIRE INSURANCE RATES.

Much feeling has been aroused throughout the Provinces because of the decisions of the boards of underwriters to largely increase rates. Protests have been set up and strenuous efforts have been made to counteract this determination of underwriters without any good results.

In our business relations it is always desirable that the best of feeling exist, but I fear that in many cases, at least, this feature, once so universal, does not now prevail.

If it be true that the fire insurance business of the Maritime Provinces has been profitable to those engaged in it, then the money exacted for advanced premiums must be absorbed by losses in the western sections. We should continue our protests and agitate until more moderate rates are granted.

One new Provincial company, The Nova Scotia Fire Insurance Company, launched since our last meeting, deserves hearty support.

MARINE INSURANCE.

Marine insurance is a subject which has agitated the minds of the business people of the Maritime Provinces for years past, and I regret to say that apparently no progress has been made towards removing what was admitted even by individual underwriters on the floor of Lloyds to be not only unfair and unjust, but grossly so. There is no justification for the excessive rates of premium applicable to Maritime Province business rates, 20 to 50 per cent. in excess of those charged on United States business and in some cases in excess of those applicable to the St. Lawrence.

I will not further occupy your time with this subject, but in leaving it express the hope that this board will again protest in unmistakable language against this indefensible discrimination by underwriters.

WEST-INDIAN TRADE.

There has been during the past few years a growing interest in this branch of the trade of Canada. Farm products and manufactured goods once foreign to those Southern markets are growing in favor and things Canadian are sought after. The prejudice which has existed for years against Canadian flour is now almost wholly overcome. Facts are stubborn things and the West-Indian consumer has realized this one, namely, that a barrel of Canadian flour is superior to a barrel of American flour, costing the same money, consequently a better loaf is obtained. On a recent trip through the Islands a representative of one of Canada's milling companies sold about 25,000 barrels of flour, something that could not have been accomplished in five seasons previous to 1895.

It seems fitting that mention should be made of the energetic efforts of so influential a body as the Canadian Manufacturers' Association to bring the West-Indian markets prominently and forcibly before the beehives of Canada in sending its president and secretary to the various West-Indian Islands. This delegation was most painstaking, making inquiry into every detail of the trade, and I would commend the report which it submitted to its Association to your careful perusal. The result has been an awakening of widespread interest in these markets throughout the Dominion and the representatives of manufacturing firms are to be found on almost every West-Indian liner.

At its meeting in Halifax last week resolutions bearing still further upon West-Indian trade were unanimously passed, which should receive hearty endorsation by this board.

CANADIAN COAL IN THE WEST INDIES.

Some thousands of tons of coal have been sent from these waters to the West-Indian coaling stations, and for the first time in the history of Canada Canadian steamers are this year buying Canadian



W. A. Black, Halifax, Past President.

coal in the West Indies. The by-products of the coal treated not far from us as we sit here have also been sold there for the first time this year. I must not, however, specify any particular articles of manufacture that may find purchasers in the South, but will risk the broad statement that all and everything which is manufactured in Canada, as well as the products of our lands, can find buyers.

It is a matter for congratulation that prosperity in a marked degree prevails throughout the Maritime Provinces; in fact, over our whole Dominion.

TOURIST TRAVEL.

is supremely important to the Maritime Provinces and each and every board throughout the land should use its utmost endeavors to encourage the same.

It would be presumptuous for this board to take credit for more than lending assistance towards directing the destiny of our common country, still, whilst small, comparatively speaking, we represent varied and important interests throughout the Maritime Provinces and our influence has been felt in support of reforms and working out much of our country's benefit.

STEAMSHIP SERVICE TO SOUTH AFRICA.

I will simply mention as two important subjects upon which the board has passed judgment, the South-African Steamship Service and the Fast Line (so-called). The former would appear from reports which have reached us since penning reference to this line in the earlier part of this address to be an accomplished fact. The latter project has received an impetus which we now believe it will not lose until all difficulties have been overcome.

THE LATE J A. CHIPMAN.

By the death of the late Mr. Chipman the Maritime Board of Trade is called upon to mourn the absence of one who had taken a whole-souled interest in all our proceedings ever since its foundation. He has attended, we believe, nearly every one of our annual gatherings, and his presence and invaluable counsel will be greatly missed on the present occasion. On questions of freight rates, especially in connection with flour and grain, our lamented fellow-member was an admitted authority, and a deep interest was also shown by him in transportation matters, of which he took a broad view at all times, although stoutly maintaining Maritime Province rights.

In conclusion, I congratulate you, gentlemen, upon the flourishing state of your board. Never have there been so many affiliated boards—27 in all—and in good standing, never so financially easy, never so large and enthusiastic a meeting. This prosperity is largely due to our aged (although retaining all the energy of youth), Secretary C. M. Creed, who has been untiring in his efforts on behalf of the board during the past year.

I feel that I have trespassed too long upon your time, and in closing beg to thank you for the confidence reposed in me in having elected me to the responsible position of president of the Maritime Board of Trade.

W. A. BLACK,
President.

Mr. Blanchard, Windsor, moved the adoption of the address, which was seconded by M. G. De Wolfe, and carried by a rising vote.

SUBJECTS FOR CONSIDERATION.

Peter Innis, of Kentville, reported the result of the Committee on Resolutions, and the following were adopted at the instance of M. G. De Wolfe:

1. Halifax.—"Forest Preservation."

2. St. John.—"The Development of Transportation Facilities."

3. Sydney.—"Subsidizing Steel Shipbuilding."

4. Truro and Halifax.—"Better Country Roads."

5. North Sydney, Halifax and New Glasgow.—"The Union of Canada and Newfoundland. Better Trade Relations with the British West Indies."

6. Glace Bay.—"Reopening of the harbor and the building of a public wharf.

7. Windsor.—"The Route of the South-Western Railway."

8. Yarmouth.—"The urgent necessity of

better aids to navigation on the Atlantic Seaboard."

9. Wolfville.—"Better Steamboat and Mail Service on Minas Basin."

10. Kentville.—"In what manner can the efficiency of the Maritime Board be increased?"

11. Pictou.—"Government Ownership of the Fast Atlantic Line."

12. Kings Co.—"Is not the Fast Atlantic Service an absolute necessity in the development of the Maritime Provinces?"

13. Louisburg.—"Extension of the I. C. R. to Louisburg and Glace Bay."

14. Moncton.—"The encouragement of insurance on stocks of goods by small country traders."

15. St. John.—"South-African Trade."

16. Yarmouth and Digby.—"The desirability of daily steamship communication between St. John and Digby throughout the year."

17. "Discrimination of Marine Insurance Companies against Canadian Ports."

18. "Portage."

A discussion then took place as to the advisability of having the resolutions printed after they were selected by a Committee of the Council. Several members were spoken to on the subject, but the matter was finally allowed to stand for further consideration.

FOREST PRESERVATION.

The first subject, "Forest Preservation," was then taken up and introduced by Geo. E. Faulkner, Halifax. He said when we consider the vast importance of the lumber trade and the pulpwood industry of this country, it was well for us to reflect on the value of the forests we possess. The Governments of Europe are paying close attention to this subject; so also are those of the United States and Ontario. He suggested that it was time the Legislatures of the Maritime Provinces should take up this subject, especially as Canada was so rich in its forests. He stated that while Britain had only 14 different woods and Europe, 35, the Dominion of Canada possessed no less that 121 kinds. The following resolution was introduced:

Whereas, the subject of forestry has in recent years engaged the attention of the Governments of many countries of the world, and some of the Provincial Governments of Canada have taken action looking to the preservation and care of their timber reserves,

Therefore, resolved, that in the opinion of the board the time has arrived when laws should be made for the protection of the timber limits of the Maritime Provinces, in the direction of securing as far as possible immunity from the ravages of fires, for a more careful and scientific practice as regards the cutting of lumber and also as far as may be practicable the encouragement of the replanting of forests.

J. E. De Wolfe, Halifax, seconded the resolution and said it was desirable that something should be done at once towards the preservation of our forests in the Maritime Provinces. He referred to the interest the United States were taking in this subject by sending 30 students to Germany to study the question. He thought the cut should be restricted and better fire protection given the forests. S. B. Benjamin, Wolfville and Geo. S. Campbell, Halifax, also spoke to the resolution, and it was carried unanimously.

DEVELOPMENT OF TRANSPORTATION FACILITIES.

W. S. Fisher, St. John, introduced the next subject, "The Development of our Transportation Facilities." He said there is no more important question before the people of Canada than transportation. It applied to the railway and to the steamship. With the rapid growth of the Northwest our facilities for transporting were entirely inadequate at the present time. What would it be when the country was fully developed and the crops were four times the size of the present production? He called attention to the fact that the vast expansion of shipping over United States railways and American ports was marked. While in 1897 we imported through United States ports to the value of $16,000,000, in 1901 it had increased to $21,000,000. Notwithstanding this increase of imports through United States ports, the exports of Canadian products through United States ports and over United States railways showed a still greater increase, amounting in 1897 to $16,000,000 and in 1901 to $36,000,000. It behooved Canada to take some steps to bring about a change in this condition of affairs. His resolution read:

Whereas the rapidly developing resources of Canada have rendered the transportation question one of the most important to the future prosperity of this country, and

Whereas, it is most desirable in the national interest that every effort should be made to have the import and export trade of Canada carried on over Canadian routes and through Canadian seaports, and

Whereas, to carry this out most effectively, it is necessary that our national waterways and ports be so thoroughly protected and equipped that the traffic may be carried on with the greatest possible safety and rapidity and at the least possible cost. Therefore,

Resolved, that this board expresses its approval of the action the Government have already taken to bring about this result, and the further hope that no effort will be spared to assist in placing our ports and lines of communication in a position to secure the bulk of Canadian commerce in summer and winter.

Further resolved, that a copy of this resolution be sent to each member of the Dominion Government and to each Canadian board of trade.

Senator Woods, Sackville, seconded the resolution in a thorough review of the development of transportation, both by water and land. Senator McSweeney, Moncton, also spoke on the subject and suggested that if the Canadian railways would reduce their rates to compete with the United States railways, the question of using all-Canadian routes would be settled.

Harvey Graham, New Glasgow, asked that the resolution should be more specific as it would then call attention and create discussion. He advocated the approval of greater expenditure of money by the Government to improve transportation.

J. P. Longard said he approved of the extension of the Intercolonial to the Great Lakes and would ask the Government to do so.

Other speakers who took part in the discussion were Mr. Spinny, Mr. Haszard, P.E.I.; Mr. Paton, P.E.I. It was then referred to the committee to amend.

The delegates, on adjournment for lunch, were photographed on the steps of the Court House.

BETTER COUNTRY ROADS.

C. E. Bentley, Truro, introduced the next question for consideration in the following resolution:

Whereas, the country roads of the Maritime Provinces are to a large extent in a very deplorable condition, notwithstanding the large amounts granted by the respective Governments as well as the statue labor performed on them, and

Whereas, this Maritime Board of Trade is satisfied that the present system of disbursing the large amounts voted for road purposes does not produce the best results; and,

Whereas, the aforesaid bad condition of these roads is a serious menace to the growth and prosperity of the country.

Therefore, resolved, that this Maritime Board of Trade would strongly recommend that each Province appoint a competent instructor in road-making, to instruct country or district supervisors, and to generally oversee the construction and maintenance of public roads.

Mr. Bentley, in introducing the resolution, said he considered this a better subject than subsidizing steel shipbuilding; the subject was not good roads, but better country roads. For cities and towns bad roads should be relegated to the age of primitive field culture. And how many farmers want to go back to those times? He found that next to education the largest item is the amount voted to spend on roads. In Nova Scotia, for the year 1901 the sum of $117,644.97 was voted to be spent on the roads. Add this to statue labor and the amount is enormous. It is safe to say that not less than $400,000 was spent, including statue labor, by the Province of Nova Scotia last year. The roads are the arteries of our agricultural commerce,

and are left to the tender mercy of men, who, in most cases, have no practical knowledge of road making. The Province should appoint a practical road-maker, the same as has been done in the Province of Ontario. He also said that the county councils had spent large sums of money in purchasing road-making machines, but far better work would be done if a practical road-maker was at the head of affairs.

F. O. Allison, of St. John, seconded the resolution, and said it was only too true that better roads were needed. The resolution passed by an unanimous vote.

UNION OF CANADA AND NEWFOUNDLAND.

The union of Canada and Newfoundland and better trade relations with the British West Indies was the next subject discussed by the meeting, and was ably presented by D. H. Smith, of North Sydney, who read the following resolution :

That, whereas closer trade relations with all the British colonies within the Empire is desirable, and

Whereas, the union of Newfoundland with the Dominion of Canada has long been a subject of interest in both countries, and,

Whereas, the trade between Canada, Newfoundland and the West Indies is capable of great expansion, and should be on a basis of the greatest benefit to all. It is,

Therefore resolved, that in the opinion of this board it is desirable that the Government of Canada should endeavor to establish closer relations with Newfoundland and the British West Indies, whether by Federal or commercial union.

Mr. Smith said it was a subject of vital importance to the whole of Canada. In the past year there had been carried between North Sydney and Newfoundland 20,000 people and about 15,000 tons of freight. All the products of the Maritime Provinces found a market in Newfoundland, although they met with a heavy duty. This could be overcome by a union of the colonies. Newfoundland's debt of $18,000,000 was quite heavy, but as an offset to this debt she had very rich mineral deposits. Under federation it would give to Newfoundland a free breakfast table of which Canadians were so proud. Regarding our relations with the West Indies, he suggested that we required many of their products, and already our products found a good market there. The condition of the people there presented some obstacles, but the solution was closer trade relations with Canada.

J. Devere Stevens, Halifax, seconded the resolution in an able speech, giving his personal experience on this island.

A. C. Bell, New Glasgow, also spoke to this resolution. He said they held the gateway of Canada, and there was a pressing necessity to compel Newfoundland to attach herself to Canada. " We can none of us fail to recognize the fact that Newfoundland is a necessity to Canada. Give them good terms and they would come in." The resolution carried by a unanimous vote.

James McKay, Glace Bay, proposed the following resolution, but as it was not seconded it was laid on the table :

Resolved, that the Maritime Board of Trade views with favor the decision of the Government to spend $10,000 for the placing of Glace Bay harbor in such a condition that it will be of service to the mercantile community.

ROUTE OF A RAILWAY.

" The Route of the South Western Railway," was a subject that was introduced by Dr. Black, of Windsor, who showed by map and chart the route he thought it should take. This resolution created considerable opposition from the Halifax members. The resolution read :

Resolved, that it is desirable that the route of the South Western Railway, so-called, be such that it shall be of the greatest service to the largest amount of trade and commerce of Nova Scotia proper, Cape Breton and Prince Edward Island.

Dr. Bligh, of Truro, seconded the resolution in a strong speech.

Messrs. Stevens and J. E. De Wolfe, of Halifax ; Robert Caie, of Yarmouth, and Mr. Longard, Halifax, spoke strongly against the resolution and at the suggestion of M. G. De Wolfe it was withdrawn.

In order to save time, resolutions Nos. 8 and 17 were coupled and Augustus Cann, Yarmouth, handed the board the following resolution on " The urgent necessity of better aids to navigation on the Atlantic seaboard " :

That in view of the patriotic determination of our Government to have a Canadian freight and passenger steamship service equal to the best, this board respectfully urges upon the attention of the Government the necessity for better aids to navigation upon the Atlantic seaboard and the Bay of Fundy.

Mr. Cann stated that in view of the great losses of ships on the coasts it was needed that the boards of trade agitate for better aids to navigation. While the inland lake navigation was well protected, the sea coasts needed more powerful fog signals, better pilots, closer and more frequent examinations as to the ability and disability of the pilots.

Senator Wood seconded the resolution in an able speech on the subject, and the resolution was passed unanimously.

At this stage of the proceedings the president begged leave to say that he had just heard that J. E. De Wolfe, vice-president of the Halifax Board, had been arrested by the sheriff at the instance of Justice Meagher. This created great excitement and many members left the chamber. When order was restored M. G. De Wolfe presented the following subject for discussion : " In what manner can the efficiency of the Maritime Board be increased ? " :

Whereas, the efficiency of the Maritime Board is one that appeals to the loyalty of each affiliated board of trade and each member thereof, anh whereas much difficulty is experienced by the president and secretary of the Board in getting local boards to respond to correspondence, etc., in making their arrangements for the annual meetings.

Therefore resolved, that we in session assembled do pledge ourselves to do all we can to assist in every way the overcoming of all local obstacles that tend to detract from the object and aims of the board and to facilitate the progress of business in our annual meeting.

Mr. De Wolfe urged on the members of the various boards to take a more personal and active interest in their local boards, to attend the meetings of the boards and see that the membership be kept alive by creating interest in the many important subjects that are constantly being brought to the front. Mr. De Wolfe said he was the father of many local boards that he had created, but many of them had ceased to take a proper interest in the boards, which he much regretted.

The following resolution was then introduced by H. G. Harris, of Kentville, for E. C. Hanrahan, Sydney, and seconded by H. G. Harris.

Whereas, it is desirable in order to further increase the usefulness of the Maritime Board of Trade that the organization should make arrangements with a proper trade journal to publish an official report of its annual gathering and throughout the year to be a medium for the dissemination of information and official notices of the board to its members, and,

Whereas, that in the past journals of Upper Canada have more or less been regarded as the organs of the Maritime Board and that it is desirable that the official organ should be published in the Maritime Provinces.

Therefore, resolved, that a committee be appointed to look into the question of an official organ of the board and that said committee make proper arrangements for this purpose, reporting back to the board the action taken.

Mr. Harris named J. C. Studart, of Halifax, as one of the committee, but he refused to act. The resolution was carried and referred to the incoming Executive Committee.

INSURANCE ON STOCKS IN COUNTRY STORES.

The encouragement of insurance on stocks of goods by small country traders was introduced by Mr. McSweeney and seconded by J. Messery, and was carried without discussion. The resolution read :

Whereas, many merchants in the country districts, towns and cities are not in the habit of insuring their stocks of mer-

chandise and business premises sufficiently, or not at all, and,

Whereas, it is highly important and most desirable that all merchants should keep their property well insured.

Therefore resolved, that the Maritime Board of Trade takes this opportunity of directing attention to this important matter and recommends merchants to seriously consider their position in relation to this question.

SOUTH AFRICAN TRADE.

South-African trade was next brought up by W. H. Fisher in the following resolution :

Resolved, that the Maritime Board of Trade heartily approves of the action of the Dominion Government in establishing steamship communication with South Africa, and desires to emphasize the importance of extended intercommunication between Canada and South Africa, the West Indies and other British colonies.

The resolution was seconded and carried without discussion.

POSTAGE RATES.

W. S. Fisher, of St. John, moved a resolution in regard to postal rates, and spoke very strongly on the subject and against the new postal arrangements. The matter was also discussed by J. E. De Wolfe, Mr. McKinley, J. E. Stewart, Mr. Robinson, Moncton, and Capt. Taylor Woods. It was finally decided to defer action. The resolution read :

Whereas, the new regulations of the Post Office Department put in force July 1, 1902, whereby the postage on circulars, catalogues, books, samples and many other [illegible] under the headings of 3rd and 4th class matter, have been doubled, and have placed a serious bur-



A HISTORICAL GROUP—The Group of Members of the Maritime Board of Trade at Sydney that offended Judge Meagher.

den upon the mercantile classes (while the tendency of such increased rates is not to augment the revenue), and for which there seems to be no justification.

Therefore, resolved, that the board memoralize the Government requesting that the former rates be restored, and,

Further resolved, that copies of this resolution be sent to every board of trade in Canada.

FRIDAY'S SESSION.

THE JUDGE MEAGHER AFFAIR.

The first business before the meeting was the report of the committee who were appointed the previous evening to investigate the Judge Meagher episode. The report read :

To the Maritime Board of Trade :

The committee appointed to inquire into the circumstances connected with the committment of J. E. De Wolfe, vice-president of the Halifax Board of Trade and a delegate from that board to the Maritime Board of Trade, to the custody of the sheriff of the county of Cape [illegible] by Mr. Justice N. H. Meagher of the [illegible] Court of Nova Scotia, have to submit [illegible] lowing report :

That the circumstances under which the committment of Mr. De Wolfe was made appears to have arisen from Mr. De Wolfe resenting certain language used by Judge Meagher regarding members of the Maritime Board of Trade.

That the interview between Mr. De Wolfe and Judge Meagher appears to have taken place on the steps of the county court house, rooms in which had been placed at the disposal of the board through the courtesy of the municipal authorities, or in the vicinity thereof.

That as far as the committee could ascertain Mr. De Wolfe, in the course of the interview, stated to Judge Meagher,

that he, the judge, had used disgraceful language, and that Mr. De Wolfe was therefore committed to the custody of the sheriff as aforesaid.

That upon Mr. De Wolfe expressing his regret that he had used the word disgraceful the committment was canceled.

That the committee do not feel called upon to express any opinion as to Judge Meagher's conduct or language.

All of which is respectfully submitted.

WM. JARVIS,
G. S. CAMPBELL,
HORACE HASZARD,
G. E. DE WIT.

Sydney, N.S., August 21, 1902.

The report was adopted, but several members spoke strongly in terms of disaproval of the Judge's action.

BETTER MAIL AND STEAMBOAT SERVICE.

The next subject was "Better Steamboat and Mail Service on Minas Basin." Dr. G. W. E. De Wit, who presented the resolution, spoke strongly in its favor, and the seconder, M. G. De Wolfe, ably supported him. The resolution, which read as follows, was carried unanimously:

Whereas, it is realized expedient to establish a steamship and daily mail service between the ports of Wolfville, Kingsport and Parrsboro' on the Basin of Minas.

Whereas, under existing conditions, two days are consumed while the mails are en route from Wolfville to Parrsboro' or from Parrsboro' to Wolfville, and,

Whereas, the whole of the Annapolis Valley and the western counties of the Province feel the necessity of a shorter and more direct mail service to Parrsboro' and all sections of the country east of Parrsboro', and,

Whereas, the proposed route across the Basin of Minas is 20 miles and the route now travelled by the mails from Wolfville to Parrsboro' is 200 miles, the latter route necessitating the detention of the mails over night at Halifax, and,

Whereas, the time occupied by steamship across the Basin would be one and a half hours and would bring mail matter and passengers directly in touch with the D. A. R. at Wolfville and thus avoid the delay over night at Halifax, and,

Whereas, the tourist travel has greatly increased within the past two years in the towns of Wolfville and Parrsboro', and,

Whereas, the said travel would greatly increase with a daily service and become a strong factor in the financial support of the steamship companies.

It is resolved that it is the opinion of the Maritime Board of Trade that a daily mail and passenger service between the ports of Wolfville, Kingsport and Parrsboro' would be of immense value and advantage to the western and eastern counties of the Province and to the public generally. It is

Further resolved, that the Dominion Government be asked to grant a subsidy or a daily mail service on the Basin of Minas, between the ports of Wolfville, Kingsport and Parrsboro', and that a copy of this resolution be forwarded to the Dominion Government by the secretary of the Maritime Board of Trade.

STEEL SHIPBUILDING.

One of the most important subjects before the board was then taken up. This had been deferred until to-day at the request of the Sydney and Halifax boards. The subject was "The Subsidizing of Steel Shipbuilding." E. A. Mackee, of Sydney, moved the resolution, which read:

Whereas, it is most desirable that Canadian products should, as far as possible, be carried in Canadian-built ships, and,

Whereas, the establishment and operation of large shipbuilding plants in Canada would prove to be of immense advantage to the whole country, and,

Whereas, other Maritime centres have either directly or indirectly given liberal financial assistance to their merchant marine, and prospective Canadian builders are therefore seriously handicapped in competing with the old-established yards of Europe and the United States.

Therefore, resolved, that the Federal Government of Canada be asked to grant a tonnage bounty large enough to enable Canadian builders to compete in this industry and have it extended over a term of years sufficiently long to secure the permanent establishment of this industry, which is vitally important to the business interests of the country.

Mr. Mackee said every member of this board is thoroughly convinced of the fact that steel shipbuilding is of the greatest importance; also every person knows that any nation that has attained fame and supremacy in the world owes it to the building of ships. He then referred to the ancients who succeeded each other by their superiority in the building and possessing of ships. England's enviable position as a maritime power was owing to an Act of Parliament, which gave bonuses to shipbuilders. It is a matter for us in Canada to consider whether we should or should not take up this great industry. "We are here as the fairyland and we should seize the opportunity to put ourselves to the front. It would be very remiss, indeed, if we do not do so."

Geo. E. Campbell, Halifax, seconded the resolution. He endorsed the building of steel ships as one of the national industries of these Provinces. "The Local Government have granted a bonus of $100,000, but we must have yards built on a large scale; we must import skilled labor, and the Federal Government should give a bounty of so much per ton for a number of years. A united effort in this direction will result in a bounty. Every board of trade is directly interested in this question, and should pass strong resolutions this fall before the meeting of the Federal Parliament, and, if successful, and no doubt it will be, it would be on an enormous scale."

M. E. G. De Wolfe, said Mr. Campbell's remarks were the key note to the situation and they would get what they wanted if they would work together.

The resolution passed unanimously.

FAST ATLANTIC SERVICE AND MARITIME PROVINCES.

"Is not a Fast Atlantic Service an absolute necessity in the development of the Maritime Provinces?" was a subject introduced by Capt C. O. Allen, Kentville. He said that England was anxious to promote a Fast Atlantic Service and we had everything to gain and nothing to lose. A consideration of the transportation question from our grain belts shows a vast field for improvement. In one shipping season alone, out of 6,000,000 barrels of flour and 200,000,000 bushels of cereals, the greater bulk of which came from the Northwest, 5,850,000 barrels of flour and 170,000,000 bushels of wheat were carried through United States channels, while only the comparatively small quantity of 150,000 barrels of flour and 30,000,000 bushels of wheat and corn passed through the channels of Canada. It is estimated that 21,000,000 tons of freight that should have gone through Canadian ports, passed through the waterways to Buffalo, thence through the Erie canal to New York and were finally placed on the markets of the world as the product of the United States, thus keeping our own country in obscurity and building fame for our border competitors.

It was pointed out only last month by James Osborne, general superintendent of the Atlantic Division of the C.P.R., that $46,000,000 worth of our own exports were handled by other ports because of our lack of proper facilities.

An at present minor product of Ontario, the cheese export, shows that a large quantity of this article, which the consumers supposed was purely of United States manufacture, coming as it did through New York, was really Canadian which had passed over Suspension Bridge into the ports of the adjoining Republic.

Capt. Allen strongly urged the meeting to see that every influence be brought upon the legislators of the Maritime Provinces to earnestly entreat the Federal Government to carry out this Fast Atlantic Service. "Heavy subsidizing by a Government to promote a new trade is open to controversy, as particular concerns would reap the benefits and handicap outside competing lines," he continued, "Canada's present situation is vastly different, for we have the trade but not the means, and consequently our transporting is being conducted and carried through another country. There is no doubt that if the Canadian Government will assist in operating a fast line for ten years, the country will be in such a state of prosperity that the subsidies can then be withdrawn, when the trade

QUAKER BRAND



VERY TENDER

SUGAR PEAS.



TRADE MARK.

QUAKER BRAND

FANCY QUALITY CANNED GOODS

PACKED BY

BLOOMFIELD PACKING CO.

LIMITED.

BLOOMFIELD, ONT.

FRENCH PEAS

QUAKER BRAND

PETIT POIS.

BLOOMFIELD PACKING CO.

(LIMITED)

PACKED AT BLOOMFIELD, ONT.



TRADE MARK.

FRENCH PEAS

QUAKER



BRAND

PETIT POIS.

# "QUAKER" BRAND Canned Goods

ALL GOODS in the fruit and vegetable line packed under this label are grown among the Quaker Community of Bloomfield, Prince Edward County, Ontario, Canada.

This place is situated in the garden of the Bay of Quinte district—celebrated for growing the finest flavored fruits and vegetables in the world. Surrounded as it is, on one side by the waters of Lake Ontario, on another by West Lake, and on still another by the Bay of Quinte, the growing crops have at all hours the benefit of the cool breezes that continually sweep across one or other of these sheets of water. For this reason the crops in this locality—even in the dryest and hottest weather—have never been known to shrink or dry up, and always retain their pure, sweet, natural flavor. It is no exaggeration to say that there is not a spot on the Continent so splendidly adapted for the perfect growth of fruits and vegetables.

Recognizing that it was an ideal spot for a canning factory, two years ago the Bloomfield Packing Co. erected a plant and factory in this locality, at an expense of $40,000.00, solely for the purpose of canning fruit and vegetables. This is recognized as the most complete canning factory in Canada, and pronounced by visitors, conversant with the canning business in the United States, the equal of anything in that Country. One of the first things we did in starting was to register the word "QUAKER" as a trade mark, so that consumers could, under this label, find canned goods that would be known as the standard in quality from one end of the Dominion to the other. No expense has been spared in procuring the most experienced and practical men for the packing and management of the business, so as to insure perfection in the class of goods placed before the public.

The retail trade throughout the Dominion can procure
"QUAKER" BRAND CANNED GOODS
from the following wholesale firms:

| | | | |
|---|---|---|---|
| H. N. BATE & SONS, | Ottawa, Ontario. | DEARBORN & CO., - | St. John, N. B. |
| H. P. ECKARDT & CO., | Toronto, " | BAULD BROS. & CO., | Halifax, N. S. |
| GEO. WATT & SONS, | Brantford, " | CODVILLE & CO., - | Winnipeg, Man. |
| JOHN GARVEY, - | London, " | W. J. McMILLAN & CO., | Vancouver, B. C. |
| RANDALL & ROOS, | Berlin, " | W. H. MALKIN & CO., | " " |
| R. J. CARSON, - | Kingston, " | KELLY, DOUGLASS & Co., | " " |
| J. A. MATHEWSON & Co., | Montreal, Que. | HUDSON BAY CO., | " " |

will offer its own inducements to carry out the requirements, and Canada will forge ahead by leaps and bounds, similar to the prosperity the border Republic enjoyed during the period between the years 1870 and 1891, when its population increased 24,000,000 in 21 years, while this vast Dominion with as great possibilities was standing virtually still.

"If we review what other nations have been doing along this line, we will find that their commercial prosperity has been built up by Government assistance.

"The Canadian blue book shows $200,000 subsidy paid to trans-Atlantic steamship companies. At the Colonial Conference held at Ottawa some years ago, it was pointed out by the Postmaster-General that this amount was inadequate and far belaw what was actually required for the rapid handling of mails. At present the merchants of Liverpool stamp on their mail matter 'via New York' on the very day that the Canadian mail boat leaves Liverpool via Moville or Rimouski, preferring to have it go by the circuitous and indirect route to Southampton, where the United States mails leave during certain days of the week, thence to New York and finally over the long-rail route to Montreal, Sydney or Halifax. Experience has proven that owing to slow Canadian mail boats and subsequent delays around the Grand Banks and Gulf of St. Lawrence, the mails will actually reach their destination with much more certainty.

"It appears unnecessary for a Government to grant a large subsidy to a fast freight line. We have been striving for a long time to secure a fast mail service, and even in trying for this why should we weaken our hand by asking too heavy a subsidy, such as would be required to carry out both the mail and freight services? The three or four boats required to complete the mail service would carry all our perishable freight. The greater bulk of our freight, which is not perishable, could go by slower and less expensive boats.

"The speed of Atlantic mail boats is increasing every year, it being only a question of the trade paying the price. Let not Canada's interests be sacrificed, but let us have a line not only as fast as any now afloat, but as fast as any now building on the stocks in Europe. The North-German Lloyd boat, now under construction, is to be a full knot faster than any at present in commission.

"The Allan line, trading up the St. Lawrence, lost eight ships in as many years, besides many other accidents, entailing loss of life and property, owing to these steamers running through a region abounding in ice, where the percentage of fog reaches the maximum, threading up a long and dangerous Gulf into the narrow and shifting channels of the river. Against this let us compare the record of the Cunard boats, plying between Liverpool and New York, where they have run an unbroken record of 62 years without losing a life, and nearly as long without the loss of a letter.

"The St. Lawrence, from its geographical position, with its long pent up channel, has had in the past so many serious accidents, which have unfortunately given a bad name to the whole Canadian waters. Only during the brief period of three months that navigation has been open in the Gulf there have been calls on the underwriters amounting to three-quarters of a million dollars.

"The Hydrographic Office at Washington has just issued charts, dated July, 1902, taking data from the past three years, 1898 to 1901, which show that during the month of July a region at about 320 miles south of Cape Race, fog exists 17.6 days during that month, when only 60 miles further south there are only 1.8 days of fog. Around this latter spot the White Star, Cunard and North-German Lloyd ships pass, and so must the fast Canadian mail boats, no matter where the terminus may be. Through a region like the former the mail boats would have to go under a greatly reduced speed."

The resolution read:

Whereas, public opinion in Canada has pronounced emphatically in favor of a fast service between Canada and the United Kingdom, equal in speed and appointment to any crossing the Atlantic;

And whereas, we are of the opinion that full advantage should be taken of the ports of the Maritime Provinces, which are hundreds of miles nearer the commercial centres of Europe than the inland ports of Canada, and especially as ocean routes can be followed to these ports which are quite as safe and shorter than those taken by the fastest ships out of New York;

Therefore resolved, that the representatives of the Maritime Board of Trade here assembled urge the Government to take immediate and definite action on this question by granting the necessary subsidy to insure the inauguration of such a service with the least possible delay;

Further resolved, that ocean routes to be followed by steamers of the line should be such as would enable them to run as nearly as possible at full speed from port to port, with the least risk of danger or detention by fog or ice;

And further resolved, that in the opinion of this Convention the terminus in Canada should be the nearest available port to Europe, where ships of such large size can come and go with safety and despatch at all seasons of the year.

The resolution was seconded by M. G. De Wolfe, of Kentville, who said he had always strongly favored a fast Atlantic service, and believed we should go about this matter with great earnestness. He referred to the late Mr. Chipman as having done a great deal in bringing this matter to the attention of the Maritime Board.

G. H. Dobson, of North Sydney, depreciated the adoption of a 20-knot service, and considered that it would be a waste of public money. "We must have the very fastest steamers afloat," he said. He also insisted that the port of Sydney must be a port of call.

G. S. Campbell, Halifax, agreed with the previous speakers. He said a great change of sentiment had taken place in Canada in regard to the fast Atlantic service, and the West were now strongly in favor of it. Nova Scotia had always been in favor of a first-class service. The time had now come to consider the details and the terminus of a fast Atlantic service. The ports available were Montreal, Quebec, Sydney, Halifax, and St. John. The questions to be considered were the speed of the ships, safety of the route, and the most available port all the year. He considered that it would be to the best interests of all for the line to call at one port all the year round.

Jas. Paton, Charlottetown, P.E.I., considered the Quebec route the back door to Canada, and thought that Halifax should be the all-year port.

H. C. V. LeVatte, Louisburg, took exception to the previous speaker's remarks, and stated that if the nearest port was selected then Louisburg was the nearest port to Europe.

Dr. De Wit: The nearest and safest port?

Mr. LeVatte: That answers for Louisburg.

Wm. Jarvis, St. John, said it was unwise and unfortunate to specify any particular port, and suggested that the selection of the port should be left with the company or companies who intend operating such a line. The question of speed was of the greatest importance, and he did not think the present subsidy sufficiently large to maintain a speed which would make the service valuable.

W. H. Fisher, St. John, said he was heartily in favor of the resolution. In his opinion it would be well if Canada adopted a 20-knot service, and afterwards make it equal if not superior to the best crossing the Atlantic. "Let us take a step at a time in trying to compete with the great people to the south of us," he said.

J. E. De Wolfe, Halifax, said: "This is a question of a slow or fast line, and I doubt if a 20-knot-service could be called a fast line. This is the point to decide. Do we want a fast line? Let us ask for it."

Senator Wood, Sackville, favored the adoption of a service equal in speed and

appointments to any crossing the Atlantic. We want the greatest route on earth. The resolution was carried unanimously.

EXTENSION OF THE I.C.R.

H. C. V. LeVatte, Louisburg, introduced the resolution for the extension of the I. C. R. to Louisburg and Glace Bay. It read :

Whereas, freight carried by the I. C. R. for points south of Sydney, connected by the Sydney and Louisburg Railway (except in carloads) is at present stored at Sydney, but reshipped on the Sydney and Louisburg cars, thus causing expense and delay, and,

Whereas, passengers travelling west by the first express train of the I.C.R. from Louisburg and all points south of Glace Bay, and by the fast express on all points south of Sydney, are compelled to remain in Sydney overnight, and,

Whereas, the mail service is very unsatisfactory on account of the said railway service,

Resolved, that this Maritime Board of Trade believes that it would be to the material interest of the people living between Sydney and Louisburg on the line of the Sydney and Louisburg Railway, comprising a large percentage of the population of Cape Breton county, and also the mercantile and travelling community at large that the I.C.R. express and freight trains should run to Louisburg over the Sydney and Louisburg Railway track, connecting as it would with the great mining districts.

Further, resolved, that a copy of this resolution be forwarded to the Minister of Railways at Ottawa.

S. E. Landry seconded this resolution, and after a short discussion it was passed.

WANT BETTER FACILITIES.

E. H. Spinny, Yarmouth, introduced the next subject, namely, "The desirability of a daily steamship communication between St. John and Digby throughout the year." He pointed out that now for only about four months in the year they have a daily service, and it was necessary that they should have a daily service all the year round. He presented the following resolution :

Whereas, the increased requirements of commerce in the south-western section of Nova Scotia, coupled with that of the Annapolis Valley, demand greater transportation facilities ; therefore,

Resolved, that the Maritime Board of Trade urge the Government to encourage such increase of steamboat service between St. John and Digby by granting such subsidies as will accomplish that object.

The resolution was seconded by J W. Blanchard, of Windsor, who said it affected the entire western portion of Nova Scotia. The resolution was passed unanimously.

THANKS TO THE MACLEAN PAPERS.

W. H. Fisher, St. John, asked permission of the chair to say a few words and asked the meeting to pass a vote of thanks to The MacLean Publishing Company for having been good enough to send down each year, at a great expense to them, a representative to report the meetings of this board, and he therefore moved that a vote of thanks be passed.

M. G. De Wolfe, Kentville, seconded the motion. He said he had the interest of the Maritime Board of Trade at heart and he regretted that the resolution which was passed yesterday had not been reconsidered, but it was brought in during a time of great excitement while most of the members were absent, and, in fact, it was "railroaded through"—you know what that means ? He said that the board highly appreciated the service rendered by "The Canadian Grocer" and "Hardware and Metal" in so freely reporting the meetings.

J. C. Stewart, Halifax, said the resolution brought in the day before was a complete surprise to him, and he promptly declined to serve on such a committee. He considered that it was a reflection on The MacLean Company's papers which should not have been made. "I strongly favored the encouragement of all trade journals publishing the proceedings, and especially those which were so widely circulated as the papers published by The MacLean Publishing Co. The resolution was passed unanimously.

The secretary's report was then read. He reported having collected the sum of $261.75, and expended $31.

It was moved that the secretary be granted $100 for his services, and Mr. Paton moved the adoption of the report, which was seconded by Mr. Dobson and carried.

FIRE INSURANCE RATES.

J. E. De Wolfe, Halifax, introduced the following resolution :

Whereas, it is reliably stated that fire insurance in the Maritime Provinces has been very profitable during the past 20 years ;

And whereas, the rates have recently been increased in many places by the tariff companies without any justification for the same ;

Therefore resolved, that we ask our members to unite in giving business to and assist in the promotion of non-tariff companies that are willing to take risks on their merits independently of any combination, and that the secretary be authorized to send a copy of this resolution to every board of trade in the Maritime Provinces.

In speaking to the motion Mr. De Wolfe said the question of insurance rates had become one that needed the consideration of this board. He then read the following resolution passed by the Bridgewater Board of Trade :

At a special meeting of the Bridgewater Board of Trade, held on Tuesday evening, the 12th inst., the following resolutions were passed :

Whereas, the Nova Scotia Board of Fire Underwriters has imposed a rating taking effect on the first day of March inst., increasing the heretofore existing rates for fire insurance more than one-third in the business district of this town ;

And whereas, the aforesaid district, subject to the increased rates, was rebuilt after the fire of January 12, 1899, in accordance with the advice and ideas of a representative of said board, who stated that if such plans were adopted the fire insurance rates would be materially reduced ;

And whereas, by incurring the expenditure of $25,000 for expropriating the water front so that no buildings could be erected thereon, thereby providing an easy and effective means of procuring water for fire protection purposes in said district, and the laying out of a cross street in said district and two others widened for fire-breaks ;

And whereas, all wooden buildings in said district were restricted to two storeys in height and were also required to be built with flat roofs ;

And whereas, a water service with a reservoir a great elevation above La Have River is to be installed this year at an expenditure of $40,000, a prime consideration in incurring such expenditure being to give greater protection from fire to said district ;

And whereas, the rate now imposed is unjust, oppressive and unfair in consideration of the facts here recited ;

Therefore resolved, that the Bridgewater Board of Trade in meeting assembled, protests strenuously against the imposition of the increased fire rates and respectfully requests the Board of Fire Underwriters to carefully consider this resolution and the facts it contains, and in view thereof to revoke the increased rates imposed on March first inst. ;

Further resolved, that copies of this resolution be sent to the Nova Scotia Board of Fire Underwriters and also to the Maritime Board of Trade, the Halifax Board of Trade, and to C. E. L. Jarvis and F. W. Butcher, insurance adjusters, requesting their co-operation, and that the local agents be requested to bring to the notice of their respective companies the injustice and inequality of the increase and the danger of loss of business thereby.

Mr. Stevens said that the merchants had been paying unduly high rates in some instances to make up for losses elsewhere, and he considered there should be some remedy for it.

G. E. Faulkner spoke on behalf of the insurance companies, and said the question of insurance was entirely a business proposition. He said the companies must charge enough to warrant them doing a safe business. It was not true that the rates were fixed so that burned districts had to pay all the losses the companies sustained in them.

W. H. Roach, Windsor, said the premiums paid by Nova Scotia amounted to $600,000 and to non-tariff companies, about $35,000. He considered the non-tariff companies should be encouraged, and as far as paying losses were concerned, he knew they always paid promptly. He called attention to the fact that dur-

ing this summer the tariff companies had raised their premiums 50 per cent.

Wm. Jarvis, St. John, said there was really a great misunderstanding in the matter. He, as an insurance man, had done everything possible to moderate the rates. He said that two of the largest companies who had done business in New Brunswick had gone out of business there on account of the unprofitable business they had done. It was the disposition of the companies to act fairly with all.

Thos. H. Summerville, St. John, opposed endorsing non-tariff companies, as the tariff companies might withdraw from the Provinces. "We want the best companies to carry our risks," he declared.

Mr. Campbell, Halifax, favored the encouragement of the non-tariff companies as much as possible in the Provinces, because there was a combine among the tariff companies to fix rates. He had no doubt fire insurance companies had made money. The resolution passed.

ATLANTIC MAIL SERVICE AND MARITIME PROVINCES.

Geo. Dobson, North Sydney, moved the following resolution :

Whereas, the usefulness of the Canadian subsidized English mail service between Montreal, Quebec and Great Britain is seriously restricted in the delivery of mails, particularly to the Maritime Provinces, by the use of Rimouski, an inland port, as the first port of call, delaying the mails to the Maritime Provinces from two to three days, and,

Whereas, improved transportation is of vital importance to the large and growing industries of these Provinces by the sea, therefore,

Resolved, that the Dominion Government be urged to give its immediate consideration to the selection and use by all Canadian subsidized mail lines plying between Montreal, Quebec and Great Britain of an Atlantic port of call that will afford these Maritime Provinces equal or better despatch for mails, etc., with the other Provinces of the Dominion.

The resolution was seconded by P. Innis and adopted.

COMPANY STORES.

W. H. Chisholm, of Glace Bay, brought up the question of company stores in the following resolution :

Whereas, it is a fact that the wages of many workmen employed by large industrial corporations in the Province of Nova Scotia are paid in merchandise through or by means of company stores, and,

Whereas, the system of paying labor in supplies, commonly known as the "truck system," instead of in the coin of the realm, is inimical to the progress of the community, checks economy, impairs the self-reliance of the workmen in business, and diminishes the purchasing power of the work of the laborer, and,

Whereas, the said system places barriers on trade, withdraws money from circulation, directly tends to the stagnation of enterprise within its immediate influence, and technically injures the commercial life of the country in general ; be it therefore,

Resolved, that the Maritime Board of Trade recommends the amendment of the present Cash Payment Act of Nova Scotia, so as to embrace the provisions of the English Act on the subject.

The resolution was seconded by D. D. Mackenzie, M.P.P., and passed unanimously.

VOTE OF THANKS TO SYDNEY BOARD.

On motion of G. S. Campbell and W. H. Fisher a vote of thanks was unanimously tendered the Sydney Board of Trade for its hospitality.

H. C. V. LeVatte responded for the county. He said : "We pride ourselves on treating our visitors well, and we regret the unfortunate occurrence of yesterday. We trust you will all come again."

Horace Haszard, Charlottetown, wished to return thanks to the citizens of Sydney and to the local board of trade on behalf of himself and Prince Edward Island delegates as well as the Convention for the reception they had received He was glad to witness the wonderful progress that Sydney had made. "I am also bound to refer to one unfortunate incident, as I feel I have been insulted and propose to move a resolution and I feel that we should put ourselves on record that we resent the insult given our members." He moved the following resolution :

That before leaving Sydney the members of the Maritime Board of Trade wish to express their sense of the courtesy shown to them during their visit with one unfortunate exception ; that they desire to disclaim any intentional discourtesy towards a member of the judiciary of the Province, who is personally unknown to very many of them ; that they were greatly surprised at the attempt made to push through those of their numbers who were grouped on the steps of the court house building—rooms in which had been placed at their disposal by the municipal authorities—and still more so at the language made use of on that occasion. And they desire to place on record their regret at an occurrence for which they feel that they have been in no wise to blame and their opinion that the language used towards members of the board was entirely unjustified.

P. R. Rentley, Sydney, seconded the resolution and regretted the occurrence. The Sydney Board were anxious that all should have a good time, and no doubt the unfortunate occurrence had put a damper on every one.

The resolution then passed unanimously.

NOTICE TO AMEND BY-LAWS.

G. E. Faulkner gave notice of the following resolution :

Resolved, that By-law No. 3 be repealed and the following substituted therefor :

Subjects for consideration at the annual meeting, and resolutions dealing with such subjects shall be forwarded to the secretary at least 30 days prior to date of annual meeting and the council of the board shall arrange the order in which the various subjects pcesented for consideration shall be taken up and shall have the list of subjects, with resolutions to be offered in connection therewith, printed and distributed to the affiliated boards at least ten days before the date of the annual meeting.

NEXT PLACE OF MEETING.

Invitations to meet next year were received from Moncton, Yarmouth, Charlottetown and St. John. Charlottetown was decided on as the next place of meeting.

NOMINATING COMMITTEE.

A nominating committee to select officers for the ensuing year, composed of the following, was chosen by the chairman : M. G. De Wolfe, Wm. Jarvis, A. M. McKinley, Jas. Paton, Robt. Caie, E. C. Hanrahan, Dr. De Wit and Peter Innes.

Peter Innis, chairman, reported the following as the selection of the committee, and they were elected :

OFFICERS ELECTED.

President.—Horace Haszard, Prince Edward Island.

Vice-President (for Nova Scotia)—J. E. De Wolfe, Halifax.

Vice-President (for New Brunswick)—D. H. Walsh, Moncton.

Secretary-Treasurer.—C. M. Creed, Halifax.

Corresponding - Secretary.—E. T. Higgs, Charlottetown.

Auditor.—F. O. Allison, St. John.

J. E. DE WOLFE'S ACTION ENDORSED

The following resolution was moved by Alexander Stephens, seconded by P. R. Rentley, and unanimously passed :

Whereas, J. E. De Wolfe, of Halifax, a delegate from the Board of Trade of that city, worthily upheld the dignity of the members of this board, in resenting gross insult offered them by Justice N. H. Meagher, and,

Whereas, Mr. De Wolfe in so doing was placed in a most unenviable position ;

Therefore resolved, that the board express its confidence in Mr. De Wolfe, and thank him for having pursued the course he did, thereby maintaining the reputation and dignity of the board.

Mr. De Wolfe, in reply to the resolution of thanks, thought the report of the committee a weak one, and certainly if no further action had been taken in the matter, he would have considered it his duty, in self-respect, to resign from the board. He was glad, however, that he still had their confidence when they selected him vice-president for Nova Scotia.

VOTE OF THANKS TO MR. BLACK.

M. G. De Wolfe moved a hearty vote of thanks to the retiring president, W. A. Black, and complimented him on the interest which had grown so large under his presidency. He referred to the meeting as being the largest held during the existence of the board.

J. E. De Wolfe, of Halifax, seconded the motion, which was carried amid loud applause.

W. A. Black, the retiring president, responded and thanked the members for the assistance they had given him and was pleased to see the interest taken in the meeting. He also spoke feelingly of the able work done by the secretary-treasurer, C. M. Creed, who had done hard work in the interests of the boards of trade.

After singing "God Save the King," the meeting adjourned sine die.

# THEY HAVE COME

As expected, the short crop and the consequent advances in prices of 2nd and 3rd Crop Teas of Japan. We are now almost at the end of the 3rd Crop with a further advance of 1c. per lb. Cup quality as good, but leaf rougher than last year. **Buy now your 25c. retailing line while you can get good teas of last season.**

**I HAVE 250 HALF-CHESTS,** extra good values, at **19c.** Sun-dried or Olive color—good, bright, strong liquor. This lot was not everlooked by me (as some people would tell you). I had my eye on it all the time, and have kept it to give you a bargain now. Other Japans I quote from **16** to **40c.**

**Your last chance on my leaders at the following prices :**

| | | | |
|---|---|---|---|
| 2nd Crop "Condor" | XX, at | - - - | 19c. |
| 2nd " " | XXX, " | - - - | 20 |
| June Pickings "Condor" | XXXX, " | - - - | 23½ |
| May " " | V, " | - - - | 25 |

Note the difference on same teas just coming in Ex. Str. Athenian :

| | | | |
|---|---|---|---|
| 53 Half-Chests "Condor" | V, " | - - - | 26½ |
| 146 " " | XXXX, " | - - - | 25 |

Ex. Str. Empress of China :

| | | | |
|---|---|---|---|
| 189 Half-Chests "Condor" | XXX, " | - - - | 21½ |

New Siftings, early liquor, large leaf, **8c.** New Nibbs, small shotty, early liquor, **18½c.**

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**CHINA GREEN**—Last private report to me says : "Lower grade 'Imperials' we shall not be able to buy at even 20% advance. Country teas have opened at quite 30 to 40% higher than last year, and are eagerly bought."

I have a full assortment at **15c.** to **45c.** New Pea Leaf, at **22½c.** and **25c.** New Pin Head, at **30, 32½** and **35c.**

JUST IN STOCK—126 Catties Medium Pea Leaf Gunpowder—a beauty—at **18½c.**

56 half-chests new season Sow Mee Points—the very finest—at **24c.**

**CEYLON GREEN**—I have 3 small lines especially selected for their good liquoring qualities, at **15, 17½** and **20c.** **With 350 Packages on the way from Ceylon.**

**Who says we are not patriotic, and not handling British-grown teas? Yes! We are like all good Englishmen, loving their money, we buy the best value no matter where it comes from.**

**CHINA BLACK**—Not many of these sold, but lovers of good tea still want those fine Ning Chow—Lapsang Souchong and Pecco Congous. I have New Crop Monings, at **15c.** to **45c.**
I have New Crop Lapsang Souchong, at **30c.** and **40c.**
I have New Crop Pecco Congous, at **15c.** to **30c.**

**CEYLON AND INDIAN BLACK**—Prices of them are low but firm, and looking up—especially for good kinds. I quote them from **12½** to **45c.** A beautiful Darjeeling Ring Tong, at **45c.**
A choice Darjeeling Ting Ling, at **35c.**

**JUST IN FROM COLOMBO**—50 half-chests, my own special brand, "BUFFALO," a fine Orange Pekoe of rich liquor, at **20c.**

**FROM THE ISLAND OF FORMOSA**—A small lot of new choicest Oolong, at **40c.**

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**My Special Lines**—I am not the only one to tell you that they are the very best—thousands of others say so, and increase their orders each time. **This is the good sign.** Why not try them yourself ?

**Madam Huot's Coffee**—The gem of all coffees. Pure, creamy, delicious—a true Parisian blend. In tins only, 1-lb., at **31c.**, 2 lb. at **30c.** per lb.

**"Nectar" Tea**—The perfection of Ceylon and Indian blends. Rich and fragrant, at **20, 25, 35** and **45c.**, 1-lb. fancy tins, at **32½, 42½** and **50c.**

**"Condor" Mustard**—Absolutely pure, strong and flavory. The best of all mustards. 12-lb. boxes, ¼-lb. tins, at **35c.**, ½-lb tins, at **33c.**, 1-lb. tins, at **32½c.** per lb.

**"Condor" Vinegar**—Pure, distilled, strong, bright as crystal, at **25c.** per gal.

**"Condor" Baking Powder** of high quality—2 doz per case, per doz, 1-lb. tins, **$2.25**, ½-lb. tins, **$1.35**, ¼-lb. tins, **80c.**

**"Old Crow"**—Scientific blend of black teas in useful bronzed tins, at **17½, 20, 25** and **35c.** per lb.

**"Old Crow" Vinegar**—Pure, distilled, clear as water from a spring, at **20c.**

**"Old Crow" Baking Powder**—The very best at the price. 2 doz. per case, per doz, 1-lb. tins, at **$1.25**, ½-lb. tins, **70c.**, ¼-lb, **45c.**

**EMD Baking Powder** of pure Cream of Tartar, as good as the best imported. 2 doz. per case, per doz, 1-lb. tins, at **$3.25**, ½-lb. tins, at **$1.75**, ¼-lb. tins, at **$1.20.**

**EMD Vinegar**—Pure, distilled. The highest quality, at **30c.**

Speciality of High-Class Teas, Coffees, Spices and Vinegars--Wholesale.

# E. D. MARCEAU,

**281=285 St. Paul Street** MONTREAL.

**INCONTROVERTIBLE** facts and figures proving the decline in consumption of Japan Teas can now be had from the Government Statistical Department at Ottawa.

**"SALADA"** Natural Green Teas of Ceylon, by their superiority in strength, flavor, purity, and value, are dealing sledge-hammer blows at the adulterated Japanese product.

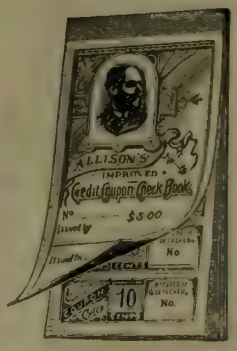
**Imports of Japan Tea to Canada have declined 5,931,262 lbs. since SALADA Ceylon Green Tea was first introduced.**

We specially desire correspondence from those who claim to know "something" about Japan Teas, yes, and if a little skeptical, it makes no odds, we can soon convince you, "or at least we think so."

**"SALADA," TEA CO., Toronto and Montreal**

Offices at Boston, Buffalo, Pittsburg, Detroit, Philadelphia, Cleveland, New York, Washington, Newfoundland, Toledo, Wheeling, W. Va.

## Cultivating WEEDS




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***Indianapolis, Indiana.***

# *LILY WHITE GLOSS STARCH*

In 6-lb. Toy Trunks with real locks and keys.

This beautiful and useful package will be appreciated by every householder.

Try a case or two with your next ten-box order.

**The Brantford Starch Works,**
LIMITED,
**Brantford, Ont.**

# MARKETS AND MARKET NOTES

## ONTARIO MARKETS.

Toronto, August 28, 1902.

### GROCERIES.

BUSINESS in wholesale groceries this week has been fair for the season, but the markets are quiet as they usually are during August. The wholesale jobbers are making preparations for a big trade in September and the months following. In the canned goods market the situation in salmon is the feature most important. Reliable reports from the Coast estimate the pack of this year some 1,750,000 cases short of what it was last year and the latest quotations from the Coast have maintained the advance of 30 to 40c. per case on British Columbian salmon. Some orders have been placed for new crop tomatoes at open prices, the uncertainty prevailing as to the crop of this year making it impossible to settle on a fixed quotation. In teas the demand for Ceylon greens has been probably increased by the scarcity and dearness of Japans, and if the high prices of the latter continue buyers will be more inclined to turn their attention to the former. Ceylon blacks on the local market still show good value and the trade in them continues good. Coffees are quiet with a little call for green Rios. Rice and tapioca are in moderate demand.

#### CANNED GOODS.

Peas and corn have been quite active and a number of orders have been placed for this season's tomatoes at open prices, the uncertainty of how this year's crop would turn out making it impossible to buy them in any other way. Stocks of these three vegetables in the hands of the local jobbers are light and the market will likely be bare of stocks of these during the year to come. We quote: Tomatoes, $1.15 up; corn, 80c. up and peas, 82½c. up. The amount of trade doing in meats has not been of much account. There is now an active demand for salmon as dealers have come to the conclusion that it is unwise for them to delay any longer in booking their orders, as there will be no lowering of prices on this year's pack. Reports from the Coast all confirm the earlier advices regarding a shortage in the pack of this season on the Fraser River. In a letter to the trade here J. H. Todd & Co., of Victoria, B.C., say that there will be a very short pack of Fraser River salmon this season, and that a heavy advance in prices may be looked for in canned salmon. The total pack on the Sound and Fraser River in 1901 was about 2,200,000 cases. This year the total pack, they say, will not exceed 500,000 cases, leaving a shortage of 1,750,000 cases this year.

#### COFFEES

The local coffee market is quiet in tone and the bulk of the trade continues in green Rios. There have been sharp advances on the outside markets, where the buying has been active, owing to reports of damage done to the crop in Brazil by recent frosts. One cable stated that 80 per cent. of the young trees were destroyed, while another estimates the loss at about 100,000 to 150,000 young trees. We quote: Green Rio, No. 7, 7¾c.; No. 6, 8c.; No. 5, 8¼c.; No. 4, 9c.; No. 3, 10 to 12c. per lb.

#### NUTS.

The tone of the local nut market continues quiet and prices are unchanged. On the outside markets Brazilian nuts are higher and filberts are strong, with

**See pages 49 and 50 for Toronto, Montreal, St. John and Halifax prices current.**

little disposition to move at the prices at present offered.

#### RICE AND TAPIOCA.

Trade in rice and tapioca is of a moderate nature on the local market. The outside rice market is reported quiet with prices reported sagged, especially for the new crop Honduras grades, which were offered with increased freedom. The new crop in the South will not begin to move, according to the latest reports, until after October 1. Our quotations are now as follows: B rice, 3½c.; Japan, 5½ to 6c.; sago, 3¾ to 4c.; tapioca, 3½ to 3¾c.

#### SYRUPS AND MOLASSES.

Quietness continues in syrups and molasses and the prices are unchanged. Blackstrap on the outside markets was fairly free, but the demand was moderate, causing the market to show an absence of tone.

#### SPICES

In spices little business is as yet being experienced by local jobbers, and the market is unchanged. Cable advices from the East continue to report firm markets for pepper.

#### SUGAR.

Business in sugar continues to hold back on the local market, but an active demand is expected in a few days, as soon as the canneries get in full operation. A slightly easier market for beet sugar is reported from London, Eng., by recent cable advices, and prices showed a partial decline. In the United States raws are steady and refined holds firm in tone with a fairly full volume of business. Refiners are from three to five days behind in their shipments of assorted orders, and some even were reported from one to two weeks late in their shipments. The receipts of raws for the week in the Republic amounted to 34,376 tons and the meltings were 45,000 tons, leaving the total stock in the four ports 137,515 tons, as against 148,139 tons last week and 190,616 tons last year. The prices of raws are expected to rule steady as there is no probability of any great quantity being placed for sale in the immediate future, and the indications are that although large arrivals are expected within the next few weeks, that such unsold sugars as may yet come can be readily placed on a basis of ⅜ for 96 deg. test. Holders of sugar in Cuba are not offering freely. Large shipments of Java sugars will be made, which should arrive in the United States in February, March and April next year, in time to compete with the next Cuban crop. It is calculated on later data that the total crop of the Island of Cuba will probably reach 840,000 tons.

#### TEAS.

On the local market the demand is at present principally for the black teas of India and Ceylon. There is also some demand for Ceylon greens, which has probably been increased on account of Japans keeping so high and scarce. Ceylon blacks show good value. Cables from London, Eng., say that the better qualities of orange pekoes there were a little dearer, and from China cables report a slight easing off in the prices of young hysons, but figures are still stiff from 10 to 15 per cent. higher than last season. On the London, Eng., markets Ceylon teas met with a fair demand. A rather large selection of this growth of Java teas met with a steady demand, and a few parcels of medium Indian tea sold rather cheaply. A cable this week from Calcutta reports a firmer market.

### FOREIGN DRIED FRUITS.

CURRANTS.—The local demand for currants is easing off a little. Some

lower quotations on this season's crop arrived at the end of last week, but cables this week report considerable damage to the growing crop by rains, and a hardening of prices. About one-third of the crop is reported to be cut and on the drying grounds, and any rains would seriously damage the fruit after it is cut. We quote: Filiatras, 5¾ to 6c. and Patras, 6¼ to 7c.

VALENCIA RAISINS.—These are almost out of the market. We quote as follows: Selects, 8½ to 9c.

DATES.—Very little business is doing in dates. We quote: Dates, in bulk, 4½c. and in packages, 6¼ to 6½c.

PRUNES.—This line continues quiet and unchanged. Prices of all lines of prunes on the Coast are firmly held. We now quote: Californian prunes, 100-110's, 5c.; 90-100's, 5½ to 6¼c.; 80-90's, 6½ to 7c.; 70-80's, 6¾ to 7¼c.; 60-70's, 7½ to 8c.; 50-60's, 8 to 8½c.; 40-50's, 8¾ to 10c.

CALIFORNIAN EVAPORATED FRUITS—Quotations for Californian figs are now on the market, but they are not attracting the serious attention of the trade, as Californian figs have not the quality of Smyrna fruit and are not likely to seriously compete with the Turkish figs until the quality of the Californian fruit is considerably improved. Our quotations are now: 11 to 14c. per lb. for peaches and 13 to 17c. for apricots. New Santa Clara apricots are quoted f.o.b. the Coast at 7c. in 50-lb. boxes, and 7½c. in 25-lb. boxes in carload lots.

### GREEN FRUITS.

With the advance of the season the arrivals of apples, peaches, plums and pears on the local market become heavy and prices settle on a more solid basis. The receipts of tomatoes are quite free, but the prices are not much lower than they were a week ago. The first Canadian grapes were offered on the market this week and sold fairly well. Crabapples are also coming in. The watermelon season will soon be over. Huckleberries are becoming scarce and a better quality of peaches has begun to arrive. Peaches, ordinary, 18 to 25c. and best, 75c. to $1.25 per basket; plums, 30 to 50c.; pears, 25 to 50c.; apples, 10 to 15c.; muskmelons, 40c.; huckleberries, $1.10 to $1.25; grapes, 50c.; crabapples, 25c.; peppers, 25 to 40c.; watermelons, $17 to $25 per 100; Californian plums, $1.50 per case; ditto pears, $2.25 per case; ditto, peaches, $1.25 to $1.50 per case; ditto grapes, $2.50 per case; Californian late Valencia oranges, $5.50 to $5.75; Messina lemons, $1.50 to $2.50 per case; and bananas, $1.25 to $2.25 per bunch.

### VEGETABLES.

Business in vegetables continues to be slow. Corn is more plentiful and has dropped 5 to 7c. per dozen. Cabbage and celery are plentiful and are moderately active. We quote: Green onions, 8 to 30c. per dozen; rhubarb, 20 to 30c. per dozen; lettuce, 20 to 25c. per dozen; radishes, 20 to 25c.; mint and parsley, 20 to 25c.; turnips, 30c. per dozen; cauliflower, 50c. to $1.50 per dozen; cabbage, 30 to 50c. per dozen and $1 per barrel; carrots, 15c. to 20c. per dozen; beets, 15c. per basket; new potatoes, 50 to 60c. per bush; beans, 20c. per basket; celery, 50 to 75c. per dozen; vegetable marrow, 75c. per doz.; corn, 8 to 15c. per doz.; squashes, $1 to $1.50 per doz.; egg plant, 75c. to $1 per doz.

### COUNTRY PRODUCE.

EGGS.—The arrivals of these are still large and receipts continue to show a large shrinkage. The local demand for strictly fresh gathered has improved and the prices are firm. The second grades are a little easier. We quote: Strictly fresh, 15 to 16c. per doz.; ordinary candled, 14 to 14½c.; and low grades and checks, 11 to 12c.

BEANS.—Trade in these is not heavy, but shortages in the crop have induced holders to advance prices. Handpicked are quoted at $1.50 to $1.60 and prime, $1.50 to $1.60 per bushel.

HONEY.—The new crop has turned out better than anticipated and as it is now on the market prices have taken a drop of 2½ to 3c. per lb. Quite a large stock of this produce has been carried over from last year. We quote: Honey, in 60-lb. tins, 7 to 8c.; in less quantities, 8 to 9c. and combs, $1.40 to $1.60 per dozen.

POULTRY.—The demand is good for poultry in general. Live chickens are much wanted. Young chickens are worth 50 to 60c.; old, 40 to 50c. and ducks, 60 to 65c. per pair. Turkeys, dry picked, are quoted at 11 to 12½c. per lb. and live chickens, 50 to 55c. per pair.

POTATOES.—The market for these continues steady at 35 to 45c. per bushel.

### BUTTER AND CHEESE.

The butter market is inactive. Large quantities are being offered at country points, and although the prices are weak very little business is being done. Only goods of the best quality are meeting with attention. Some inquiry continues for choice creamery for export. We quote as follows: Choice 1-lb. rolls, 15 to 16c.; selected dairy, tubs, 15c.; store packed, uniform color, 13½ to 14c.; low grades, 11 to 12½c.; creamery prints, 19 to 20c. and solids, 18½ to 19c.

CHEESE.—Business in cheese is a little unsettled. The make continues large and the exports to date from the port of Montreal alone show an increase of over 250,000 boxes over the same period last year. The local demand is now good. The finest is now quoted at 10¼ to 10½c. and seconds and culls, 9½ to 10c. per lb.

### FISH.

The demand for whitefish and trout exceeds the supply. Trade in other lines continues brisk and Lake Erie herring are meeting with good sales. The prices all round are firm. We quote: Fresh fish—Lake Erie herring, 4 to 5c.; perch, 4 to 5c.; trout, 9c.; and pike, 6c.; British Columbian salmon, 20c.; whitefish, 9c.; blue fish, 15c. per lb.; mackerel, 15 to 20c.; rock bass, 4c.; speckled trout, 25 to 30c.; halibut, 15c.; Niagara whitefish, 9c. per lb.; blue pike, 4c. per lb.; live lobsters, 25c. per lb., with very few offering.

### GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.—There has been no change in the prices of Manitoba and Northern wheat, nor is there likely to be any until the new crop is ready for the market. Very little of the old crop is left. We quote: Manitoba No. 1 hard, 85c. per bush; No. 1 Northern, 84c. and No. 2 Northern, 82c. per bushel. On the local market the arrivals of all kinds of grain have been light. We quote: Oats, new, 36½c. per bush.; old, 47c.; white wheat, 75 to 79c.; red wheat, 70 to 75c.; rye, 50c. and barley, 47c.

FLOUR.—There has been a decline of 10c. per bbl. in the prices of Ontario patent flours. Trade is steady with no special demand. We quote as follows: Ontario patents, in bags, $3.50 to $3.65; Hungarian patents, $4 to $4.10; Manitoba bakers', $3.70 to $3.85; straight roller, $3.30 to $3.40 per bbl. in Toronto.

BREAKFAST FOODS.—There has been quite an improvement in the demand for rolled oats, and dealers throughout the country have commenced to stock up for the fall trade. Rolled wheat is selling freely and trade in the other lines is fair. Our quotations are as follows: Oatmeal, standard and granulated, in carlots on track here, $5.20; standard rolled oats in carlots on track here, $4.90 per bbl.; in wood, 10c. extra; broken lots are 20c. per bbl. extra; rolled wheat, $2.50 in 100-lb. bbl.; cornmeal, $4; split peas, $4.75; pot barley, $4.25 in 196-lb. bbls.

### HIDES, SKINS AND WOOL.

HIDES.—There is a fair demand for hides, and stocks are bought up well. The market is steady. We quote: No. 1 green, 8c.; No. 2 green, 7c.; No. 1 green, steers, 9c.; No. 2 green, steers, 8c.; cured, 8½ to 9c. per lb.

SKINS.—Trade in skins is fair and the stocks are readily bought up. We quote: Veal skins, 6 to 14 lb. inclusive, No. 1, 10c.; No. 2, 8c.; do., 15 to 20 lb. inclusive, No. 1, 9c.; No. 2, 7c.; deacons (dairies), 60 to 70c. each; shearlings, and lambskins, 40c.

WOOL.—The market for this article is inactive and prices are steady. Fleece wool is quoted at 13½c. and unwashed, 7½c. per lb.

TALLOW.—There is a good demand for tallow and prices are firm. We quote 6¾ to 7c. per lb.

### MARKET NOTES.

Ontario patent flours have gone down 10c. per bbl.

There has been a decline of 2 to 2½c. per lb. in honey.

The bean market is firm and prices are up considerably.

There has been an advance of 30 to 40c. per case on British Columbian canned salmon.


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## QUEBEC MARKETS.

Montreal, August 28, 1902.

### GROCERIES.

THE week in wholesale grocery circles has been an active one. Although a number of changes of interest to the trade, which are here given, are reported, there has been no striking feature during the week. Among the quotable changes are Upton's jams, jellies and marmalade, in glass jars and pails. They have been reduced, the jars now being quoted at 95 to 97½c. per doz., and in pails the new price is 6¼ to 6½c. per lb. Cornmeal has weakened somewhat, and is now quoted at $1.80 per bag. Pearl barley has advanced from $4 25 to $4.75 in sympathy with the recent weakness in the fresh meat market. Clark's corned beef and ready lunch has been reduced to $1.55 for 1-lbs. and $2.75 for 2-lbs. Jones' pork has again advanced, and is now $25.25. Canadian bottled pickles have become scarce. Some lines are entirely out of the market.

SUGAR.

No new feature of importance has developed in the Quebec sugar market since last week. Trade continues fairly active, both local and country buyers buying freely. But although business with jobbers is of this satisfactory nature, refiners report things quiet. New York reports give the market for raw sugar as still firm. Locally, prices are $3.65 for granulated sugar, and $3 to $3.55 for yellows.

TEAS.

Jobbers report an increased demand from country points for teas. The market for Japans is quiet, but somewhat firmer. It is doubtful if any old Japan teas are left in first hands. As to the third crop, which is now occupying the attention of buyers, it is felt that prices will be well maintained. It is reported that although the cup quality is good, the leaf is not as nice, as there was less care in preparing it. A recent cable states that it will be difficult to fill Canadian orders. Ceylon green teas are ½c. higher and are firmer at the new price. Blacks are also stronger. In China greens the market has also declined on highest grades, but the liquor is not as fine. On medium teas prices are higher, if anything.

SYRUPS AND MOLASSES.

Business in corn syrups is not of a very active character, and the market is featureless. No notable changes occur and prices are as follows: 3½c. in bbls.; 3⅝c. in ½-bbls.; 3¾c. in ¼-bbls.; $1.60 in 38½-lb. and $1.20 in 25-lb. pails. As to Barbados molasses, the market has not, as yet, improved at all. Business in small lots continues to be about all there is doing

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in this line. The price is 23 to 24c. In Antigua and Porto Rico molasses there is very little doing. The former is quoted at 24c., while Porto Rico molasses is worth 38c. for finest grade.

SPICES.

There is no quotable change to report this week. Trade continues brisk, and the market is steady on all lines. Our quotations are as follows: Nutmegs, 35 to 55c. per lb., as to size; penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 22c., according to grade; white, 25 to 27c.; ginger, whole Cochin, 15 to 17c.; Japan, 13 to 14c.; Jamaica, 16 to 20c.; Afghan, 12 to 13c.; ground, Japan, 15c.; Cochin, 16 to 17c.; Jamaica, 20 to 22c.; and Afghan, 13 to 14c.

RICE AND TAPIOCA.

These lines continue to be in fair demand at unchanged prices. We quote: B rice, in bags, $3.02½; in ½ bags, $3.07½; in ¼ bags, $3.12½; in pockets, $3.17½. In 10-bag lots an allowance of 10c. is made. CC rice, $2.92½ in bags; $2.97½ in ½ bags; $3.02½ in ¼ bags, and $3.07½ in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4 to 5c. per lb., and tapioca, 3½c.

CANNED GOODS.

Business in canned goods is of a most satisfactory nature. In spot goods there is no change in prices. In tomatoes to arrive, however, it is reported that in view of the prospects for a small crop, many canners have withdrawn prices. Jobbers have felt that the situation warrants them in advancing prices, which they have accordingly done. For future delivery we now quote: Tomatoes, $1.05 to $1.10; corn, 80 to 85c.; peas, 80c. to $1.20; string beans, 80 to 85c.; strawberries, $1.45 to $1.60; raspberries, $1.45 to $1.60; gooseberries, $1.45 to $1.60; pears, 2's, $1.60 to $1.70; 3's, $2.10 to $2.15; peaches, 2's, $1.65 to $1.70; 3's, $2.50 to $2.75; 3-lb. apples, 85 to 90c.; gallon apples, $2.10 to $2.20; 2-lb. sliced pineapples, $2.20 to $2.30; grated pineapples, $2.50; pumpkins, 95c. to $1; spinach, $1.50; sugar beets, 95c. to $1. We quote spot goods as follows: Peas, 82½c. to $1.15; corn, 82½ to 85c.; tomatoes, $1.12½ to $1.17½; gallon apples, $2.50; salmon, pink, 92 to 95c.; spring, $1.25; Rivers Inlet red sockeye, $1.30; Fraser River red sockeye, $1.40.

FOREIGN DRIED FRUITS.

CURRANTS—On the local market no change is reported. A fair demand continues at the following prices: Fine Filiatras, 5⅛ to 5¼c. in ½ cases; cleaned, 5⅝ to 5¾c.; 1-lb. cartons, 6½ to 7c.; finest Vostizzas, 6¼ to 7c.

VALENCIA RAISINS—Practically no spot stock exists. In sympathy with the market in Spain some sales of 1902 crop have been effected at higher prices.

SULTANA RAISINS—The price quoted is 9½c. per lb. Opening prices on 1902 crop have been made by one interest in Smyrna on a basis of 35 to 37s. per cwt. f.o.b., 3-crown grade.

CANDIED PEELS—There is no change. A fair business is doing. We quote: Citron, 15c.; orange, 11½c.; lemon, 10½c. per lb.

MALAGA RAISINS—All reports indicate a good crop in these raisins. A good demand still exists in the local market, and prices are: London layers, $1 50 to $1.60; "Connoisseur Clusters," $2.15 to $2.25; ¼'s, 65 to 70c.; "Royal Buckingham Clusters," $3.30 to $3 35; ¼'s, $1.05 to $1.10; "Excelsior Windsor Clusters," $4.50 to $4 60; ¼'s, $1.30 to $1.40.

DATES—In accordance with the state of the primary market dates have been advanced ½c. per lb., and Hallowees are now quoted at 5c.

FIGS—There is little doing in this line. Nothing further regarding new stock has been learned.

CALIFORNIAN EVAPORATED FRUITS—These are going as usual. The market is steady, and we quote: Pears, 10c.; peaches, 10½c.; apricots, 14½c.

CALIFORNIAN RAISINS—The demand in seeded keeps up very well. The market is steady. Seeded raisins are quoted at 9¾ to 10½c. per lb.

PRUNES—These are in good demand, with no new feature on the market. Quotations are: 8½c. for 40-50's; 8c. for 50-60's; 7¾c. for 60-70's; 7½c. for 70-80's; 6¾c. for 80-90's; 6½c. for 90-100's.

NUTS.

Tarragona almonds and shelled walnuts have both advanced. Other lines are steady, and a fairly active market prevails. We now quote: Walnuts, 10 to 11c.; Tarragona almonds, 12 to 13c.; shelled walnuts, 17½ to 18½c.; shelled almonds, 25 to 26c.; filberts, 9c.; pecans, 15 to 16c.

GREEN FRUITS.

Business during the week has been very good. Californian pears have advanced 25 to 50c. per box. Canadian basket tomatoes are now on the market, and are selling at 30 to 40c. per basket. New Messina lemons have appeared. They are quoted at $3 50 per box. We quote: Jamaica oranges, in bbls., $7.50, in boxes, $4.25; Sorrento oranges, $3 75 to $4 per box; Messina lemons, $3.50 per box; pineapples, 13 to 20c.; cocoanuts, $3.25 per bag of 100; bananas, No. 1, $1.25 to $2, and eight-hands, $1 to $1.50; cucumbers, 11c. per doz.; Canadian cabbage, 75c. per bbl.; potatoes, $1.15 to $1.30 per bbl.; watermelons, 25c.; muskmelons, $3.50 per crate; blackberries, 5 to 7c. per box; peaches, $1.25 per box; plums, $1.25 to $1.75 per box; pears, $2.50 to $2.75 per box; limes, $1.50 per box; Canadian peaches, 30 to 35c. per basket; plums, 40c. per basket; blueberries, $1.50 per box; Canadian apples, in barrel, $1 to $1.50, in baskets, 20 to 30c.; egg plant, $1.10 per basket; Canadian basket tomatoes, 30 to 40c. per basket; Canadian pears, 40c. per basket; Spanish onions, $1 per crate, $3 per case.

FISH.

Haddies are a little higher this week, but otherwise prices are unchanged. A fair business is doing in the general list of fresh fish. We quote: Haddies, 7½c.; smoked herrings, 9 to 10c. per box; fresh haddock and cod, 4 to 4½c. per lb.; whitefish, 8 to 8½c.; dore 8 to 8½c.; pike, 6 to 6½c.; halibut, 12c.; salmon, 16c.; trout, large and medium, 8½ to 9c.; No. 1 herring, Nova Scotian, $4.75 to $5.25 per bbl., and $2.50 per ½ bbl.; No. 1 Holland herring, $6.50 per ½ bbl.; No. 1 Scotch herring, $6.50 per ½ bbl., and 95c. per keg; Holland herring, 75c. per keg; No. 1 green codfish, $5 per bbl.; mackerel $12.50 per bbl.; boneless cod, 1 and 2-lb. blocks, 6c. per lb.; loose boneless cod, 5c. per lb. in 40-lb. boxes; dried codfish, $4.74 per 112-lb. bundle; No. 1 Labrador salmon, $17.50 in tierces, and in barrels $12.50; No. 1 British-Columbian salmon, $6 per ½ bbl., and $12 per bbl.; standard bulk oysters, $1.50 per gallon; Marshall's kippered herring, $1.45 per doz.; Canadian kippered, $1 per doz.; Canadian ¼ sardines, $3.75 per 100; canned Cove oysters, No. 1 size, $1.30 per doz.; canned Cove oysters, No. 2 size, $2.20 per doz.

BUTTER AND CHEESE.

BUTTER—Nothing of particular importance has taken place in the butter market. Trade has been rather quiet, but prices, on the whole, have been well maintained. We quote: Fancy Townships creamery, 18¾ to 19¼c.; finest Ontario creamery, 18 to 18¼c.; dairy, 15½ to 16c.

CHEESE—The market is reported a little easier this week. The demand is not large, but although offerings are fairly good, stocks have not accumulated to any great extent. Finest Ontario, white and colored, is quoted a little lower, being now 9⅝ to 9¾c. Fines Townships, white and colored, 9½ to 9⅝c.; finest Quebec, white and colored, 9¾ to 9½c.

COUNTRY PRODUCE.

EGGS—No quotable change is reported in this market. Business continues fairly




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## NEW BRUNSWICK MARKETS.

Office of THE CANADIAN GROCER.

St. John, N.B., August 25, 1902.

BUSINESS has shown rather an improvement during the week, and with the opening of September a much increased volume of sales is expected. The buying of dried fruits is a matter of interest. The outlook is for higher prices than last year. The outlook is that Malaga loose muscatels will be quite freely sold this season. In pork and beef, barrelled, Chicago quoted rather lower prices, but stocks are light. Cream of tartar is held very firm at the advanced price. The stock held here is light. The meeting of the Maritime Board of Trade at Sydney, during the past week, was attended by quite a number of our leading business men.

OIL—In burning oil increased business is being done. There is also the booking of fall orders, which is about completed. Prices have favored buyers and are unchanged. In paint oils, prices are also unchanged. Lubricating oils continue to have a large demand. The season has been exceptionally good. Cod oil is quite freely received. The lower prices are unchanged.

SALT—In Liverpool coarse salt, there is a continued large sale. Stocks are lighter than usual at this season. There is quite a quantity afloat for here. Prices are held firmer at full figures. Those in want should have their orders in so as to have shipment from ship's side. In fine salt, there is good, steady sale. A small stock of English mineral salt is always held here. We quote as follows: Liverpool coarse, 55 to 60c.; English factory-filled, 95c. to $1; Canadian fine, $1 per bag; cheese and butter salt, bulk, $2.40 per bbl.; 5-lb. bags, $2.75 to $2.85 per bbl.; 10-lb. bags, $2.60 to $2.65 per bbl.; 20-lb. wood boxes, 22 to 23c. each; 10-lb. wood boxes, 14c. each; cartons, $2 per case of 2 doz.; English bottled salt, $1.25 to $1.30 per doz.; mineral rock salt, 60c. per 100 lb. (selected lumps).

CANNED GOODS—New goods continue to arrive. While new peas are about the only vegetable received, they are held firm at full figures. There is very little stock of old tomatoes here. Our dealers have bought quite freely, and at right figures. At present prices have been withdrawn by packers. Fruits have little sale. Dealers have largely placed their orders. The feeling in gallon apples seems firmer for local packed than earlier in the season. Spot market is bare. Salmon are higher, and a further advance is looked for. Dealers have not bought full stocks. Meats are less in demand. Oysters are rather higher. Domestic fish, such as haddies, herring and sardines, are freely offered.

GREEN FRUITS—Business is very active. The first car of Ontario fruit is to hand, consisting of plums, pears and peaches. Prices are quite low. The Georgia peaches are the best we receive. Californians are quite low this season, as are pears, and the quality of the latter is particularly good. Barrelled pears are freely offered. Bananas have been rather scarce. In oranges, Jamacias are freely received, and the stock is good. Lemons are rather lower. The sale has been light, as the season has been cold. Apples are rather firmer, but with New Brunswick stock right to hand prices will be lower. American grapes are here and Ontarios are expected shortly. Native tomatoes are now offered. Melons are low and about out of season.

DRIED FRUITS—There has been considerable interest in raisins during the week, and in Malagas, both layers and loose muscatels have been bought. Dealers are put at a great disadvantage by the prices on Californians not being named till so late. It is said Valencias will be quite high. Spot loose and seeded are higher. Stock is light. In currants, prices are rather lower. New cleaned will be imported direct this season. Prunes have little sale. While new will be late, prices will be low. New evaporated apples are quoted. Prices are quite high. In dates, package goods have a light sale. Onions keep high.

DAIRY PRODUCE—Eggs are rather higher. Prices have ruled at full figures all through the summer. Butter is but a fair sale, and

The best selling tea in Canada today is
Blue Ribbon Ceylon
packed and sold by Blue Ribbon Tea Co.
12 Front St. East - Toronto

only best stock has prompt movement. Cheese is rather firmer.

SUGAR—The sale is large, and, while prices are unchanged, the market is quite firm, so that dealers keep fully stocked.

MOLASSES—In this line there is but a fair demand. The competition has been keen, and the retail trade has been kept fully stocked. Porto Rico has the market.

FISH—Business is rather light. Fresh fish are scarce, even such stand-bys as cod and haddock. A few halibut are seen and some mackerel. Dry cod are being received, but the demand is not active. Pollock are also quiet. In finnan haddies there is little sale and but few are offered. Smoked herring are rather easier owing to quite a quantity coming on the market this week. Pickled herring are dull at easy figures. Pickled shad are very scarce. We quote as follows: Haddies, 4½ to 5c.; smoked herring, 6 to 6½c.; fresh haddock and cod, 2 to 2½c.; boneless fish, 4 to 5c.; pollock, $1.50 to $1.60 per 100 lb.; pickled herring, $1.75 to $1.85 per half bbl.; dry cod, $3.40 to $3.55; halibut, 11 to 12c.

FLOUR, FEED AND MEAL—In Manitoba flour prices are unchanged and the market easy. In Ontario flours lower prices are expected with new wheat. Feed is still scarce and high. Oats and oatmeal have a fair sale, and prices are firmly held. Beans are rather easier. Cornmeal is unchanged. Barley is in fair supply. Peas are scarce. We quote: Manitoba flour, $4.70 to $4.80; best Ontario, $4.30 to $4.45; medium, $3.95 to $4.10; oatmeal, $5.45 to $5.50; cornmeal, $3.30 to $3.25; middlings, $26 to $28; oats, 56 to 57c.; hand-picked beans, $1.75 to $1.60; prime, $1.65 to $1.70; yellow-eye beans, $2.80 to $3.00; split peas, $5.15 to $5.25; barley, $4.40 to $4.50; hay, $10 to $14.

### ST. JOHN NOTES.

Jones & Schofield are making quite a specialty of cheese.

Mr. Gunn, of D. Gunn, Bros. & Co., called on THE GROCER last week.

The Exhibition, which opens next Saturday, promises to be one of the best we have ever had.

Pickling spice is now being largely sold. That packed by The Pure Gold Manufacturing Co. has a large sale.

Baird & Peters are actively pushing the sale of Christie's biscuits, and since they took over the business the sale has largely increased.

Wm. White, representing The Wm. Davies Co., is again in the city, making this his headquarters for Maritime trade. During the time Mr. White has been here for this house he has worked up a large connection.


**Anybody could sell them**

You don't need to be a fluent talker to sell

**Clark's Pork and Beans in Chili Sauce**

Just pile them up anywhere in sight with a **10c.** ticket on them.

**That's all!**

**EPPS'S** GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. **COCOA**

ESTABLISHED 1861

**HEADQUARTERS FOR FANCY FRUITS.**

Send your orders for the very best quality of

**ORANGES, LEMONS, BANANAS and PINEAPPLES.**

**HUGH WALKER & SON**

P.S.—Prompt and special attention given to mail orders. GUELPH, ONT.




DO YOU HANDLE

**Capstan Brand Baking Powder?**

If not! why not?
It is the best seller in the market.
Try a sample case and be convinced of its high-grade quality.
Ask your grocer for it or see our travellers.

The Capstan Mfg. Co., - Toronto, Ont.



**We want 100,000 Live Chickens annually for our export trade**

We will pay the highest possible market price for really prime well-fed birds.

Correspond with

**SCOTT, ASHTON & COMPANY,** MORRISBURG, ONTARIO.

**GRIMBLE'S** English Malt

Six GOLD Medals **VINEGAR**

*GRIMBLE & CO., Limited, London, N.W., Eng.*

THE COWAN CO., Limited, TORONTO

MANUFACTURERS OF CHOICEST

Coatings for Confectioners

DARK CHOCOLATES ARE

O.K., Beaver, Black Pearl and Ebony

LIGHT CHOCOLATES ARE

Triumph, Pearl and Empress

THESE GOODS EITHER WITH OR WITHOUT VANILLA

## MANITOBA MARKETS.

WINNIPEG, August 25, 1902.

ANOTHER week of fine weather has added to the security of the crop, and, as the full of the August moon has been passed without frost, farmers and merchants are beginning to breathe more freely. Harvesting is general in Manitoba and will be so in the Territories by the end of another week. Harvesters continue to arrive by the hundred and the thousand, and still the West cries "more, more." Something under 5,000 have arrived up to date of writing, and the estimated need of the country is 20,000. The men coming this year are a very fine class, and a large proportion look like trained agriculturists. The British editors coming in the other day had a unique experience. Eighteen colonist coaches of harvesters were attached to the regular express, the Pullman being the last of 22 coaches, and they had the pleasure of seeing the harvesters disembark. It was a fine sight; and perhaps more than anything else gave our British visitors an idea of the needs and possibilities of the West.

Business is good and everyone is busy. Markets are steady in nearly all lines.

CANNED SALMON—One of the features of interest is the salmon market. Latest reports here give the Puget Sound pack at about one-quarter and the Fraser River one-third of last year. Quotations for new salmon are still withdrawn from this market, and last year's stocks have been advanced about 35c. per case, present quotations being: Cohoes, white, $3 75; cohoes, pink, $4.75, and sockeyes, $3.75 per case.

CANNED VEGETABLES—The situation as to the reports of the corn and tomato pack shows an improvement for the week. Quotations are withdrawn, and all orders accepted subject to pack, only a very small percentage of deliveries being guaranteed. Peas and beans are higher in proportion than they should be, in sympathy with corn and tomatoes. There is an increasing demand here for canned asparagus, and this season the supply from California is not equal to the demand, not from any shortage of crop, but from the increased consumption. One or two houses here are importing asparagus from France.

DRIED AND EVAPORATED FRUITS—All reports now indicate that currants are a good crop, and that prices will be lower. Jobbers are not prepared to give the opening prices for new goods as yet. In the meantime the best grades of last year's goods, cleaned, sell at 7c. Reports of Valencia raisins continue to indicate a shortage in the crop owing to hot weather, and no quotations are given, but it is generally understood the advance will be from 10 to 15c. per box higher than the quotations given when the market opened. Sultanas are reported a heavy crop, and prices will rule about the same as last year. The crop of Californian muscatels is also large. In Californian evaporated fruits, the supply is large, and peaches, apricots and nectarines are offering freely. Apricots of choice quality and new goods sell at 10c. There are no peaches on the market. Some houses are offering a fine line of last year's goods at 7c.; white nectarines, 9c.; red nectarines, 8½c.; red pitted plums, 8½c. Reports of prunes indicate a good supply, but jobbers are not yet willing to quote prices.

COFFEE—There is a steady market, and prices are firmer. No. 5 Rio is worth 8¾ to 9¼c.

SUGAR—Demand is good and there is no change in price, extra standard granulated being $4 35, and bright yellow $3.75 per cwt.

FLOUR—Local trade is rather more active than at the close of last week, and foreign inquiry, especially from Australia, is increasing. Prices are without change: No. 1, $2.05 per 98 lb.; No. 2, $1.90; No. 3, $1.75; No. 4, $1.60.

CEREALS—This is always a slow market at this season of the year. The only line moving at all actively is rolled oats, the shipments being mainly eastward. Prices are without change: Rolled oats, 80c. to $2.20; 40's, $1.15; 20's, 60c.; granulated and standard, $2.75 for the 98-lb. sack; split peas, $2.90 for the 98-lb. sack; pot barley, $2.25; pearl barley, $3.50; cornmeal, $1.80; white beans, $1.85 to $1 90 and liable to further advance.

BUTTER—The market is not a very satisfactory one at present owing to the weakness of prices at Montreal. Creamery butter is increasing in supply and quotations are slightly lower, 16½ to 17c. being about the top of the market. Dairy butter is not so plentiful this week owing to the increased consumption in the country incident to harvest. This decline in supply has helped prices a little and 13c. Winnipeg is quoted for the best grade.

CHEESE—The market is firm with good demand. Offerings are rather light for the season. Prices are unchanged at 9 to 9½c.

EGGS—Supplies are still very light and dealers are offering 15c. Winnipeg for all fresh-gathered eggs.

### INTERVIEW WITH MR. COWAN.

One of the visitors in Winnipeg this week was Mr. Cowan, of The Cowan Chocolate Co., of Toronto. Mr. Cowan is returning from his first trip to the Coast, having gone there by way of the Northern Pacific. In conversation with THE GROCER correspondent Mr. Cowan said: "I am very glad that I went out by the Northern Pacific, as I was so much better able to appreciate the fertility of our own Northwest, after the 1,000 miles or so of barren land we passed through on the Northern Pacific. It seems to me that much of the sage bush land in Montana, and even in Washington, can never be reclaimed, even by irrigation. The contrast was the more startling because they had had heavy rain in Alberta just before I came through, and as soon as one came to the foothills of the Rockies everything was green and fresh and one could see vast herds of sheep and fat cattle grazing, then on through the wheat fields of Assinboia and Manitoba.

"To be a Canadian is surely good enough for anyone. It is a great good country. I found business in the Coast cities much better than I had anticipated. There was no rush, but business appeared steady and satisfactory. I did not touch the Kootenay, as I had not time. Business in Winnipeg has also been satisfactory, and we shall devote ourselves more and more to the Western trade. One very pleasant feature of Western trade is the demand for high-class goods."

THE "GLOBE" POLISH HAS COME TO STAY AND ALL DEALERS CAN STOCK IT WITHOUT HESITATION.

TRY "GLOBE" AND YOU WILL USE NO OTHER. IT IS THE BEST.

"GLOBE" METAL POLISH

Write for a supply of Show cards and Advertising Novelties.

——WE SHALL BE PLEASED TO ANSWER ALL ENQUIRIES.——

RAIMES & CO., 164 DUANE ST., NEW YORK CITY.

LISTEN!

We are offering goods at the uniform Association prices.

We solicit your patronage on **the merit of our goods.**

We guarantee the quality of any line of goods packed by us **equal to the best brands packed on the Continent of America.**

We are ready to support this statement with samples. **Don't be side-tracked.**

Your wholesale house will supply our best brands if you insist upon it. If not, write for quotations.

Delhi Canning Co., Limited, -:- Delhi, Ont.

JERSEY CREAM YEAST CAKES—THE ONLY YEAST WITH CREAM IN IT.

**WANTED**—Two first-class representatives—one to represent us Toronto west—the other Toronto east. Must be A 1 men with experience and capable of handling specialties—no others need apply.

LUMSDEN BROS, TORONTO.

JERSEY CREAM YEAST CAKES—THE ONLY YEAST WITH CREAM IN IT.

JERSEY CREAM YEAST CAKES—THE ONLY YEAST WITH CREAM IN IT.

JERSEY CREAM YEAST CAKES—THE ONLY YEAST WITH CREAM IN IT.



The THISTLE Brand

Are High-Grade

TOMATOES, CORN, PEAS, Etc.

GUARANTEED SECOND TO NONE.

BRIGHTON CANNING CO.

# Fire Notice.

By reason of the very disastrous fire which occurred in our works on the 12th inst., we lost almost the whole of our Stock, and the Plant was damaged to a very considerable extent. However, we are putting forth every effort to get things in shape at the earliest possible moment, and will, in a very short time, notify our numerous customers and the trade generally when our factory will be in full running order again. Meanwhile we crave their indulgence.

While deeply regretting the great loss this fire has occasioned, we feel sure that the new machinery we will need to purchase will put us in a better position than ever to serve the interests of our many patrons throughout the Dominion.

Assuring the trade of our heartiest thanks for all past favors.

The **Toronto Biscuit & Confectionery Co.**
TORONTO (Limited)

*"Best in the World."*

**HILL, EVANS & CO'S (WORCESTER, ENG.)**

PURE ENGLISH
**MALT VINEGAR**
Delicate in Flavor and Aroma.
Splendid keeping properties.

**ROBERT WATERS' QUININE WINE**
Quinine in a palatable form—50 years' reputation.

Export Agents:
Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

# WE WILL BE GLAD

to see any of our friends during Exhibition time.
Come and bring your friends.

# The Canada Biscuit Co., LIMITED

KING ST. WEST AND BATHURST ST. CARS PASS OUR WORKS.

**KING** and **BATHURST STS., TORONTO.**

# CURRENT MARKET QUOTATIONS

August 28, 1902.

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, St. John, N.B., and Halifax. The prices are solicited for publication, and are of such quantities and qualities as are usually ordered by retail dealers on the usual terms of credit. For Winnipeg market report and prices, see page 46

Goods in large lots and for prompt pay are generally obtainable at lowest prices.

All quotations for staple products are under the direct control of the Editors, who call daily upon all the leading houses in the principal centres.

| BUTTER, CHEESE AND EGGS | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| Dairy, choice, large rolls, lb. | $..... | $0 18 | $ 14 | $0 15 | $..... | $0 16 |
| " " pound blocks | 17 | 18 | 15 | 16 | 16 | 18 |
| " tubs, best | 16 | 17 | ..... | 15 | 17 | 19 |
| " tubs, inferior | 14 | 16 | 12 | 13 | 14 | 16 |
| Creamery, boxes | 19 | 19½ | 18½ | 19 | 20 | 23 |
| " prints | .. .. | 20 | 19 | 20 | 22 | 24 |
| Cheese, new, per lb | 9¾ | 10 | 10 | 10½ | 10 | 10½ |
| Eggs, new laid, per doz | 15¼ | 15½ | 14 | 15 | 17 | 18 |
| **CANNED GOODS** | | | | | | |
| Apples, 3's | ..... | ..... | 90 | 1 00 | 1 00 | 1 10 |
| " gallons | ..... | 2 50 | 3 10 | 3 25 | 2 70 | 2 80 |
| Asparagus | 2 20 | 2 25 | 2 00 | 2 40 | ..... | ..... |
| Beets | 1 00 | 1 00 | 90 | 1 00 | ..... | 1 10 |
| Blackberries, 2's | ..... | 1 30 | 1 40 | 1 70 | 1 50 | 1 80 |
| Blueberries, 2's | 92½ | 95 | 80 | 85 | 95 | 1 00 |
| Beans, 2's | 80 | 90 | 80 | 90 | 90 | 95 |
| Corn, 2's | 82½ | 85 | 80 | 95 | 80 | 90 |
| Cherries, red, pitted, 2's | 2 25 | 2 30 | 2 10 | 2 25 | 2 30 | 2 40 |
| " white | 2 25 | 2 30 | 2 00 | 2 25 | ..... | ..... |
| Peas, 2's | 82½ | 85 | 82½ | 87 | 85 | 90 |
| " sifted | 95 | 1 05 | 90 | 1 00 | 1 10 | 1 15 |
| " extra sifted | 1 05 | 1 15 | 1 20 | 1 25 | 1 20 | 1 25 |
| Pears, Bartlett, 2's | 1 50 | 1 60 | 1 75 | 2 00 | 1 75 | 1 80 |
| " 3's | 1 90 | 2 00 | 2 00 | 2 40 | 2 00 | 2 25 |
| Pineapple, 2's | 2 00 | 2 40 | 2 25 | 2 50 | 2 15 | 2 25 |
| " 3's | 2 25 | 2 40 | 2 50 | 2 60 | 2 50 | 2 60 |
| Peaches, 2's | 1 75 | 1 85 | 1 75 | 1 90 | ..... | 1 75 |
| " 3's | 2 60 | 2 70 | 2 50 | 2 75 | 2 70 | 2 80 |
| Plums, green gages, 2's | 1 30 | 1 35 | 1 10 | 1 25 | 1 30 | 1 60 |
| " Lombard | 1 20 | 1 25 | 1 00 | 1 10 | 1 30 | 1 50 |
| " Damson, blue | 1 00 | 1 25 | ..... | 1 00 | 1 10 | 1 30 |
| Pumpkins, 3's | ..... | 85 | ..... | 90 | 90 | 1 00 |
| " gallon | ..... | ..... | 2 10 | 2 25 | 2 10 | 2 25 |
| Raspberries, 2's | 1 40 | 1 50 | 1 60 | 1 80 | 1 70 | 1 75 |
| Strawberries, 2's | 1 50 | 1 75 | 1 60 | 1 75 | 1 50 | 1 75 |
| Succotash, 2's | 1 00 | 1 25 | ..... | 1 15 | 1 10 | 1 15 |
| Tomatoes, 3's | 1 12½ | 1 17½ | 1 15 | 1 20 | 1 25 | 1 30 |
| Lobster, talls | 2 75 | 3 20 | ..... | 3 25 | 2 50 | 3 25 |
| " 1-lb. flats | 3 00 | 3 75 | 3 50 | 3 70 | ..... | 1 25 |
| " ½-lb. flats | 1 75 | 1 85 | 1 75 | 1 80 | ..... | 1 75 |
| Mackerel | 1 00 | 1 10 | 1 15 | 1 25 | 1 35 | 1 45 |
| Salmon, sockeye, Fraser | 1 35 | 1 40 | 1 35 | 1 45 | 1 50 | 1 75 |
| " " Northern | ..... | ..... | 1 35 | 1 40 | 1 15 | 1 25 |
| " " Horseshoe | ..... | ..... | 1 47½ | 1 50 | ..... | .. .. |
| " Cohoes | 1 00 | 1 15 | 1 05 | 1 15 | 1 00 | 1 10 |
| Sardines, Albert, ¼'s | 12 | 12½ | 12½ | 13 | 14 | 15 |
| " " ½'s | 20 | 21 | 20 | 21 | 20 | 21 |
| " Sportsman, ¼'s | 11¼ | 12 | ..... | 12½ | ..... | 12 |
| " " ½'s | 19 | 20 | ..... | 21 | 20 | 21 |
| " key opener, ¼'s | 9 | 11 | 10½ | 11 | 16 | 18 |
| " " ½'s | ..... | 18 | 18½ | 23 | 10 | 11 |
| " P. & C., ¼'s | 20 | 22½ | 23 | 25 | 23 | 25 |
| " " ½'s | 27½ | 30 | 33 | 36 | 33 | 36 |
| " Domestic, ¼'s | 4 | 4¼ | 4 | 4½ | 4 | 4¼ |
| " " ½'s | 7 | 8 | 9 | 11 | ..... | ..... |
| " Mustard, ¼ size, cases 50 tins, per 100 | 7 50 | 11 00 | 8 50 | 9 00 | 8 00 | 9 00 |
| Haddies | ..... | 1 00 | 1 00 | 1 10 | 1 00 | 1 10 |
| Kippered Herrings | 1 00 | 1 85 | 1 00 | 1 55 | 1 00 | 1 10 |
| Herring in Tomato Sauce | 1 00 | 1 55 | 1 00 | 1 70 | ..... | 2 00 |
| **CANDIED PEELS** | | | | | | |
| Lemon, per lb | ..... | 10½ | 10 | 12½ | 12 | 13 |
| Orange, " | ..... | 11 | 11 | 13 | 12 | 13 |
| Citron, " | ..... | 15 | 15 | 13 | 15 | 17 |
| **GREEN FRUITS** | | | | | | |
| Oranges, Valencias, per case | ..... | ..... | ..... | 5 50 | ..... | ..... |
| " Sorrentos | 3 75 | 4 00 | ..... | 4 00 | ..... | 4 50 |
| Can. Plums, per basket | ..... | 0 40 | 50 | 50 | ..... | 60 |
| Huckleberries | ..... | ..... | 1 10 | 1 25 | ..... | ..... |
| Cucumbers, per basket | .... | .... | 20 | 25 | ..... | .... |
| Lemons, Messina, per box | 2 00 | 3 00 | 1 50 | 3 00 | 3 50 | 4 00 |
| Bananas, Firsts, per bunch | 1 25 | 2 00 | 1 10 | 2 25 | 1 00 | 2 00 |
| Apples, per bbl | 1 50 | 2 50 | ..... | .... | 3 50 | 4 00 |
| Tomatoes, per basket | 3 25 | 3 75 | 0 25 | 0 35 | 1 50 | 2 00 |
| Pears | ..... | 0 40 | 0 20 | 0 50 | ..... | 60 |
| Peaches | 0 30 | 0 35 | 0 20 | 1 25 | ..... | 75 |
| Lawton Berries | ..... | ..... | 0 05 | 0 06½ | ..... | ..... |
| Watermelons, per 100 | 17 00 | 20 00 | 17 00 | 30 00 | 3 00 | 4 00 |
| Canteloupes, per crate | ..... | 3 50 | .... | ..... | ..... | ..... |
| Californian Peaches | ..... | 1 25 | 1 25 | 1 50 | ..... | 1 25 |
| " Plums | 1 25 | 1 75 | ..... | 1 50 | 1 25 | 1 50 |
| " Pears | 2 00 | 2 75 | ..... | 2 25 | ..... | ..... |
| Crabapples, per basket | ..... | ..... | ..... | 0 25 | ..... | ..... |
| Apples, per basket | 0 20 | 0 30 | 0 10 | 0 15 | ..... | ..... |
| Can. Grapes, per basket | ..... | ..... | ..... | 0 50 | ..... | ..... |
| **SUGAR** | | | | | | |
| Granulated St. Law'ce and Red | ..... | 3 65 | ..... | 3 73 | ..... | ..... |
| Granulated, Acadia | ..... | 3 60 | ..... | 3 68 | ..... | 3 75 |
| Paris lump, bbls. and 100-lb. bxs | ..... | 4 20 | ..... | 4 28 | ..... | 4 55 |
| " in 50-lb. boxes | ..... | 4 30 | ..... | 4 38 | 4 65 | 4 75 |
| Extra Ground Icing, bbls. | ..... | 4 20 | ..... | 4 55 | ..... | ..... |
| Powdered, bbls | ..... | 3 85 | ..... | 4 30 | 5 50 | 5 80 |
| Phœnix | ..... | 3 45 | ..... | 3 53 | ..... | ..... |
| Cream | ..... | 3 40 | ..... | 3 48 | ..... | ..... |
| Extra bright coffee | ..... | 3 55 | ..... | 3 68 | ..... | ..... |
| Bright coffee | ..... | 3 40 | ..... | 3 48 | ..... | ..... |
| Bright yellow | ..... | 3 35 | ..... | 3 43 | ..... | 3 45 |
| No. 3 yellow | ..... | 3 30 | ..... | 3 38 | .... | ..... |
| No. 2 yellow | ..... | 3 10 | ..... | 3 18 | ..... | ..... |
| No 1 yellow | ..... | 3 00 | ..... | 3 08 | ..... | 3 15 |

| HARDWARE PAINTS AND OILS | Montreal. | | Toronto. | | St. John Halifax. | |
|---|---|---|---|---|---|---|
| Wire nails, base | ..... | $2 55 | ... .. | $2 55 | ..... | $3 20 |
| Cut nails, base | ..... | 2 35 | ..... | 2 35 | ..... | 2 85 |
| Barbed wire, per 100-lb. | ..... | 3 00 | ..... | 3 00 | 3 50 | 3 75 |
| Smooth Steel Wire, base | ..... | 2 60 | ..... | 2 60 | ..... | ..... |
| White lead, Pure | ..... | 5 87½ | ..... | 5 87½ | ..... | 6 80 |
| Linseed oil, 1 to 2 bbls., raw | ..... | 82 | ..... | 80 | ..... | 83 |
| " " " boiled | ..... | 85 | ..... | 83 | ..... | 87 |
| Turpentine, single bbls. | ..... | 67 | ..... | 70 | ..... | 75 |
| Benzine, in bbls., per gal | .... | ..... | ..... | 17 | ..... | 19½ |
| **SYRUPS AND MOLASSES** | | | | | | |
| Syrups— | | | | | | |
| Dark | ..... | 1⅞ | ..... | ..... | ..... | ..... |
| Medium | ..... | 2⅛ | 30 | 32 | ..... | ..... |
| Bright | ..... | 2⅜ | 35 | 37 | ..... | .. |
| Corn Syrup, barrel, per lb. | .... | 3½ | ..... | 3½ | ..... | ..... |
| " " ½ bbls. " | ..... | 3⅝ | ..... | 3⅝ | ..... | ..... |
| " " kegs " | ..... | 3¾ | ..... | 3¾ | ..... | ..... |
| " " 3 gal. pails, each | ..... | 1 60 | ..... | 1 60 | ..... | ..... |
| " " 2 gal. " " | ..... | 1 20 | ..... | 1 20 | ..... | .. .. |
| Honey | ..... | ..... | ..... | 40 | .... | ..... |
| " 25-lb. pails | ..... | 1 05 | ..... | 1 00 | ..... | ..... |
| " 38-lb. pails | ..... | 1 0 | ..... | 1 40 | ..... | ..... |
| Molasses— | | | | | | |
| New Orleans, medium | 22 | 30 | 25 | 30 | 28 | 30 |
| " " Open kettle | ..... | ... .. | 40 | 50 | ..... | ..... |
| Barbadoes | 22 | 24 | ..... | 32 | 24 | 25 |
| Porto Rico | ..... | 38 | 38 | 42 | 30 | 32 |
| **CANNED MEATS** | | | | | | |
| Comp. corn beef, 1-lb. cans | 1 55 | $1 65 | $1 55 | $1 65 | $1 55 | $1 60 |
| " " 2-lb. cans | 2 75 | 3 00 | 2 85 | 3 00 | 2 80 | 2 90 |
| " " 6-lb. cans | 7 90 | 9 60 | ..... | 8 25 | 8 75 | 9 25 |
| " " 14-lb. cans | 16 50 | 23 00 | ..... | 19 50 | 20 00 | 21 00 |
| Minced collops, 2-lb. can | ..... | 2 75 | ... .. | 2 60 | 2 50 | 2 80 |
| Lunch tongue, 1-lb. can | 3 00 | 3 90 | ..... | 3 00 | 3 00 | 3 25 |
| " " 2-lb. can | 6 00 | 7 90 | ..... | 7 00 | 6 80 | 7 00 |
| English brawn, 2-lb. can | 2 40 | 2 75 | ..... | 2 45 | 2 75 | 2 80 |
| Camp sausage, 1-lb. can | ..... | ..... | ..... | 2 50 | 2 50 | ..... |
| " 2-lb. can | ..... | ..... | ..... | 4 00 | 4 00 | ..... |
| Soups, assorted, 1-lb. can | 1 15 | 1 50 | ..... | 1 50 | 1 40 | |
| " " 2-lb. can | 2 40 | 2 45 | ..... | 2 20 | 2 25 | |
| Soups and Bouli, 2-lb. can | 1 75 | 2 50 | ..... | 1 80 | 1 75 | |
| " " 6-lb. can | 3 50 | 5 85 | ..... | 4 50 | 4 25 | 4 50 |
| Sliced smoked beef, ¼'s | 1 65 | 1 70 | 1 65 | 1 70 | ..... | 2 00 |
| " " " 1's | 2 75 | 3 10 | 2 80 | 2 95 | ..... | 3 25 |
| **FRUITS** | | | | | | |
| Dried— | | | | | | |
| Currants, Provincials, bbl | ..... | ..... | ..... | ..... | ..... | ..... |
| " Filiatras, cases | ..... | 5¾ | 5¾ | 6 | ..... | ..... |
| " " ½-cases | 5½ | 5½ | 5¾ | 6 | ..... | ..... |
| " Patras, cases | ..... | 6 | 6½ | 7 | ..... | ..... |
| " " ½-cases | ..... | 6 | 6¼ | 7 | ..... | ..... |
| Amalias | 6½ | 7 | 7 | 7½ | ..... | 6½ |
| Vostizzas, cases | 6½ | 7 | 8 | 8½ | ..... | ..... |
| Dates, Hallowees | ..... | 4¼ | ..... | 4½ | ..... | 4½ |
| " Sairs | ..... | 3½ | ..... | 4½ | ..... | 4 |
| Figs, Elemes | ..... | 1 00 | 8 | 18 | 8 | 10 |
| " Mats, per lb | 3 | 3¼ | ..... | 3¼ | ..... | ..... |
| " Tapnets | ..... | 3 30 | ..... | 3½ | ..... | ..... |
| " Naturals | ..... | ..... | 3¼ | 4 | ..... | ..... |
| Prunes, California, 30's | ..... | 9 | ..... | ..... | 10 | 12 |
| " " 40's | ..... | 8½ | 8¾ | 10 | 9 | 9½ |
| " " 50's | ..... | 8¼ | 8 | 8½ | 8½ | 9 |
| " " 60's | ..... | 8 | 7½ | 8 | 8 | 8½ |
| " " 70's | ..... | 7½ | 6¾ | 7½ | 7½ | 8 |
| " " 80's | ..... | 7 | 6½ | 7 | 7 | 7½ |
| " " 90's | ..... | 6½ | 5¼ | 5½ | 6½ | 7 |
| " " 100's | ..... | 6 | ..... | 5 | 6 | 6½ |
| " Bosnia, A's | ..... | ..... | ..... | 5 | ..... | ..... |
| " " B's | ..... | ..... | 7½ | 8 | ..... | ..... |
| " " U's | ..... | 5 | 6¼ | 6½ | ..... | ..... |
| " French, 50's | ..... | ..... | ..... | ..... | ..... | ..... |
| " " 110's | ..... | 5 | ..... | ..... | ..... | ..... |
| Raisins, Fine off stalk | .. | 6¼ | 6½ | 7 | ..... | 5 |
| " Selected | 7½ | 8 | ..... | 8½ | 5½ | 6 |
| " Selected layers | 6½ | 7 | .... | 8½ | 6½ | 7 |
| " Sultanas | ..... | 9 | 8½ | 12 | 10 | 12 |
| " California, 2-crown | 5 | 5½ | ..... | ..... | 6½ | 6¾ |
| " " 3-crown | 7¼ | 7¾ | ..... | ..... | 8 | 8½ |
| " " 4-crown | 7¾ | 8 | .... | ..... | 8½ | 9 |
| " " 1's seeded, 3-cr. | 9¾ | 10½ | 8½ | 10 | 9½ | 10½ |
| " Empire clusters | 1 50 | 1 60 | ..... | 2 60 | ..... | 2 00 |
| " Black baskets | ..... | ..... | ..... | 2 25 | 2 00 | 2 25 |
| " Extra clusters | ..... | ..... | ..... | 3 35 | ..... | 2 50 |
| " Dehesa clusters | ..... | ..... | ..... | 3 10 | 3 00 | 3 50 |
| " Royal B. clusters | 3 25 | 3 30 | ..... | 5 00 | ..... | ..... |
| " Connoisseurs cl'str's | ..... | ..... | ..... | 2 10 | ..... | ..... |
| " Excelsior clusters | ..... | ..... | ..... | 4 60 | ..... | ..... |
| Evaporated apples | ..... | ..... | 10½ | 11 | ..... | ..... |
| Dried " | ..... | ..... | 6 | 6½ | ..... | ..... |
| **PROVISIONS** | | | | | | |
| Dry Salted Meats— | | | | | | |
| Long clear bacon | . .... | 12 | 11 | 11½ | ..... | ..... |
| Smoked meats— | | | | | | |
| Breakfast bacon | ..... | 15½ | 14½ | 15 | ..... | ..... |
| Rolls | ..... | 12½ | 12 | 12½ | 11 | 12 |
| Medium Hams | ..... | 14 | 13½ | 14 | 14 | 15 |
| Large Hams | ..... | 13 | 12½ | 13 | ..... | ... .. |
| Shoulder hams | ..... | 11 | 11 | 11½ | ..... | .... |
| Backs | ..... | 15 | 14½ | 15 | ..... | ..... |
| Meats out of pickle 1c. less. | | | | | | |
| Barrel Pork— | | | | | | |
| Canadian heavy mess | ..... | 23 00 | ..... | 21 50 | 21 50 | 22 50 |
| " short cut | 21 50 | 22 00 | 23 00 | 23 50 | 23 00 | 24 00 |
| Plate beef | 12 50 | 13 50 | | 15 00 | 14 00 | 16 00 |
| Lard, tierces, per lb | ..... | 11 | 10¾ | 11 | 11¾ | 12½ |
| Tubs | ..... | 11⅛ | 11 | 11¼ | 12¼ | 12¾ |
| Pails | ..... ..... | 11¼ | 11¼ | 11½ | 12½ | 13 |
| Compounds | ..... | ..... | 8¾ | 10¼ | ..... | ..... |




# SWEETENED

We are now prepared to furnish and ship promptly

# Silver Cow Brand Preserved Milk

Equal in purity to our famous **ST. CHARLES CREAM.**

We respectfully solicit your orders for and co-operation in marketing this product. Address:

**St. Charles Condensing Co.,**
**ST. CHARLES, ILL., U.S A.**

Factories—INGERSOLL, ONT., and ST. CHARLES, ILL.

**By Special Appointment to His Majesty King Edward VII.**

# *CANTRELL & COCHRANE,*

***DUBLIN and BELFAST.***

**C. & C.** **"Ginger Ale"**

**C. & C.** **"Club Soda"**

**C. & C.** **"Royal Seltzer"**

C. & C. have been awarded 33 Gold and Prize Medals for special excellence and superiority of manufacture.

**JOHN HOPE & CO., MONTREAL, - - SOLE AGENTS FOR CANADA.**


| COFFEE | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| Green— | | | | | | |
| Mocha | ..... | 24 | 23 | 28 | 26 | 30 |
| Old Government Java | ..... | 27 | 23 | 30 | 25 | 30 |
| Rio | ..... | 10 | 7 | 12 | 12 | 13 |
| Santos | ..... | ..... | 9¼ | 10¼ | ..... | ..... |
| Plantation Ceylon | ..... | 29 | 26 | 30 | 29 | 31 |
| Porto Rico | ..... | ..... | 22 | 25 | 24 | 28 |
| Gautemala | ..... | ..... | 24 | 25 | 24 | 26 |
| Jamaica | ..... | 18 | 15 | 20 | 18 | 22 |
| Maracaibo | ..... | 13 | 13 | 15 | 12 | 13 |
| **NUTS** | | | | | | |
| Brazil | 11¾ | 12¼ | 15 | 16 | ... | 15 |
| Valencia shelled almonds | 25 | 26 | 30 | 35 | 30 | 35 |
| Tarragona almonds | ..... | 11 | ..... | 11½ | 12 | 13 |
| Formegetta almonds | ..... | ..... | ..... | 10½ | ..... | ..... |
| Jordan shelled almonds | ..... | 42 | 40 | 43 | ..... | ..... |
| Peanuts (roasted) | 8¼ | 13 | 8 | 10 | 9 | 10 |
| " (green) | 6¾ | 7¾ | 7 | 9 | ..... | ..... |
| Cocoanuts, per sack | ..... | 3 25 | ..... | 3 75 | 3 50 | 4 00 |
| " per doz | ..... | ..... | ..... | 60 | 60 | 70 |
| Grenoble walnuts | ..... | 10 | ..... | 10¾ | 11 | 12 |
| Marbot walnuts | ..... | 10 | 9½ | 10½ | ..... | ..... |
| Bordeaux walnuts | ..... | 9 | ... | 8 | 8¼ | 9 |
| Sicily filberts | ..... | 9 | 9½ | 10½ | 8½ | 9 |
| Naples filberts | ..... | ..... | ..... | ..... | 10 | 11 |
| Pecans | 15 | 16 | 13 | 15 | 13 | 14 |
| Shelled Walnuts | ..... | 18 | 18 | 23 | ..... | 75 |
| **SODA** | | | | | | |
| Bi-carb, standard, 112-lb. keg | 1 65 | 1 80 | 2 00 | 2 25 | 1 70 | 1 75 |
| Sal soda, per bbl | 70 | 75 | 80 | 90 | 85 | 90 |
| Sal Soda, per keg | 95 | 1 00 | ..... | 1 00 | 95 | 1 00 |
| **SPICES** | | | | | | |
| Pepper, black, ground, in kegs pails, boxes | 16 | 18 | ..... | 18 | 14 | 15 |
| " in 5-lb. cans | 14 | 17 | ..... | 19 | 15 | 16 |
| " whole | 15 | 17 | ..... | 19 | 12 | 13 |
| Pepper, white, ground, in kegs pails, boxes | 26 | 27 | 26 | 27 | 24 | 26 |
| " 5-lb. cans | 25 | 26 | 25 | 26 | 20 | 22 |
| " whole | 23 | 25 | 23 | 25 | 20 | 22 |
| Ginger, Jamaica | 19 | 25 | 22 | 25 | 20 | 25 |
| Cloves, whole | 12 | 30 | 14 | 35 | 18 | 28 |
| Pure mixed spice | 25 | 30 | 25 | 30 | 25 | 30 |
| Cassia | 13 | 18 | 20 | 40 | 16 | 20 |
| Cream tartar, French | ..... | 25 | 24 | 25 | 20 | 22 |
| " " best | ..... | 28 | 25 | 30 | 25 | 30 |
| Allspice | 10 | 15 | 13 | 16 | 15 | 18 |
| **WOODENWARE** | | | | | | |
| Pails No. 1, 2-hoop | ..... | 1 65 | ..... | 1 55 | ..... | 1 90 |
| " " 3-hoop | ..... | 1 80 | ..... | 1 70 | ..... | 2 05 |
| " half, and covers | ..... | 1 65 | ..... | 1 60 | ..... | 1 75 |
| " quarter, jam and covers | ... | 1 15 | ..... | 1 10 | .... | 1 45 |
| " candy, and covers | 2 50 | 2 90 | ..... | 2 40 | ..... | 3 20 |
| Tubs No 0 | 10 00 | 10 15 | ..... | 8 50 | .... | 11 00 |
| " " 1 | 8 00 | 8 15 | ..... | 7 00 | ... | 9 00 |
| " 2 | 7 00 | 7 15 | | 6 00 | ... | 8 00 |
| " 3 | | 6 15 | ..... | 5 25 | .. | 7 00 |

| PETROLEUM | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| Photogene | ..... | ..... | 17 | 17½ | ..... | ..... |
| Canadian water white | 14½ | 15½ | ... | 16 | 16½ | 17 |
| Sarnia water white | 16 | 17 | 16½ | 17 | 16½ | 17 |
| Sarnia prime white | ..... | 18 | 15 | 15½ | 16½ | 17 |
| American water white | ..... | 19 | 17½ | 18 | 17½ | 18 |
| Pratt's Astral (barrels extra) | 18½ | 19 | 17 | 17½ | 18½ | 19 |
| **TEAS** | | | | | | |
| Black— | | | | | | |
| Congou—Half-chests Kaisow, Moning, Paking | 13 | 60 | 12 | 60 | 11 | 40 |
| Caddies Paking, Kaisow | 17 | 40 | 18 | 50 | 15 | 4 |
| Indian—Darjeelings | 35 | 55 | 35 | 55 | 30 | 50 |
| Assam Pekoes | 20 | 40 | 30 | 40 | 13 | 40 |
| Pekoe Souchong | 15 | 26 | 18 | 25 | 17 | 24 |
| Ceylon—Broken Pekoes | 35 | 43 | 35 | 42 | 34 | 40 |
| Pekoes | 20 | 30 | 20 | 30 | 20 | 30 |
| Pekoe Souchong | 17½ | 40 | 17 | 35 | 17 | 35 |
| China Greens— | | | | | | |
| Gunpowder—Cases, extra first | 42 | 50 | 42 | 50 | ..... | ..... |
| Half-chests, ordinary firsts | 22 | 28 | 22 | 28 | ..... | ..... |
| Young Hyson—Cases, sifted extra firsts | 45 | 50 | 45 | 50 | ..... | ..... |
| Cases, small leaf, firsts | 35 | 40 | 35 | 40 | ..... | ..... |
| Half-chests, ordinary firsts | 22 | 38 | 28 | 38 | ..... | ..... |
| Half-chests, seconds | 17 | 19 | ..... | 23 | ..... | ..... |
| " thirds | 15 | 17 | 16 | 18 | ..... | ..... |
| " common | 13 | 14 | 14 | 15 | ..... | ..... |
| Pingsueys— | | | | | | |
| Young Hyson, ½-chests, firsts | 28 | 32 | 38 | 32 | 30 | 40 |
| " " " seconds | 18 | 19 | 16 | 19 | ... | ..... |
| " Half-boxes, firsts | 28 | 32 | 28 | 32 | ..... | ..... |
| " " seconds | 18 | 19 | 16 | 19 | ..... | ..... |
| Japans— | | | | | | |
| ½-chests, finest May pickings | 38 | 40 | 38 | 40 | ..... | ..... |
| Choice | 32 | 36 | 33 | 37 | ..... | ..... |
| Finest | 28 | 30 | 30 | 32 | ..... | ..... |
| Fine | 25 | 27 | 27 | 30 | ..... | ..... |
| Good medium | 22 | 24 | 25 | 28 | ..... | ..... |
| Medium | 18 | 20 | 21 | 23 | ..... | ..... |
| Good common | 16 | 18 | 19 | 20 | ..... | ..... |
| Common | 13 | 15 | 17 | 19 | ..... | ..... |
| Nagasaki, ½-chests, Pekoe | 15 | 22 | ..... | ..... | ..... | ..... |
| " " Oolong | 14 | 15 | ..... | ..... | ..... | ..... |
| " " Gunpowder | 16 | 19 | ..... | ..... | ..... | ..... |
| " " Siftings | 7½ | 11 | ..... | ..... | ..... | ..... |
| **RICE, MACARONI, SAGO, TAPIOCA.** | | | | | | |
| Rice—Standard B | 3 00 | 3 10 | ..... | 3¼ | 3 25 | 3 40 |
| Patna, per lb | 4 25 | 4 50 | 4¾ | 5 | 5 | 6 |
| Japan | 4 40 | 4 90 | 5½ | 6 | 5 | 6 |
| Imperial Seeta | 4 60 | 4 90 | 4¾ | 5¼ | 5 | 6 |
| Extra Burmah | ..... | ..... | 4¼ | 4¾ | 4 | 5 |
| Java, extra | ..... | 5¾ | 6 | 6½ | 6 | 7 |
| Macaroni, dom'ic, per lb., bulk | 3¾ | 4¼ | ..... | 7½ | ..... | ..... |
| " imp'd, 1-lb. pkg., French | 8 | 12 | 9 | 10 | ..... | ..... |
| " " " Italian | 9 | 10 | 11 | 12½ | ..... | ..... |
| Sago | 3¼ | 3½ | 3¾ | 4 | 4½ | 5 |
| Tapioca | ..... | 3½ | 3¾ | 3¾ | 4½ | 5 |

# Afterthoughts

**come to us all.**



**If** after you have handled a trial lot of

## "Marguerite" Cigars

you think some other kind would have done better, would have brought more trade, or satisfied your customers better, we'll pay you back again for the lot.

Fair, isn't it? We couldn't afford to make this offer to 5,000 grocers, if we were putting out cigars we weren't sure of.

**But we are sure of "Marguerites."**

**The Geo. E. Tuckett & Son Co., Limited, Hamilton**

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SCHEPP'S EDELWEISS BRAND COCOANUT

Quality first, then price.

Cocoanut is a luxury. Those that use it want the best (***Schepp's***).

Cocoanut is used generally as a dessert; should therefore be the best in quality to give the dinner a pleasant finish (***Schepp's***).

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**NEW YORK.** **LONDON, ENG.: Saml. Hanson, Son & Barter, Agents**

# Gillard's Sauce Gillard's Pickle

Is still the best and cheapest. The most delicious English pickle made.

AS SUPPLIED TO

HIS MAJESTY THE KING

AND

HIS ROYAL HIGHNESS THE PRINCE OF WALES, K.G., Etc.

Sole Proprietors:

**GILLARD & CO., Limited, LONDON, ENG.**

## CANADIAN PRODUCTS IN ENGLAND.

A. F. MACLAREN, M.P., of Stratford, colloquially known as the "cheese king," is at the Walker House after a sojourn of several weeks in England.

"I was in London for 30 days," said Mr. MacLaren to The Mail and Empire last night, "and it was like a 30-days' trip around the world, such was the diversity of peoples assembled for the Coronation. With regard to Canada's relations with England, the fact that struck me most was that all the other parts of the Empire—Australia, New Zealand and India—were much better known in England than Canada. The average Englishman has just begun to wake up to the fact that there is such a country as Canada on the map."

"What about a preference?"

"Well, I think Canada can obtain a sentimental preference if she keeps her goods to the fore," said Mr. MacLaren. "Five years ago the English business man did not care a button whether he dealt with Canadians or Americans; in fact, the latter enjoyed the greater prestige. Now all that is changed; all things being equal, the Englishman is anxious to buy from Canadians in preference to Americans. I did not hear the question of a tariff preference very much discussed.

"To reap the full advantage of the sentiment to which I have alluded Canada must aggressively press her wares on the attention of the British people. Russia is making a desperate bid for the English market in dairy and agricultural products. Particularly is this the case with regard to butter and cheese. Canada at present sells to England 70 per cent. of the cheese she imports, but Russia is beginning to undersell us. In the matter of butter this is especially marked; the Russians are placing their butter on the market at 10s. on the cwt. cheaper than Canadians can do at the present time. To meet this competition we must have cheaper freight rates and cheaper insurance on the St. Lawrence route. Exporters are laboring under an immense disadvantage in this matter at the present time.

"We must have commercial agents in all the chief cities of England to press the interests of Canada, and we must deliver our products in better shape than we have been doing. There is a great market awaiting our fruits if some care is taken in this direction. The system of handling at the point of delivery must be improved. Cold storage transportation is valueless unless there are proper facilities for handling the goods at the other end. It would be the duty of the commercial agent to look to this. Lord Strathcona is doing magnificent work to advertise Canada, but the High Commissioner's office cannot look to these matters.

"My idea would be to have an agent-general at London, who would appoint deputies at Bristol, Liverpool, Manchester, and other points. The whole staff could meet once a month and discuss measures to press Canada's wares. Their operations might be extended to Europe also. Some such measures are absolutely necessary if we are to make a showing in the race for business."

## AUSTRALIAN TRADE.

In a report to the Canadian Department of Trade and Commerce, dated July 15, J. S Larke, commercial agent for Canada in Australia, gives the ststistics of Australian trade for the year 1901, the figures being as follows:

| | Imports. | Exports. |
|---|---|---|
| New South Wales | $26,928,218 | $27,351,124 |
| Victoria | 18,927,340 | 18,646,097 |
| Queensland | 6,386,208 | 9,249,366 |
| South Australia | 7,371,588 | 8,010,934 |
| West Australia | 6,454,171 | 8,515,623 |
| Tasmania | 1,969,577 | 2,916,656 |
| Total Commonwealth | $63,438,520 | $74,689,600 |
| " New Zealand | 8,739,633 | 12,881,424 |
| Total Australia | $72,178,153 | $87,571,224 |

Last Year Australia's crop was less than the previous year by 12,300,000 bushels, or 22 4 per cent.

Mr. Larke says: "The sale of Canadian hard wheat flours is making progress in New South Wales and Queensland, but there is a considerable trade in inferior grades in the South Sea Islands, which as yet Canada has not touched. The trade is unaffected by duties."

## THE WORD'S COMMERCE IN 1901.

The import and export commerce of all the countries in the world amounted in 1901, according to German returns, approximately to $23 800,000,000, and was divided among the leading commercial nations as shown below in round numbers:

| Country. | Value. |
|---|---|
| Great Britain | $4,765,000,000 |
| British colonies, total | 2,618,000,000 |
| Germany | 2,468,000,000 |
| United States | *2,118,200,000 |
| France | 1,618,400,000 |
| Holland | 1,332,800,000 |
| Austro-Hungary | 856 800,000 |
| Belgium | 785 400,000 |
| Russia and Siberia | 642,600,000 |
| Italy | 571,200,000 |
| Switzerland | 380,800,000 |
| Spain | 282,400,000 |
| China | 305 000,000 |
| Sweden | 275,600,000 |
| Argentina | 282,000,000 |
| Japan | 238,000,000 |
| Brazil | 238,000,000 |
| All other countries | 4,624,340,000 |
| Total | $23,800,600,000 |

* According to United States Treasury returns, $2,340,000,000.

## COFFEE DRINKING IN GREAT BRITAIN.

It has often been urged in explanation of the large demand for tea, as compared with coffee, that there is an absence of push in connection with the latter product, and that there is scope for enterprise in connection with coffee, in which the planter might take a hand. One explanation offered as to the decline of coffee drinking in the British Isles is that genuine coffee has been superseded to the consumer by bottles of a concoction which may contain a proportion of coffee, which is thick and comparatively flavorless, but above all which is recommended for its ease and quickness of preparation. Never mind, if it is not so refreshing to the palate and suggestive to the higher instincts of the mind, in can be "prepared in one minute." Of course, really good coffee is a different thing, but it cannot be prepared in a minute, and tea can, or in three minutes. Whether it would pay to run any special growths of coffee or to advertise, say, the merits of Indian coffee in particular is a question that could only be decided by an expert. Anyway, a Californian company is experimenting in the direction of pushing the sale of coffee by issuing a booklet entitled, "What You Don't Know About Coffee," or "Or an Answer to the Decryers of the 'Intellectual Drink.'" In it is told all that needs to be known what coffee is, as a drink, its effect on the system, as a medicine, as a berry, and last and not least, how to make it.—Home and Colonial Mail.

## GRAIN BY CANADIAN ROUTES.

The continued increase in the exports of grain via Canadian routes, as compared with New York, is the subject of a statement issued by the Canal Association of Greater New York. The statement is entitled, "Object Lesson No. 8," and shows that since the opening of navigation to August 1, over 6,000,000 bushels more wheat were shipped via the Canadian routes. The following figures give the total amount of wheat exported during May, June and July, this year, by the two routes:

| | Bushels. |
|---|---|
| Via Canadian routes | 11,613,896 |
| Via New York | 4,899,371 |
| Canadian excess | 6,714,525 |
| Canadian inc. over 1901 | 3,034,289 |
| New York dec. from 1901 | 4,394,187 |

The growth of the Canadian shipments is attributed to the Dominion's activity in increasing and developing water transportation facilites. Attention is also called in the statement to the fact that the movement of grain through the port of Buffalo for July showed a decrease of nearly 200,000 barrels of flour and over 6,000,000 bushels in wheat, as compared with the same month last year, showing that the lake grain traffic is being diverted from Buffalo.

Established 1845. MODERN MACHINERY. UP-TO-DATE METHODS. Established 1845.




1 and 2-lb. Tins.

**When you hear a man talk about the quality and reputation of "Ewing's Coffee" and "Ewing's Spices,"** just remember that they are **"S. H. & A. S. Ewing's"**—the perfected products of the old reliable house that has stood the test of 57 years. Try personally and be convinced of the superior aromatic flavor of S. H. & A. S. EWING'S High-Grade COFFEE. Compare the quality of S. H. & A. S EWING'S High-Grade SPICES, and satisfy yourself that they are the best.

Handle S. H. & A. S. E. Mocha and Java, in 1 and 2-lb. tins (as cut), "Willison's Turkey Coffee," "Vienna Baking Powder," etc. Enquiries and mail orders solicited. Prompt shipment guaranteed.

**S. H. & A. S. EWING,** Montreal Coffee and Spice Steam Mills, 55 Cote St., MONTREAL, P.Q.

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*F. J. CASTLE - - OTTAWA.*

*Cor. Queen and Metcalfe* *Opposite Windsor Hotel.*

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ESTABLISHED 1725.

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**Butter Tubs**

Order now—ship when required. Best goods—fair price.

**WALTER WOODS & CO.**
HAMILTON.

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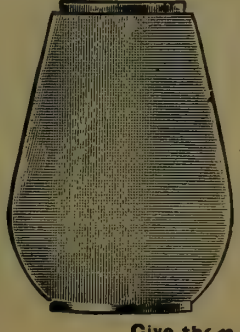
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Aetna or Quaker Flint Chimneys?

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Canadian Apples a Specialty.

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Full stock of Oranges, Lemons and Bananas always on hand.

**HUSBAND Bros. & Co.**
32 Colborne St., TORONTO.
Phones, Main 54, Main 3428.

## BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

THE creditors of E. J. McChinchey, general merchant, Bruce Mines, Ont., have held a meeting.

W. L. Davis, grocer, etc., Kaslo, B.C., has assigned to R. F. Green.

Robert Hanna, grocer, Port Arthur, Ont., has assigned to H. A. McKibbon.

J. T. Dugas is curator of Alphonse Lapierre, grocer, etc., Joliette, Que.

P. Gagnon, general merchant, St. Flavie Station, Que., is offering to compromise.

J. T. Therien, general merchant, St. Gregoire, Que., is offering to compromise.

J. M. Lefebvre, general merchant and hotelkeeper, Shawinigan Falls, Que., has assigned.

Sabas & Co., general merchants, St. Francois Du Lac, Que., are offering to compromise.

J. P. McCann, grocer, Toronto, has assigned to J. A. McLean, and his estate is to be wound up.

C. H. Beauchemin is curator of A. Cote & Co., general merchants, St. Alexandre, Iberville County, Que.

Everist Vidal, Quebec, has been appointed curator of Eugene Rivard, cheese manufacturer, St. Casimir, Que.

The creditors of Malcolm & Windsor, Limited, salmon canners, Vancouver, B.C., are to file their claims before September 30.

S. C. Smith, general merchant, Fort Frances, Ont., has assigned to J. W. Humble, sheriff, and his creditors hold a meeting on August 30.

PARTNERSHIPS FORMED AND DISSOLVED.

A. Pilon & Frere, butter factory, St. Genevieve, Que., have dissolved.

On Hing & Bros., merchants, Victoria, have dissolved; Tong Ork continues.

SALES MADE AND PENDING.

Leonard W. Harvey, grocer, London, has sold out.

Wm. Hunter & Co., grocers, Nelson, B.C., are advertising closing out there.

W. J. Morgan, tobacconist, Peterboro', Ont., is advertising his business for sale.

Wm. G. Monet, grocer, etc., Port Perry, Ont., is advertising his business for sale.

J. A. Janes, cigar manufacturer, Barrie, Ont., has sold out and is leaving that place.

Robert Arnott, manufacturer of cheese boxes, Peterboro', Ont., is advertising his business for sale.

The business of The British Columbia Fish Glue and Oil Co., Limited, Vancouver, is advertised for sale by tender.

CHANGES.

J. T. Cadotte, fruiterer, Montreal, has registered.

George E. Sawyer, baker and confectioner, Mitchell, Ont., has sold out to C. J. Moore.

Clark & King, traders, Montreal, have registered.

J. J. Smith, grocer, Ottawa, has disposed of his business.

The Western Bank of Canada is opening a branch at Elmvale, Ont.

Newby & Thomas, feed merchants, Vancouver, are out of business.

G. H. Backus, grocer, Simcoe, Ont., has sold out to The Potts, Clark Co.

Jobin & Frere, general merchants, Waterloo, Que., have registered.

J. W. Alles, confectioner, Tavistock, Ont., has sold out to Krushe Bros.

Chas. Neuman, tobacconist, Vancouver, B.C., is succeeded by J. J. Boettger.

C. Matthews, confectioner, Swan Lake, Ont., has sold out to W. F. Hartwell.

A. Campbell, general merchant, Olds, N.W.T., has sold out to Horn & Hill.

McCarthy & Munter, grocers, etc., Trail, B.C., are succeeded by J. E. McCarthy.

Mrs. Alphonse Goyer has registered for A. Goyer & Co., hide dealers, Montreal.

Alfred Hamelin has registered for Jos. Ayotte & Cie, traders, St. Raymond, Que.

T. M. Tennent, grain dealer, etc., Chatham, Ont., has sold out to Keith & Drew.

W. J. Crockett, confectioner, etc., Alberton, P.E.I., has sold out to G. N. M. Leard.

Fairley & Walker, general merchants, Ponoka, N.W.T., is succeeded by Fairley & Co.

Blain E. Dakin, general merchant, Sandy Cove, N.S., is succeeded by E. D. Morehouse.

Our item that appeared in THE GROCER, of August 22, stating that Rodgers & Co., general merchants, Cannington, Ont., had sold out to John McKinstry, should have read: "Rodgers & Co., general merchants, Cannington, Ont., have sold out to McKinstry & Co."

Walter L. Belton, grocer, fruits, etc., Almonte, Ont., is succeeded by Robert Cochrane.

W. T. Shatford & Co., general merchants, Vernon, B.C., are opening a branch store a Hedley City.

Chas. Hubbard, general merchant, etc., Straffordville, Ont., has sold out to Mrs. Buckborough.

A. M. Brown, general merchant, Petitcodiac, N.B., has sold his Anagauce branch to J. H. Brown.

The stock of Aut. Fortin, general merchant, Causapscal, Que., has been sold at 65c. on the dollar to Hudon & Co., St. Octave de Rimouski, Que.

FIRES.

D. M. Davidson & Co., bakers and confectioners, Port Arthur, Ont., have sustained loss by fire.

DEATHS.

John Miller, grocer and dealer in hides and wool, Belleville, Ont. is dead.

---

A man who had been arrested for murder, bribed an Irishman on the jury for $100 to hang out for a verdict for manslaughter. The jury was out a long time and finally returned with a verdict for manslaughter. The man went to the Irishman and thanked him and asked if he had a hard time. "Yes," said the Irishman, "a deuce of a time. The balance all wanted to acquit you."

POPULARITY is the proof of merit, and no brand has ever achieved popularity so quickly as

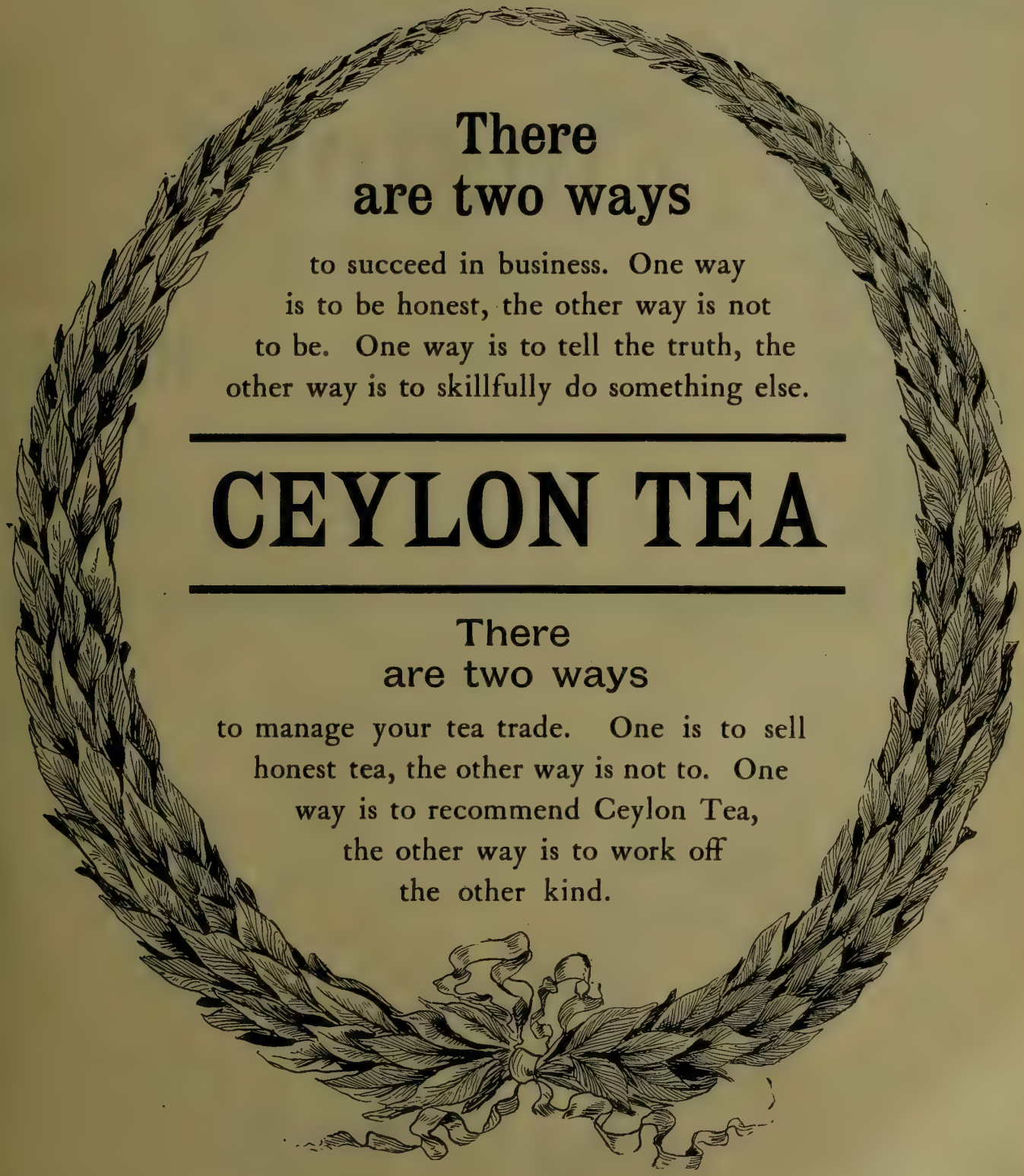
"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

BOBS costs you only 36 cents, and pays a good profit.
BOBS is well advertised.
BOBS is selling well in almost every store from the Atlantic to the Pacific.
BOBS is A BIG PLUG FOR LITTLE MONEY

Made by
THE EMPIRE TOBACCO CO., LIMITED
MONTREAL, QUE.



## There are two ways

to succeed in business. One way is to be honest, the other way is not to be. One way is to tell the truth, the other way is to skillfully do something else.

# CEYLON TEA

## There are two ways

to manage your tea trade. One is to sell honest tea, the other way is not to. One way is to recommend Ceylon Tea, the other way is to work off the other kind.




# As to Mustard

You cannot give people who eat

# Mustard

anything but the best.

That means

and that also means

Which is packed in

**KEEN'S**

**D.S.F.**

**SQUARE TINS.**

## Current Market Quotations for Proprietary Articles

Aug. 28, 1902

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. of a change is made, either an advance or decline, it is referred to in the market reports, as a matter of news whether manufacturers request it or not.

### BAKING POWDER.

| Cook's Friend— | Per doz. |
|---|---|
| Size 1, in 2 and 4 doz. boxes | $ 2 40 |
| " 10 ,in 4 doz. boxes | 2 10 |
| " 2 in 6 " | 80 |
| " 12, in 6 " | 70 |
| " 3, in 4 " | 45 |
| Pound tins, 3 doz. in case | 3 00 |
| 12 oz. tins, 3 " " | 2 40 |
| 5-lb. tins, ⅓ " " | 14 00 |

| Diamond— | W. H. GILLARD & CO. |
|---|---|
| 1 lb. tins, 2 doz. in case, per doz. | 2 00 |
| ½ lb. tins, 3 " " | 1 25 |
| ¼ lb. tins, 4 " " | 0 75 |

IMPERIAL BAKING POWDER.

| Cases. | Sizes. | Per Doz. |
|---|---|---|
| 4 doz. | 10c. | $0 85 |
| 3 " | 6-oz. | 1 75 |
| 1 " | 12-oz. | 3 50 |
| 2 and 3 doz. | 12-oz. | 3 40 |
| 2 and 3 doz. | 16-oz. | 4 35 |
| ⅛ doz. | 2½-lb. | 10 50 |
| 1 doz. | 2½-lb. | 10 40 |
| ½ and 1 doz. | 5-lb | 19 50 |

MAGIC BAKING POWDER




| Cases. | Sizes. | Per Doz. |
|---|---|---|
| 4 doz. | 5c. | $ 40 |
| 4 " | 4-oz. | 0 60 |
| 4 " | 6-oz. | 0 75 |
| 4 " | 8-oz. | 0 95 |
| 4 " | 12-oz. | 1 40 |
| 2 " | 12 oz. | 1 45 |
| 4 " | 16-oz. | 1 85 |
| 2 " | 16-oz. | 1 70 |
| 1 " | 2½-lb. | 4 10 |
| 1 " | 5-lb. | 7 30 |
| 2 " | 6-oz. } | Per case. |
| 1 " | 1 -oz. } | $1 55 |
| 1 " | 16-oz. } | |

JERSEY CREAM BAKING POWDER

| | |
|---|---|
| ⅛ size, 5 doz. in case | 40 |
| ¼ size, 4 doz. in case | 75 |
| ½ " 3 " " | 1 25 |
| 1 " 2 " " | 2 25 |

VIENNA BAKING POWDER.

| | Per doz. |
|---|---|
| 1 lb. tins, 4 doz. in box | $ 2 25 |
| ½ lb. tins, 4 " " | 1 25 |
| ¼ lb. tins, 4 " " | 75 |
| 3 oz. in paper, 4 doz. in box | 70 |
| 5 " " 4 " " | 35 |

### BLACKING.
SHOE POLISH.

HENRI JONAS & CO.

| | Per gross |
|---|---|
| Jonas' | $9 00 |
| Froments | 7 50 |
| Military dressing | 24 00 |

### BLUE.

| | |
|---|---|
| Keen's Oxford per lb. | $0 17 |
| In 10 box lots or case | 0 16 |
| Reckitt's Square Blue 12-lb. box | 0 17 |
| Reckitt's Square Blue, 5 box lots | 0 16 |

### BLACK LEAD.

| | |
|---|---|
| Reckitt's per box | 1 15 |
| Box contains either 1 gro., 1 oz. size; ½ gro., 2 oz. or ¼ gro. 4 oz | |

### CORN BROOMS

BOECKH BROS & COMPANY

| | doz. net. |
|---|---|
| Bamboo Handles, A, 4 strings | 4 35 |
| " " B, 4 strings | 4 10 |
| " " C, 3 strings | 3 85 |
| " " D, 3 strings | 3 60 |
| " " F, 3 strings | 3 35 |
| " " G, 3 strings | 3 10 |
| " " I, 3 strings | 2 85 |

### BISCUITS.

CARR & CO. LIMITED.
Frank Magor & Co., Agents

| | |
|---|---|
| Cafe Noir | 0 15 |
| Ensign | 0 12¾ |
| Metropolitan mixed | 0 09 |

Special price list of Fancy Tins for Xmas trade and other lines on application.

### CANNED GOODS.
MUSHROOMS.
HENRI JONAS & CO.

| | |
|---|---|
| Mushrooms, Rionel | $15 50 |
| " 1st choice Dutheil | 18 50 |
| " 1st choice Lenoir | 19 50 |
| " extra Lenoir | 22 00 |
| Per case, 100 tins. | |

FRENCH PEAS—DELORY'S
HENRI JONAS & CO.

| | |
|---|---|
| Moyen's No 2 | $9 00 |
| " No. 1 | 10 50 |
| ½ Fins | 12 50 |
| Fins | 14 00 |
| Tres fins | 15 00 |
| Extra fins | 16 50 |
| Sur extra fins | 18 00 |

FRENCH SARDINES.
HENRI JONAS & CO.

| | |
|---|---|
| ¼ Trefavennes | $9 50 |
| ¼ Rolland | 10 00 |
| ¼ Delory | 10 50 |
| ¼ Club Alpins | 2 50 |

### CHOCOLATES & COCOAS.

THE COWAN CO. LIMITED.

| Cocoa— | |
|---|---|
| Hygienic, 1-lb. tins, per doz | $7 25 |
| " ½-lb. tins " | 3 75 |
| " ¼-lb. tins " | 2 25 |
| " fancy tins " | 0 90 |
| Hygienic, 5-lb tins, for soda water fountains, restaurants, etc. per lb | 0 55 |
| Perfection, ½-lb. tins, per doz | 3 00 |
| Cocoa Essence, sweet, ½-lb. tins, per doz | 2 25 |
| Chocolate— | per lb. |
| Queen's Dessert, ¼'s and ½'s | $0 40 |
| " 6's | 0 42 |
| Mexican Vanilla, ¼'s and ½'s | 0 35 |
| Royal Navy Rock " " | 0 30 |
| Diamond " " | 0 25 |
| " 8's | 0 28 |

JOHN P. MOTT & CO.'s
R. S. McIndoe, Agent, Toronto.

| | |
|---|---|
| Mott's Broma per lb | 0 30 |
| Mott's Prepared Cocoa | 0 28 |
| Mott's Homeopathic Cocoa (¼'s) | 0 12 |
| Mott's Breakfast Cocoa (in tins) | 0 40 |
| Mott's No. 1 Chocolate | 0 30 |
| Mott's Breakfast Chocolate | 0 28 |
| Mott's Caraccas Chocolate | 0 40 |
| Mott's Diamond Chocolate | 0 23 |
| Mott's French-Can. Chocolate | 0 18 |
| Mott's Navy or Cooking Chocolate | 0 28 |
| Mott's Cocoa Nibbs | 0 35 |
| Mott's Cocoa Shells | 0 05 |
| Vanilla Sticks, per gross | 0 90 |
| Mott's Confectionery Chocolate | 0 21 0 43 |
| Mott's Sweet Chocolate Liquors | 0 19 0 30 |

| Chocolate— FRY'S. | per lb. |
|---|---|
| Caraccas, ¼'s, 6-lb. boxes | 0 42 |
| Vanilla, ¼'s | 0 42 |
| "Gold Medal" Sweet, ¼'s, 6 lb. bxs | 0 29 |
| Pure, unsweetened, ½'s, 6 lb. bxs | 0 42 |
| Fry's "Diamond," ¼'s, 14 lb. bxs | 0 24 |
| Fry's "Monogram," ⅛'s 14 lb. bxs | 0 24 |
| Cocoa— | per doz |
| Concentrated, ¼'s 1 doz. in box | 2 40 |
| " ½'s, " " | 4 50 |
| " 1 lbs. " " | 8 25 |
| Homoeopathic, ¼'s 14 lb. boxes | .... |
| " ½ lbs. 12 lb. boxes | .... |

| | |
|---|---|
| Epps's cocoa, case of 14 lbs., per lb. | 0 35 |
| Smaller quantities | 0 37½ |

CADBURY'S.
Frank Magor & Co., Agents.

| | per doz |
|---|---|
| Cocoa essence, 3 oz. packages | $1 65 |
| Mexican chocolate, ¼ and ⅛ lb. pkgs. | 0 40 |
| Rock Chocolate, loose | 0 40 |
| " 1-lb. tins | 0 42 |
| Nibs, 11-lb. tins | 0 35½ |

CHOCOLAT-MENIER.




Chocolat-Menier ¼ and ½s 36c per lb.
" ⅛s 18c. per cake.
Croquettes and Pastilles 20c. or per case of 108 $20.
Menier Breakfast Cocoa ¼-lb. tins 13c.
" ⅛-lb. " 25c.
" 1-lb. " 50c.

WALTER BAKER & CO., LIMITED.

| | per lb. |
|---|---|
| Premium No. 1 chocolate, 2-lb boxes | $ 38 |
| Vanilla chocolate 6-lb boxes | 47 |
| German sweet, 6-lb. boxes | 27 |
| B'kfast cocoa, ½-lb. tins, plain; 6-lb. boxes | 51 |
| Cracked cocoa, ½-lb. pkgs. 12-lb. bxs. | 35 |
| Caracas sweet chocolate, 6-lb. boxes | 37 |
| Soluble chocolate (hot or cold soda) 1-lb. cans | 45 |
| Vanilla chocolate wafers, 48 to box, per box | 1 56 |

### CHEESE.

| | |
|---|---|
| Imperial—Large size jars, per doz. | $ 8 25 |
| Medium size jars | 4 50 |
| Small size jars | 2 40 |
| Individual size jars | 1 00 |
| Imperial Holder—Large size | 18 00 |
| Medium size | 15 00 |
| Small size | 12 00 |
| Roquefort—Large size, per doz. | 2 40 |
| Small size | 1 40 |

# "THE EDWARDSBURG BRANDS"

# Starch

## . . and Syrup

Are well known all over the Dominion as a **STANDARD OF QUALITY.** **ASSORTED STOCKS** of all styles of packages now on hand, and **PROMPT SHIPMENT** guaranteed.

EDWARDSBURG STARCH CO'Y, Limited

**Established 1858.**

164 St. James St., MONTREAL. | Works: CARDINAL, ONT. | 53 Front St. East, TORONTO.


### COFFEE.

| JAMES TURNER & CO. | per lb. |
|---|---|
| Mecca | 0 32 |
| Damascus | 0 28 |
| Cairo | 0 20 |
| Sirdar | 0 17 |
| Old Dutch Rio | 0 12½ |
| E. D. MARCEAU, Montreal. | per lb. |
| "Old Crow" Java | 0 25 |
| " Mocha | 0 25 |
| "Condor" Java | 0 30 |
| " Mocha | 0 30 |
| 15-year-old Mandheling Java and hand-picked Mocha | 0 50 |
| 1-lb. Fancy tins choice pure coffee, 48 tins per case | 0 20 |
| Madam Huot's Coffee, 1-lb. tins | 0 31 |
| " " " 2-lb. tins | 0 30 |

100 lb. delivered in Ontario and Quebec.

### CONDENSED MILK.




Borden's Condensed Milk Co.

| | |
|---|---|
| "Eagle" Brand | $1 65 |
| "Gold Seal" Brand | 1 30 |
| "Peerless" Brand Evaporated Cream | 1 20 |

### CLOTHES PINS.

UNITED FACTORIES, LIMITED.

Clothes Pins (full count), 5 gross in case, per case ..... 0 57
4 doz. packages 12 to a case) ..... 0 72
6 doz. packages (12 to a case) ..... 0 92

### COUPON BOOKS—ALLISON'S

For sale in Canada by—The Eby, Blain Co., Limited, Toronto C. O. Beauchemin & Fils, Montreal.

$1, $2, $3, $5, $10 and $20 books.

| | Unnumbered | Covers and Coupons numbered. |
|---|---|---|
| In lots of less than 100 books, 1 kind assorted | 4c. | 4½c. |
| 100 to 500 books | 3½c. | 4c. |
| 500 to 1,000 books | 3c. | 3¼c. |

Allison's Coupon Pass Book

| | |
|---|---|
| 1 00 books | 3 cents each |
| 2 00 books | 3 cents each |
| 3 00 books | 3 cents each |
| 5 00 books | 4 cents each |
| 10 00 books | 5½ cents each |
| 15 00 books | 6½ cents each |
| 20 00 books | 7½ cents each |
| 25 00 books | 8 cents each |
| 50 00 books | 12 cents each |

### EXTRACTS.

HENRI JONAS & CO. Per gross.

| | |
|---|---|
| 8 oz. London Extracts | $6 00 |
| 2 oz. " " (no corkscrews) | 5 50 |
| 2 oz. " " | 9 00 |
| 2 oz. Spruce essence | 6 00 |
| 2 oz. " " | 9 00 |
| 2 oz. Anchor extracts | 12 00 |
| 4 oz. " " | 21 00 |
| 1 oz. " " | 36 00 |
| 1 lb. " " | 70 00 |
| 1 oz. Flat " | 9 00 |
| 2 oz. Flat bottle extracts | 18 00 |
| 2 oz. Square " | 21 00 |
| 4 oz. " " corked) | 36 00 |
| 8 oz. " " " | 72 00 |

Per doz.

| | |
|---|---|
| 8 oz. " glass stop extracts | 3 50 |
| 8 oz. " " " | 7 00 |

Per doz.

| | |
|---|---|
| 2½ oz. Round quintessence extracts | 2 00 |
| 4 oz. Jockey decanters " | 3 50 |

### FOOD.

| | Per doz. |
|---|---|
| Robinson's Patent Barley ½ lb tins | 1 25 |
| " " " 1 lb. tins | 2 25 |
| " " Groats, ½ lb. tins | 1 25 |
| " " " 1 lb. tins | 2 25 |

### LYE (CONCENTRATED).

GILLETT'S PERFUMED.

| | Per case. |
|---|---|
| 1 case of 4 doz | $ 3 00 |
| 3 cases " | 3 50 |
| 5 " | 3 40 |

### GINGER ALE & SODA WATER

per doz.

Cantrell & Cochrane's Imported Ginger Ale and Club Soda Water... $1 40

### JAMS AND JELLIES.

SOUTHWELL'S GOODS. per doz

Frank Magor & Co., Agents.

| | |
|---|---|
| Orange Marmalade | 1 |
| Clear Jelly Marmalade | 1 80 |
| Strawberry W. F. Jam | 2 00 |
| Raspberry " " | 2 00 |
| Apricot " " | 1 75 |
| Black Curran " | 1 85 |
| Other Jams, W. F. | 1 55 1 90 |
| Red Currant Jelly | 2 75 |

Jams— T. UPTON & CO.

| | |
|---|---|
| 12-oz. glass jars, per doz | $0 95 |
| 1 lb. glass jars 2 doz. in case, per doz | 1 50 |
| 2½-lb. tin pail, 2 doz. in crate, per lb. | 0 09 |
| 5-lb. tin pails, 8 pails in crate, per lb | 0 06 |
| 7-lb wood pails, 6 " " " | 0 06 |
| 14-lb. wood pails, per lb | 0 06 |
| 30-lb " " " | 0 06 |

Jellies—

| | |
|---|---|
| 1-lb. glass jars, per doz | $1 50 |
| 7-lb. wood pails, per lb | 0 09 |
| 14-lb. " " " | 0 09 |
| 30-lb. " " " | 0 09 |

### LICORICE.

YOUNG & SMYLIE'S LIST.

| | |
|---|---|
| 5-lb. boxes, wood or paper, per lb | $0 40 |
| Fancy boxes (36 or 50 sticks) per box | 1 25 |
| "Ringed" 5 lb. boxes, per lb | 0 40 |
| "Acme" Pellets, 5 lb. cans, per can | 2 00 |
| "Acme" Pellets, fancy boxes 40) per box | 1 50 |
| Tar, Licorice and Tolu Wafers, 5 lb. cans, per can | 2 00 |
| Licorice Lozenges, 5 lb. glass jars | 1 75 |
| " " 20 5 lb. cans | 1 50 |
| "Purity" Licorice 10 sticks | 1 45 |
| " " 100 sticks | 0 13 |
| Dulce large cent sticks, 100 in box | |

### LIQUORS.

COGNAC IN CASES.

Ph. Richard.

| | |
|---|---|
| S.O. Quarts, 12's | $22 50 |
| F.C. " " | 15 00 |
| F.C. 1-15 bottles, 180's | 2 00 |
| V.S.O.P. " | 12 00 |
| V.S.O.P. pints, 24's | 13 00 |
| V.S.O.P. ½-pints, 48's | 14 00 |
| V.S.O.P. 1-5 bottles, 120's | 20 00 |
| V.S.O. quarts, 12's | 10 00 |
| V.S.O. 1-15 bottles, 180's | 18 00 |
| V.O. quarts, 12's | 8 50 |
| V.O. pints, 24's | 9 50 |
| V.O. ½-pints, 48's | 10 50 |
| V.O. 1-15 bottles, 180's | 14 00 |
| V.O. decanters, 12's | 0 5 |
| V.O. " pints, 20's | 13 00 |
| V.O. flasks, Imp. pints, with thumblers | 9 75 |
| V.O. " Reputed " " 24's | 10 50 |
| V.O. " " no " 4's | 9 50 |

Chas. Couturier.

| | |
|---|---|
| Quarts, 12's | 7 00 |
| ½ bottles, 24's | 8 00 |
| ¼ " 48's | 9 00 |
| 1-15 bottles, 180's | 13 50 |
| Flasks, 24's | 8 00 |
| ½ Flasks, 48's | 9 00 |
| Flasks Imperial pints, Copsule, 16's | 8 00 |

F. Marion & Cie.

| | |
|---|---|
| Quarts, 12's | 6 00 |
| ½ bottles, 24's | 7 00 |
| ¼ " 48's | 8 00 |
| Flasks, reput d 24's | 7 00 |
| Flasks, ½-pints, 48's | 8 00 |
| 1-15 bottles, 180's | 12 50 |
| Flasks, Imp. pints with thumblers, 16's | 8 00 |

Cognac In Wood.

Ph. Richard.

| | Gals. | ½ Oct's. | Oct's. | Bbls. | Hhds. |
|---|---|---|---|---|---|
| Couturier | $4 00 | $2 95 | $3 85 | $3 80 | .... |
| Marion | 3 75 | 3 60 | 3 50 | 3 40 | .... |
| Ph Richard V.S.O.P | 5 50 | 5 25 | 5 25 | 5 00 | .... |
| Richard V.O. proof | 4 25 | 4 10 | 4 00 | 3 90 | 3 80 |
| Richard 5 up. proof V. O. | 4 00 | 3 80 | 3 70 | 3 50 | 3 40 |
| Richard Fine champagne | 6 00 | 5 90 | .... | .... | .... |

Gin—Pollen & Zoon, in Cases.

| | |
|---|---|
| Red, 15's | $10 00 |
| Green, 12's | 5 00 |
| Poney, 12's | 2 50 |

Gin Pollen & Zoon, in Wood.

| | Gals. | ½ Oct's. | Oct's. | Bbls. | Hhds. |
|---|---|---|---|---|---|
| Gin, P. & Z. | $3 15 | $3 05 | $3 05 | $3 00 | $2 95 |

Mitchell Bros. Limited Scotch.

| | 1 case. | 5 cases |
|---|---|---|
| Heather Dew, ordinary qts. 12's | $ 7 00 | $ 6 75 |
| Heather Dew, stone jars, Imperial, 12's | 12 50 | 12 25 |
| Heather Dew, oval flasks, quart, 12's | 11 25 | 11 00 |
| Special Reserve, oval, pts. 24s | 11 75 | 11 50 |
| " " ordinary qts., 12's | 9 00 | 8 75 |
| Special Reserve, ½ bottles, pints, 24s | 10 00 | 9 75 |
| Extra Special Liqueur, flagon, 12's | 9 50 | 9 25 |
| Extra Special Liqueur, ordinary bottles, 12's | 9 50 | 9 25 |
| Heather Dew, flasks, 48's | 12 00 | 11 75 |
| " " ½ flasks, 60's | 9 00 | 8 75 |
| Mullmore, Imperial oval quart flasks, 12's | 10 00 | 9 75 |
| Mullmore, flasks, Imperial pints, 24's | 10 50 | 10 25 |
| Mullmore, flasks, ordinary pints, 24's | 7 75 | 7 50 |
| Mullmore, ½ flasks, ordinary, 48's | 9 00 | 8 75 |
| Mullmore, ordinary quarts, 12's | 6 50 | 6 25 |
| Mullmore, ordinary pints 24's | 7 50 | 7 25 |


**RECKITT'S Blue and Black Lead** {ALWAYS GIVE YOUR CUSTOMERS SATISFACTION

### Scotch Whiskey in Wood.

| | Gals. | ½ Oct's. 9gals. | Oct's. 17gals. | Bbls. 40gals. |
|---|---|---|---|---|
| Special Reserve | $4 50 | $4 25 | $4 15 | $3 90 |
| Heather Dew "A" | 4 00 | 3 85 | 3 75 | 3 65 |
| Extra Special Liqueur | 5 00 | 4 90 | 4 80 | 4 75 |
| Old Scotch | 3 75 | 3 70 | 3 65 | 3 50 |

### Whiskey in Cases.

Mitchell Bros., Limited—Irish

| | |
|---|---|
| Cruiskeen Lawn, stone jar, 12's | $12 50 |
| Old Irish, flasks, Imp. quarts, 12's | 11 25 |
| " Special, quarts, 12's | 9 00 |
| " " Imp. pints, 24's | 11 75 |
| " round bottles, quarts, 12's | 6 50 |
| " round ½-bottles, pints, 24's | 8 00 |
| " 10-oz. flasks, 48's | 12 00 |
| " 5-oz. flasks, 60's | 9 00 |

### Irish Whiskey in Wood.

| | Gal. | ½-Oct. | Oct. | Bbl. |
|---|---|---|---|---|
| Mitchell, "Special Old" | $4 50 | $4 40 | $4 '5 | $4 10 |
| Mitchell, "Old" | 4 00 | 3 90 | 3 75 | 3 65 |
| " "B" | 3 50 | 3 40 | 3 30 | 3 25 |
| " "C" | 3 00 | 2 | 2 80 | 2 75 |

### Champagne Wine in Cases.

| | |
|---|---|
| Duc de Pierland, quarts, 12's | $14 00 |
| " " pints, 24's | 15 00 |
| Cardinal, quarts, 12's | 12 50 |
| " pints, 24's | 13 50 |
| Vve. Amiot Carte d'Or, quarts, 14's | 16 00 |
| " " pints, 24's | 17 00 |
| " " d'Argent, quarts, 12's | 0 50 |
| " " pints, 24's | 11 50 |

### Blandy Bros Wine.

Blandy's Madeira Wine, in cases.

| | |
|---|---|
| Very Superior, quarts, 12's | 8 50 |
| Special Selected, quarts, 12's | 10 00 |
| London Particular, quarts, 12's | 13 00 |

Blandy's Malaga, in cases.

| | |
|---|---|
| Pale Sweet Blue Label, quarts, 12's | 7 50 |
| " White Label, quarts, 12's | 10 00 |

Blandy's Sherry, in cases.

| | |
|---|---|
| Manzanilla, quarts, 12's | 8 50 |
| Morosa, quarts, 12's | 11 00 |

Blandy's Port Wine, in cases.

| | |
|---|---|
| Good Fruity, quarts, 12's | 7 50 |
| Invalid Special, quarts, 12's | 12 00 |

Blandy Bros'. Wine in Wood.

| | Gal. | Octave. |
|---|---|---|
| Madere, No. ½ | $3 50 | $3 00 |
| " No. ¼ | 4 50 | 4 00 |
| Malaga Pale Sweet | 3 00 | 2 75 |

### Canadian Whiskies.

| | In barrels. per gal. |
|---|---|
| Gooderham & Worts, 65 O.P. | $4 50 |
| Hiram Walker & Sons " | 4 50 |
| J. P. Wiser & Son " | 4 49 |
| J. E. Seagram " | 4 49 |
| H. Corby " | 4 49 |
| Gooderham & Worts, 50 O.P. | 4 10 |
| Hiram Walker & Sons " | 4 10 |
| J. P. Wiser & Son " | 4 09 |
| J. E. Seagram " | 4 09 |
| H. Corby " | 4 09 |
| Rye, Gooderham & Worts | 2 20 |
| " Hiram Walker & Sons | 2 20 |
| " J. P. Wiser & Son | 2 19 |
| " J. E. Seagram | 2 19 |
| " H. Corby | 2 19 |
| Imperial, Walker & Sons | 2 90 |
| Canadian Club, Walker & Sons | 3 60 |

| | Less than one bbl. per gallon. |
|---|---|
| 65 O. P. | $4 55 |
| 50 O. P | 4 15 |
| Rye | 2 25 |

## MINCE MEAT.

| | |
|---|---|
| Wethey's Condensed, per gross net | $12 00 |
| " per case of doz. net | 3 00 |

## MUSTARD.

COLMAN'S OR KEEN'S.

| | |
|---|---|
| D. S. F., ¼ lb. tins, per doz. | $1 40 |
| " ½ lb. tins, " | 2 50 |
| " 1 lb. tins, " | 5 00 |
| Durham ¼ lb. jar, per jar | 0 75 |
| " 1 lb. " " | 0 25 |
| F. D., ¼ lb. tins, per doz. | 0 85 |
| " ½ lb. tins | 1 45 |

HENRI JONAS & Co.

| | Per gross |
|---|---|
| Pony size | $7 50 |
| Imperial, medium | 9 00 |
| Imperial, large | 12 00 |
| Tumblers | 12 00 |

| | Per gross |
|---|---|
| Mugs | 13 20 |
| Pint jars | 18 00 |
| Quart jars | 4 00 |

E. D. MARCEAU Montreal.

"Condor," 12-lb. boxes—

| | | |
|---|---|---|
| ¼-lb. tins | per lb. | 0 35 |
| ½-lb. tins | " | 0 33 |
| 1-lb. tins | " | 0 32½ |
| 4-lb. jars | per jar | 1 20 |
| 1-lb. jars | " | 0 35 |

"Old Crow," 12-lb. boxes—

| | | |
|---|---|---|
| ¼-lb. tins | per lb. | 0 25 |
| ½-lb. tins | " | 0 23 |
| 1-lb. tins | " | 0 22½ |
| 4-lb. jars | per jar | 0 70 |
| 1-lb. jars | " | 0 25 |

## OLIVE OIL

| | per case |
|---|---|
| Barton & Guestier's quarts | $8 00 |
| " " pints | 9 00 |

## ORANGE MARMALADE.

T. UPTON & CO.

| | |
|---|---|
| 1-lb. glass. 2 doz. case, per doz. | $1 00 |
| 7-lb. pails and 5 lb. tins | 0 06 |
| 14 and 30-lb. pails | 0 06 |

## PICKLES.

STEPHENS'.

A. P. Tippet & Co., Agents.

| | |
|---|---|
| Patent stoppers (pints) per doz. | 2 30 |
| Corked (pints), " | 1 90 |

## SODA.—COW BRAND.




Case of 1 lbs. containing 60 pkgs. per box, $3.00.
Case of ½ lbs. (containing 120 pkgs. per box, $3.00.
Case of 1 lbs. and ½ lbs. (containing 30 1 lbs. and 60 ½ lb. packages) per box $3.00.
Case of 5c. pkgs (containing 96 pkgs) per box, $3.00.




EMPIRE BRAND.

Brunner, Mond & Co.

Case 120 ½-lb. pkts. (60 lb.) per case $2 70.

Case 96 10-oz. pkts. (60 lb.) per case $2.80.

## SOAP




A. P. TIPPET & CO., AGENTS

| | |
|---|---|
| Maypole Soap, per grs., $10.20. | colors |
| Maypole Soap, per grs., $15.30. | black |
| Oriole Soap, per gross, $10.20. | |

| | |
|---|---|
| Gloriola Soap, per gross | 12 00 |
| Straw Hat Polish, per gross | 10 20 |

## STARCH.

EDWARDSBURG STARCH CO., LTD.

| Laundry Starches— | per lb. |
|---|---|
| No. 1 White or Blue, 4-lb carton | 0 06½ |
| No. 1 " " 3-lb. " | 0 06½ |
| Canada Laundry | 0 05½ |
| Silver Gloss, 6-lb. draw-lid boxes | 0 08 |
| Silver Gloss, 6-lb. tin canisters | 0 08 |
| Edwards's Silver Gloss, 1-lb. pkg. | 0 08 |
| Kegs Silver Gloss, large crystal | 0 07 |
| Benson's Satin, 1-lb. cartons | 0 08½ |
| No. 1 White, bbls. and kegs | 0 05¾ |
| Benson's Enamel, per box, $1 50 to | 3 00 |

| Culinary Starch— | |
|---|---|
| Benson & Co.'s Prep. Corn | 0 07½ |
| Canada Pure Corn | 0 05¾ |

| Rice Starch— | |
|---|---|
| Edwardsburg No. 1 white, 1-lb. car | 0 10 |
| Edwardsburg No. 1 White or Blue, 4-lb. lumps | 0 08½ |

BEE STARCH.

| | |
|---|---|
| Cases, 64 pkgs. 48's | $5.00 |
| ⅛ Cases, 32 pkgs. 24's | 2.50 |

Packages 10c. each.

BRANTFORD STARCH WORKS, LIMITED.

Ontario and Quebec.

| Laundry Starches— | |
|---|---|
| Canada Laundry, boxes of 40 lbs. | $0 05½ |
| Acme Gloss Starch— | |
| 1-lb. cartons, boxes of 40 lbs. | 0 06 |
| Finest Quality White Laundry— | |
| 3-lb. Canisters, cases of 48 lbs. | 0 06½ |
| 4-lb. " " " | 0 06½ |
| Barrels, 200 lbs. | 0 05¾ |
| Kegs, 100 lbs. | 0 05¾ |
| Lily White Gloss— | |
| 1-lb. fancy cartons cases 30 lbs. | 0 08 |
| 6-lb. toy trunks, 8 in case | 0 08 |
| 6-lb. enameled tin canisters, 8 in case | 0 08 |
| Kegs, ex. crystals, 100 lbs | 0 07 |
| Brantford Gloss— | |
| 1-lb. fancy boxes, cases 36 lbs. | 0 08½ |
| Canadian Electric Starch— | |
| Boxes of 40 fancy pkgs, per case | 3 00 |
| Celluloid Starch— | |
| Boxes of 45 cartons, per case | 3 60 |

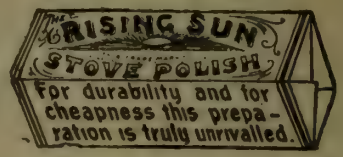
Culinary Starches—

| | |
|---|---|
| Challenge Prepared Corn— 1-lb. packages, boxes 40 lbs. | 0 05¾ |
| No. 1 Brantford Prepared Corn— 1-lb. packages, boxes 40 lbs. | 0 07¼ |
| Crystal Maize Corn Starch— 1-lb. packages, boxes 40 lbs. | 0 07¼ |

## STOVE POLISH.




| | | |
|---|---|---|
| No. 4— 3 dozen in case, | per gross | 4 80 |
| " 6— 3 dozen in case, | " | 8 40 |




| | Per gross |
|---|---|
| Rising Sun 6-oz. cakes, ½-gross bxs | 50 |
| Rising Sun, 3-oz. cakes, gross boxes | 4 50 |
| Sun Paste 10c. size, ¼ gross boxes | 10 00 |
| Sun Paste, 5c. size, ¼ gross boxes | 5 00 |




## TEAS.




SALADA CEYLON.

| | Wholesale | Retail |
|---|---|---|
| Brown Label, 1's | 0 20 | 0 25 |
| " ½'s | 0 21 | 0 26 |
| Green Label, 1 and ½s | 0 22 | 0 30 |
| Blue Label, 1s, ½s, ¼s and ⅛s | 0 30 | 0 40 |
| Red Label, 1s and ½s | 0 36 | 0 50 |
| Gold Labe ½s | 0 44 | 0 60 |




Ceylon Tea, in 1 and ½ lb. lead packages black or mixed.

| | |
|---|---|
| Black Label, 1-lb., retail at 25c | 0 19 |
| " " ½-lb., " " " | 0 20 |
| Blue Label, retail at 30c | 0 22 |
| Green Label " 40c | 0 28 |
| Red Label " 50c | 0 35 |
| Orange Label, retail at 60c | 0 42 |
| Gold Lab " 80c | 0 55 |




| | | |
|---|---|---|
| Cases each 60 1-lbs. | | 0 35 |
| " " 60 ½-lbs. | | 0 35 |
| " 30 1-lbs. | | |
| 120 ¼-lbs | | |




LUDELLA CEYLON, 1's AND ½'s PKGS.

| | | |
|---|---|---|
| Blue Label, 1's | 0 18½ | 0 25 |
| Blue Label, ½'s | 0 19 | 0 25 |
| Orange Label, 1's and ½'s | 0 21 | 0 30 |
| Brown Label, 1's and ½'s | 0 28 | 0 40 |
| Brown Label, ¼'s | 0 30 | 0 40 |
| Green Label, 1's and ½'s | 0 35 | 0 50 |
| Red Label, ½'s | 0 40 | 0 60 |

CROWN BLEND

| | Wholesale | Retail |
|---|---|---|
| Red Label, 1-lb. and ½'s | 0 35 | 0 50 |
| Blue Label, 1-lb. and ½'s | 0 28 | 0 40 |
| Green Label, 1-lb. | 0 19 | 0 25 |
| Green Label, ½'s | 0 20 | 0 25 |
| Japan, 1s | 0 19 | 0 25 |

E. D. MARCEAU, Montreal.

| Japan Teas— | |
|---|---|
| "Condor" I 40-lb. boxes | 0 37½ |
| EMD AAA 40-lb. boxes | 0 37½ |
| "Condor" II 40-lb. boxes | 0 36 |
| " II 80-lb. " | 0 35 |
| " III 80-lb. " | 0 32½ |
| " IV 80-lb. " | 0 30 |
| " X 80-lb. " | 0 30 |
| " V 80-lb. " | 0 2[illegible]½ |
| " XXXX 80-lb. boxes | 0 24 |
| " XXXX 30-lb. " | 0 25 |
| " XXX 80-lb. " | 0 20 |
| " XXX 30-lb. " | 0 22½ |
| " XX 85-lb. " | 0 19 |
| " LX lead packets | |
| " Assorted cases (1 and ½ lb.) to retail at 40c. | 0 25½ |
| " L lead packets | |
| " Assorted cases (1 and ½ lb.) to retail at 25c. | 0 19½ |

| Black Teas—"Nectar," in lead packets— | |
|---|---|
| Green label retails 0 26 at | 0 20 |
| Chocolate label " 0 35 " | 0 25 |
| Blue label " 0 50 " | 0 36 |
| Maroon label " 0 60 " | 0 45 |
| Fancy tins—Chocolate, 1-lb. | 0 32½ |
| " " - Blue, 1-lb. | 0 42½ |
| " " —Maroon, 1-lb. | 0 50 |
| " " —Maroon, 1-l | 1 50 |

| Black Teas—"Old Crow" Blend— | |
|---|---|
| Bronzed tins of 10, 25, 50 and 80 lb. | |
| No. 1 per lb. | 0 35 |
| No. 2 " | 0 30 |
| No. 3 " | 0 25 |
| No. 4 " | 0 20 |
| No. 5 " | 0 17½ |

LIPTON'S TEA (in packages).

| | Price per lb |
|---|---|
| No. 1, cases 50 lb. (50 ½-lb. pkgs. (25 1-lb pkgs | 30 35 34 |
| No. 1, cases 50 lb., in 5-lb. tins | 35 |
| No. 2, cases 50 lb. (50 ½-lb. pkgs. (25 1-lb. pkgs | 29 28 |
| No. 2, cases 50 lb., in 5-lb. tins | 29 |
| No. 3, cases 50 lb., (50 ½-lb. pkgs (25 1-lb. pkgs | 23 22 |
| No. 3, cases 50 lb., in 5-lb. tins | 23 |
| Green Ceylon, No. 1 (50 ½-lb. pkgs (25 1-lb. pkgs | 35 34 |
| Green Ceylon, No. 2, (50 ½-lb. pkgs. (25 1-lb pkgs | 29 28 |

## TOBACCO

THE EMPIRE TOBACCO CO., LIMITED.

| | |
|---|---|
| Smoking—Empire, 3½s, 5s and 10s | 0 39 |
| Royal Oak, 2 x 3, 8o ace, 8s | 0 52 |
| Something Good, 7s | 0 48 |
| Chewing—Bobs, 5s and 10s | 0 36 |
| Currency, 13½ oz. bars, spaced 9s | 0 39 |
| Currency, 6s and 10s | 0 39 |
| Old Fox, narrow 10s | 0 39 |
| Snowshoe, 1-lb. bars, spaced 6s | 0 43 |
| Pay Roll, 6s | 0 44 |

## VINEGARS.

E. D. MARCEAU, Montreal.

| | Per gal. |
|---|---|
| EMD, pure distilled, highest quality | 0 30 |
| Condor, pure distilled | 0 25 |
| Old Crow | 0 20 |

Special prices to buyers of large quantities.

MICHEL LEFEBVRE.

| | |
|---|---|
| Bull Dog, quadruple strength, regist'd | 0 55 |
| Lion "L" brand, registered | 0 38 |
| Imperial, triple strength, registered | 0 33 |
| Cote D'Or, extra super, reg stered | 0 30 |
| " household vinegar, registered | 0 28 |
| Crystal Pickling, extra | 0 28 |
| " " ordinary | 0 23 |
| White Wine, XXX | 0 25 |
| " " XX | 0 20 |
| " " X | 0 17 |
| Cider, XXX | 0 27 |
| " XX | 0 22 |
| " X | 0 17 |
| Pure English Malt, triple strength | 0 45 |
| " " " double strength | 0 35 |
| " " " single strength | 0 25 |
| Distilled white malt vinegar | 0 50 |

JOHN HOPE & CO., MONTREAL.

| | |
|---|---|
| Sir Robert Burnett & Co.'s English Malt Vinegar | 0 60 |

## WOODENWARE

UNITED FACTORIES, LIMITED.

| | |
|---|---|
| Washboards, Leader Globe | 1 50 |
| " Improved Globe | 1 60 |
| " Standard Globe | 1 80 |
| " Solid Back Globe | 1 95 |
| " Jubilee (perforated) | 1 95 |
| " Crown | 1 35 |

| | Per doz. |
|---|---|
| No. 1 2-hoop pails | 1 55 |
| " 1 3 " " | 1 70 |
| " 0 Tubs | 8 50 |
| " 1 " | 7 00 |
| " 2 " | 6 00 |
| " 3 " | 5 25 |

## YEAST.

| | |
|---|---|
| Royal yeast, 3 doz. 5c cakes in case | 1 00 |
| Gillett's Cream yeast, 3 doz | 1 00 |
| Jersey Cream yeast cake, 3 doz. 5c | 1 00 |
| Victoria " " 3 doz. 5c | 1 00 |
| " " " 3 doz. 10c | 1 80 |

NIXEY'S REFINED BLACK LEAD

BY APPOINTMENT TO H. M. the KING OF THE BRITISH EMPIRE

OUR TRADE A MARK — AUER LIGHT MANTLES LONGEST LIFE & BRIGHTEST — OUR TRADE A MARK

# A COMPARISON

TRASH

A cheap mantle gives a fair-light for a few nights, then grows dim and shrinks up to a "wasp-waist" like this:



The "Wasp-Waist" Cheap chemical.

This is caused by the cheap chemicals which the manufacturer used.

QUALITY

A good mantle, which cannot shrink, made of the purest chemicals, is the only kind we put our trade mark A on. It guarantees you the best that is made and will satisfy your customers.



The Auer Light Mantle — Pure chemicals.

Lowest prices on mantles, shades, chimneys, globes and sundries.

*Write us if you are interested.*

AUER LIGHT CO., MONTREAL.

You can't do better than give your customers the best. That means more sales and a good profit for you when that best is

# "Empire" Soda

BEST FOR BAKING.

Manufactured by

BRUNNER, MOND & CO., NORTHWICH, ENG.

SOLE AGENTS FOR CANADA,

WINN & HOLLAND, MONTREAL, QUE.

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WINNIPEG, CANADA

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We make them in all shapes and sizes. We have

***Grain and Root Baskets,***
***Satchel Lunch Baskets***
***Clothes Baskets,***
***Butcher Baskets,***

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

## Oakville Basket Co.

Oakville, Ont.

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of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

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"Clippings from any Canadian paper on any subject."

CANADIAN PRESS CLIPPING BUREAU,

232 McGill Street, MONTREAL, QUE. Telephone Main 1255.

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**Is Honest Goods and just the Thing on Which to Make or Extend a Business.**

McLAREN'S

# COOK'S FRIEND

BAKING POWDER.

**The Best Grocers make a point of Keeping it always in Stock.**




**Don't use this kind of a light**

but write us for prices on any kind of Lamps or fittings.

We manufacture lamps and can suit you.

**LAMP CHIMNEYS**

WITH THESE LABELS

**ARE THE BEST.**

For Lime Flint. For Lead Flint.

# GOWANS, KENT & CO.

Wholesale

**Crockery and Glassware**
**China and Lamp Goods**

TORONTO and WINNIPEG.

# BEST MINCE MEAT




**WETHEY'S CONDENSED MINCE MEAT** is made of the very best ingredients. It is always good and sells all the time.

The grocer who handles **WETHEY'S** knows it's best because he never has complaints about it.

Do you handle it?

If not it will pay you well to stock up right away.

Ask your wholesaler about it.

Manufactured by . . .

# J. H. WETHEY,

LIMITED,

ST. CATHARINES, ONT.

# Crosse & Blackwell, Limited

## *Pickles, Sauces, Jams and Preserved Provisions.*

## C. E. COLSON & SON, MONTREAL.

**CHAS. P. CLARK, President.** **JARED CHITTENDEN, Treasurer.**

...ESTABLISHED 1849...

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The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters.

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## JOHN OAKEY & SONS, LIMITED

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Agent:

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**MONTREAL**

VOL. XVI. MONTREAL AND TORONTO, SEPTEMBER 5, 1902 NO. 36

PUBLISHED EVERY FRIDAY

THE CANADIAN GROCER AND GENERAL STOREKEEPER

CIRCULATES IN EVERY PROVINCE

COLMAN'S MUSTARD

BEST ON EARTH

"IMPERIAL"

stands for perfection in VINEGAR



"Imperial" White Wine has a delicate delightful flavor that makes it unequalled for table use.

Its uniform strength and keeping qualities make it the standard with Canada's best pickle manufacturers.

The cost is no more than the ordinary kind of vinegar —yet it gives satisfaction always—under all conditions.

Ask your grocery traveller for quotations.

We find this brand of Table and Dairy

# SALT

rapidly increasing in favor—

WHY?

# BRUSSELS

**Because**

1. It is PURE.
2. It is Fine and White.
3. It is put up in neatly sewn, attractively printed packages.
4. There is no fault to be found with it.

**R. & J. RANSFORD,**

Established 1868

Clinton, Ont.




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We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, plain and corrugated; Acme Licorice Pellets; Y. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLIABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and Golf-Sticks, 100 to box; Blow Pipes, 200 and 300 to box; Manhattan Wafers, 2½-lb. boxes; Curved Stem Pipes, 200 to box. Write for illustrated catalogue.

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**ENTERPRISE**

**Bone, Shell & Corn Mill**



No. 750, $7.50

**Meat Juice Extractor**



No. 21, $2.50




# FOOD CHOPPERS

**Four Knives with each Machine**

No. 100, *chops 2 lbs. per minute,* $1.50
No. 300, *chops 3 lbs. per minute,* $2.25

**Sell every Day in Year**

**GUARANTEED TO CHOP RAW MEAT**

*Illustrated Catalogue FREE* *Order through your Jobber*

**Cherry Stoners**

*5 Sizes & Styles*



No. 1, $7.50 doz.

**Rapid Grinding & Pulverizing Mills**

*15 Sizes & Styles for Hand & Power, $1.25 to 300.00*



No. 2½, $4.75

New York Branch, 10 Warren Street

The Enterprise Mfg. Co. of Pa., Philadelphia, Pa.

San Francisco Branch, 105 Front Street

# *Codou's French Macaroni and Vermicelli.*

The glutinous, nutty-flavored Wheat grown on the borders of the Black Sea has given a world-wide reputation to Codou's Macaroni and Vermicelli. No other wheat can possibly produce such white, tender, delicate Macaroni. Codou's is the standard and always has been. Its high quality has never been jeopardized by an inferior product. ***It never will be.***

---

# *Stephens' Malt Vinegar.*

Genuine English Malt Vinegar, whose quality never varies from year to year. Brewed by the Messrs. Stephens in one of the model breweries of the world, where all the piping is of vulcanite. You won't find a brew here and there that is better or worse than the one that preceded it, because each particular brew must reach the one high standard that has made it famous. You can depend upon the quality ***always,*** when you buy Stephens' Malt Vinegar.

*Sold by leading wholesalers everywhere.*

---

A. P. TIPPET & CO., Agts.,

8 Place Royale, MONTREAL.

23 Scott Street, TORONTO.

FRASER GROWS FRUIT

WRITE OR WIRE

J. D. FRASER

Leamington,

for Early Tomatoes, Cucumbers, Muskmelons, **PEACHES** and Watermelons by the car load.

GOLD MEDAL, PARIS, 1900.

Walter Baker & Co.'s

PURE, HIGH GRADE

Cocoas and Chocolates.



TRADE-MARK.

**Breakfast Cocoa.**—Absolutely pure, delicious, nutritious, and costs less than one cent a cup.

**Premium No. 1 Chocolate.**—The best plain chocolate in the market for drinking and also for making cake, icing, ice-cream, etc.

**German Sweet Chocolate.**—Good to eat and good to drink; palatable, nutritious, and healthful.

WALTER BAKER & CO. Ltd.

ESTABLISHED 1780.

DORCHESTER, MASS.

BRANCH HOUSE, 12 and 14 St. John St., MONTREAL.

TRADE-MARK ON EVERY PACKAGE.

Downweight is a Thief

**Stealing Your Profits Every Time You Use Your Scales. . . .**




The Toledo Springless, Automatic, Computing Scale, **"The Scale with Brains,"** is the only scale in the world that positively stops the giving of **DOWNWEIGHT.** It is the only Automatic Computing Scale in the world without springs. No hand operation in weighing; no prices to set; no levers to move; no weights to lift; no poises to shift; you simply place the article to be weighed on the scale, and the scale instantly and automatically shows in plain figures:

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It is a mechanical wonder, marvelous in its Simplicity, Sensitiveness, Accuracy and Rapidity of Operation. Made in many styles and sizes for all kinds of stores. Write to-day for illustrated catalogue.

Toledo Computing Scale Co.

DEAN & McLEOD,

Canadian Agents, HAMILTON, ONT.

**The warm weather quickly tires.**

**Don't it make you think of HIRES'?**




Beware of cheap imitations which are offered every season to the trade.

HIRES' ROOT BEER

was the first on the market; holds first place to-day and has never yet been equalled for quality.

Price, in lots of one gross and over - - - per gross $20.40
Price, in 5-gross lots and over - - - - - " $19.40
Freight Prepaid on Two Gross and Upwards.

SEND YOUR ORDER TO.... W. P. DOWNEY, Sole Canadian Agent,

20 and 22 St. Peter Street, - MONTREAL.

Handbills, Showcards, etc., on receipt of Business Card.

The real thing



If we didn't put the real thing—fine Havana—into our **"MARGUERITES"** the sales would fall off a good deal quicker than they have increased.

We are selling **5 to 1** this year, as compared with 1897, and it's all because **"MARGUERITE"** has always borne out what we claimed for it.

If we didn't think it was the best Cigar in Canada for the money, you wouldn't be reading this ad. to-day.

Profit? Just put yourself in communication with us and we will figure out profits with you.

The Geo. E. Tuckett & Son Company, Limited, Hamilton

## MY CIGAR OFFER.

I take all the risk on your selling 1,000 of my cigars. You know of the offer I make dealers on a trial order. If there is anything you don't understand about it, I should like to, I would be glad to explain it at length. Write us.

**J. Bruce Payne,**

Cigar Mfr. GRANBY, QUE.

## "Sterling" Brand Pickles.

In order to secure and keep the best trade a grocer must have high-grade goods. Any grocer can offer this brand of pickles to the most fastidious customer and be assured that they will suit.

**High-class Canadian-made Pickles.**

**T. A. LYTLE & CO.**

124-128 Richmond St., West, TORONTO.

## A Steady Rise

## MOLINA BREAKFAST FOOD

has grown in popular favor steadily. It is not a sky-rocket—a brilliant flash and then ashes. Every year has shown a marked but material increase as its general merits become more widely known. When it makes friends it keeps them. It is a natural and wholesome food of Wheat sterilized and kiln-dried, but not predigested.

Grocers, your customers will appreciate

## MOLINA BREAKFAST FOOD.

The Breakfast Food that "has a flavor like popcorn."

**THE TILLSON CO., Limited, Tillsonburg, Ont.**

A pleased customer is the best advertisement a grocer can have.

Japan Tea always pleases the customer and also those to whom it is served.

It possesses the essential elements that contribute towards gaining and maintaining the favor of your best customers.

The buyer of

**JAPAN TEA**

is benefitted because it gives satisfaction.

The seller of

**JAPAN TEA**

is benefitted because it makes friends and profit.

Are you pleasing customers by pushing sales of Japan Tea ?

You ought to be, for there is a good advertisement as well as profit in it for you.

A good advertisement, because the customer will tell all her friends about the excellent tea you sell, and they will come to you for lots of other things if they know you sell good, clean, wholesome

# JAPAN TEA

JAPAN CENTRAL TEA TRADERS' ASSOCIATION.
Trafalgar Chambers, Sun Life Building Annex.
Tel. Main 4142. MONTREAL, CANADA.




# IMPERIAL MAPLE SYRUP

The Standard from Ocean to Ocean.

**Merit Acknowledged**
**Superiority Admitted.**

## YOUR MONEY BACK

IF NOT SATISFACTORY.

ROSE & LAFLAMME, Agents
**Montreal.**

## "IT MUST PLEASE"

in order that

# IVORY GLOSS STARCH

gain the recognition necessary to make it a success. Our maxim from the beginning of its manufacture has been, "IT MUST PLEASE"—please the consumer, and thereby make it a profitable article for the retailer to handle.

The present popularity of IVORY GLOSS STARCH is altogether due to its many good qualities, recognized by all who use it.

Manufactured by
**THE ST. LAWRENCE STARCH CO.,**
LIMITED
**PORT CREDIT, ONT.**

## WHITTEMORE'S POLISHES.

THE WORLD'S STANDARD.

THE OLDEST AND LARGEST MANUFACTURERS OF SHOE POLISHES IN THE WORLD.




## "GILT EDGE"

The only Ladies' Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful finish. Once tried always used.

LARGEST QUANTITY, FINEST QUALITY.
**For Sale by all Wholesale Grocers.**

# MOLASSES

When ready to buy don't forget to ask us for our quotations on a carload delivered at your station; you will be glad you did so.

**The Dominion Molasses Co.,**
Limited
Halifax - Nova Scotia.

# The Currants Of Quality



# "HAYCASTLE" and "PARADISE"

(IN CASES)

KNOWN for years by the best grocers in Canada as the highest grade currantt imported into this country. We have ten carloads ordered for early delivery, bough· at a price that will enable us to offer the trade these brands at just what ordinary curs rants would cost.

"HAYCASTLE" and "PARADISE" currants are the production of the most favored districts in Greece. Their quality can be relied on when all other growths fail.

GET PARTICULARS FROM OUR TRAVELLERS, OR WRITE US.

**W. H. Gillard & Co.,** Wholesale Grocers, Tea and Coffee Importers, **Hamilton.**




## THE DOMINION BREWERY CO., LIMITED

**Brewers and Maltsters**

TORONTO

**Manufacturers of the Celebrated**

# WHITE LABEL ALE

**ASK FOR IT AND SEE THAT OUR BRAND IS ON EVERY CORK.**

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

WM. ROSS, Manager.



TRADE MARK

GROCERS' WHOLESALE CO., LIMITED — UNITY AND QUALITY — HAMILTON.

REGISTERED

THE PRESIDENT OF THE UNITED STATES SAID:

*"When the conditions have been created which make prosperity possible, then each individual man must achieve it for himself, by his own thrift, intelligence, energy, industry and resolute purpose."*

GROCERS' WHOLESALE CO., LIMITED, *has prospered because each individual shareholder has the freest opportunity to do the best he can for himself.*

# GROCERS' WHOLESALE COMPANY, LIMITED

**Correspondence Solicited.**

**HAMILTON**

# POPPED HIS WAY TO WEALTH.

FEW men would think it possible to shake a fortune out of a corn popper, yet that is what Mr. Dudley S. Humphrey, of Cleveland, with the assistance of his wife, his sister, and his two brothers, has done. What is more remarkable, the feat has been accomplished within ten years. Less than a decade ago the Humphreys were worse than poor, for they were loaded with debts. To-day, if not worth a million dollars, they are in a fair way to possess that sum soon.

Twenty years ago the father of the Humphreys died on his 1,000 acre farm, near Wakeman, Huron county, Ohio. He had been one of the wealthiest men in that part of the State, but at the time of his death his farm was encumbered with debts amounding to $50,000. The boys, Dudley S., David and Harlow, and their sister, Miss M. M. Humphrey, undertook to manage the farm and free it from debt.

For 14 years they struggled, and in that time they had earned and paid out $60,000 on the principal and interest of the debt and in improvements. Then they had to quit. The Sheriff disposed of the farm. The brothers and their sister were left with nothing but a debt of $25,000, which remained unpaid. They borrowed $100 and went to Cleveland. There they were at their wits' end how to make a living.

Previous to that time Dudley Humphrey had been a correspondent of an agricultural newspaper and in the summer of 1890 he was sent as one of a delegation to represent the various industries of the United States at the Paris Exposition. Therefore he was a man of observation and intelligence, but he had no money.

"POPPED" HIS WAY TO WEALTH,

In the summer of 1892 he was glad to take a place working about the stables of the Cleveland driving park. Later he became interested in the success of the few vendors of popcorn who sold the toothsome edible from pushcarts in the downtown streets. He saw that most of this corn was popped in the old-fashioned poppers that are swung back and forth over a fire.

Humphrey thought it could be done better than that. Therefore, he invented a popper of his own. It was a sheet iron device, in which the corn was "cooked" and seasoned rather than popped in the old way. A revolving piece of iron inside the covered iron vessel kept the corn moving, and thus allowed it to open in imitation of snowflakes. Humphrey saw that the other corn vendors were at least making a living. He thought he would try it himself. He purchased a pushcart and began business.

Meeting a man who had known him for some time, he said: "I suppose you will think I am getting down pretty low."

"Why?" asked the friend.

"Well," was the reply, "I have got to make a living, and I am going to try to do it selling popcorn. I am going to sell it from a pushcart, too."

"Well," said the friend, "there is nothing dishonorable about that, Dudley, and I hope you will succeed."

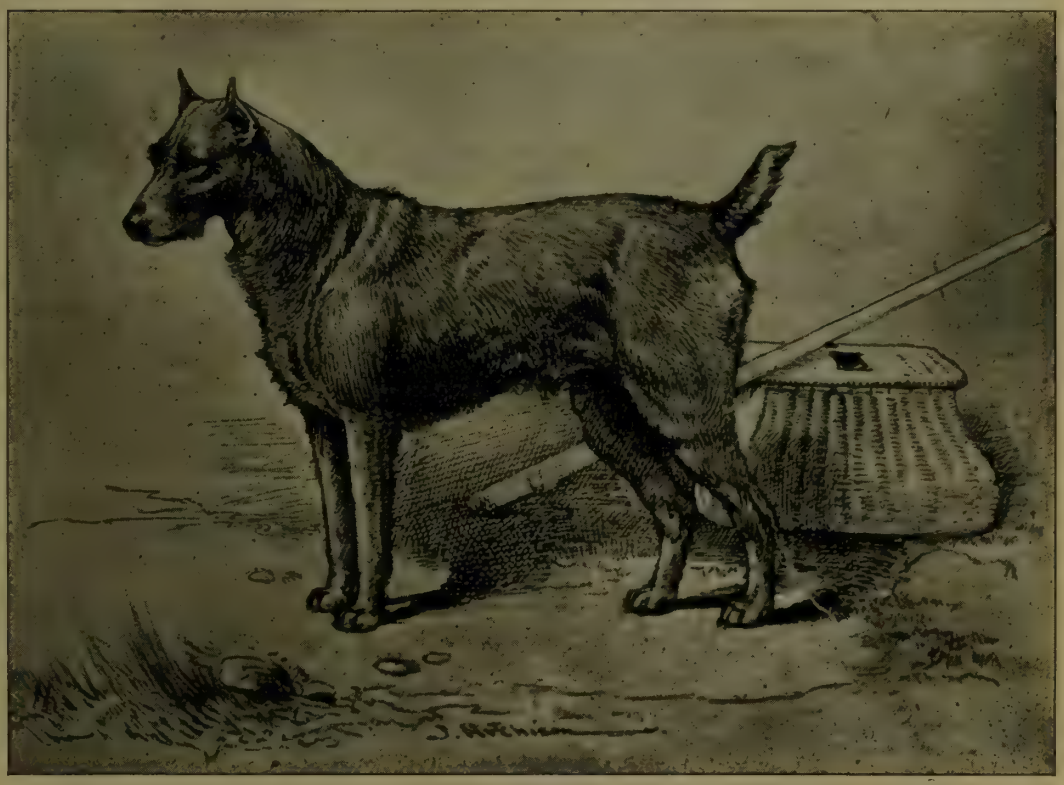
That pushcart, which was purchased in June, 1893, was the foundation of the Humphrey Popcorn Co. of to-day. The popped corn had a delicious odor, and when it was seasoned with creamery butter and well salted it made a delicious nibble. Nobody could well pass the Humphrey cart without buying some, and it was cheap, too; two bags for a nickel. The theatre crowds at night were the best patrons, and Humphrey did a rushing business.

OUTGREW PUSHCART ESTABLISHMENT.

Soon the pushcart gave place to a horse and wagon and the business continued to grow. Then Humphrey rented a "little hole in the wall" next to a fish market on the public square, in the centre of the city, in the same building which he now occupies from top to bottom and which stands on a narrow strip of land that is worth nearly $100,000.

Hot peanuts were added to the popcorn, and then Humphrey thought there was money in pulled taffy. He bought a small quantity of sugar and candy was added to the other stock in trade. A bag of taffy sold for a dime, and a package of corn was given with each purchase of a dime's worth of taffy. The business of the popcorn stand grew amazingly, and before long it amounted to $50,000 a year. Then other stands were established and the money continued to roll in.

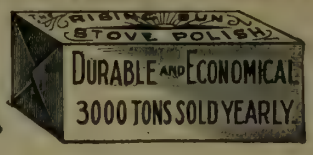
At first the creditors of the Humphreys—the persons who held judgments for $25,000

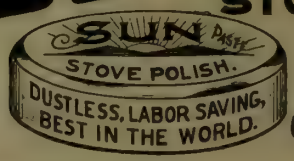


Meditating on the Sport in store for the Master and Himself.

RISING SUN STOVE POLISH and SUN PASTE STOVE POLISH

IN CAKES
WELL KNOWN AND RELIABLE




IN TINS
GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

—were inclined to interfere with their prosperity, and it required careful management and a few visits to court to prevent the closing of the various stands. Finally, however, all the creditors were satisfied, and there were no more obstacles in the way. Then the Humphrey Popcorn Co. was organized.

In 1899 the company opened a popcorn stand at Euclid Beach Park, a suburban resort, and, while there was only a small profit during the season, the Humphreys gained from their experience at the park an idea as to the way the place should be managed. They discussed plans for leasing the park, doing away with the liquor selling, gambling, admission at the gate and all other objectionable features and running it as a popular resort on a higher plane.

PARK RUN ON POPCORN BASIS.

Their business associates and friends tried to dissuade them, but all to no purpose. Early last season they signed a lease and took charge of the resort. Their success was phenomenal from the start. The previous attendance, with beer and disorderly crowds, had been less than 200,000 for the season. The first summer the Humphreys catered to 1,500,000 visitors. Their motto at the start was and is now: "One fare, free gate, no beer. No freaks, 'fakes' or 'fresh' people are either hired or permitted on the grounds."

Forty-five thousand dollars was the net profits of the first season's management of the park. Before the end of the season the Humphreys had purchased the grounds, comprising 73 acres, with many buildings, and this spring it was again opened, with several of the attractions from the Midway at the Buffalo Exposition added to the former features.

Though they had business enough to keep them fully occupied, the Humphreys bought this spring another resort known as Forest City Park, consisting of 23 acres, and undertook the task of reforming it into a pleasure ground similar to Euclid Beach Park. Their efforts are meeting with great success.

Although this company is now doing a business of $500,000 a year, the capital stock is only $5,000. Each of the brothers —Dudley S., David and Harlow—Miss M. M. Humphrey and Mrs. D. S. Humphrey own $1,000 worth of the stock. Each gives all his time to the affairs of the company, and it is stipulated that neither shall invest a dollar in an outside enterprise that takes his time or attention from the business of the Humphrey Popcorn Co. Dudley is the manager, his sister is the president and his wife is the treasurer.

During the winter they live in a brick house on Euclid avenue, which is distinguished by the Humphrey colors—yellow and red—with which all their buildings are decorated. In the summer they live at the parks.

"GET ACQUAINTED WITH YOUR JOB."

"The one thing I would like to say about my success," said Dudley Humphrey, "and this may be helpful to others, is that the first thing a man should do is to get acquainted with his job. He should first make up his mind what he wants to do, and then find out how to do it. To that I attribute my success.

"My brothers and I understand the details of every branch of our business. We know how to do everything to be done as well as the people we employ can possibly know it. Another thing is to find out what the people want, and then give it to them. I don't mean that the people should be asked what they want, because the successful caterer knows better than the people do themselves what they want.

"When I was on the farm, before I came to Cleveland, I knew how to do things. So did my brothers. If we had not been handicapped on the farm by a big debt we would have made a success of farming. That is proved by the fact that we made $60,000 there in 14 years, but it was all eaten up by debts and interest.

"I never would permit myself to get discouraged. Even when I did not know where the next meal was coming from and when I was burdened with debt I would never admit that I was poor. I always believed in myself—had confidence in my ability to get along. Once, when things were at low ebb with us I went to ask a man for work in response to an advertisement in a paper. After talking with me he said, with a twinkle in his eye, that I was too good a man for him. I did not know how he meant that, but I decided right there never to work for another man. I am glad I made the decision.

BEGAN ON BORROWED $15.

"I have a lot to thank my wife for. When I bought the pushcart with which to begin business she borrowed the money for me—$15. That was fortunate, too, for when the creditors began to push us, as we were beginning to see our way out, my wife was able to go before a referee and say that the business was hers, that she had furnished the money. That settled us until we got on our feet, but we satisfied all the creditors several years ago, and that is all past.

"It is satisfying to make money, but there is something else. There is satisfaction in being able to do good as you go along. That was one of the reasons why we bought Euclid Beach Park and Forest City Park. Both those places were of immoral influence upon the community, and we have purified them.

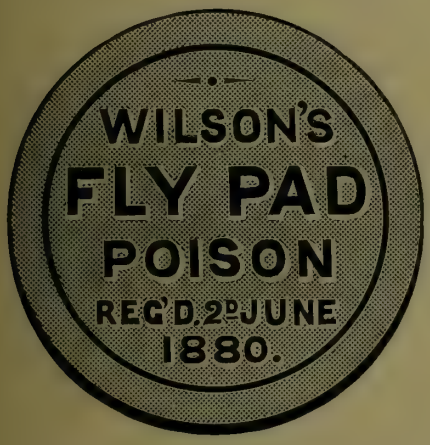
"We did not need these parks. Our business was big enough as it was. We could have duplicated in other cities our success in the popcorn and candy business, but we decided to give the people of Cleveland a moral resort, and we have succeeded, while at the same time it has been immensely profitable to us."

# "SHINON"

"METAL POLISH," for all kinds of Pots, Pans, etc.
"CREAM SILVER" Polish, for Silver, Gold and Glassware.
"BAR POLISH," for Brass, Copper, Zinc, Marble, etc.
"LIQUID POLISH," for all kinds of Metals.

THESE GOODS ARE HANDLED BY LEADING GROCERS AND DRUGGISTS.

**LUCAS, STEELE & BRISTOL,** Agents, **Hamilton, Ont.**




# The Pad That Did.

One packet of **Wilson's Fly Pads** has actually killed a bushel of flies. More than can possibly be stuck on three hundred sheets of Sticky paper.

SELL THE ARTICLE THAT DOES THE WORK.

**Archdale Wilson - Hamilton.**

# "Imperial" Vinegar.

In the history of the vinegar business, no one other year records the enormous output of last year. Never before have the merchants and the consumers of Canada been so well satisfied with this choice condiment. Since the inauguration of the Imperial Vinegar and Pickling Company's Works, at Hamilton, the merchants of Ontario, Manitoba, the North-west Territories and British Columbia are a unit in awarding the palm for excellency of quality and flavor to the "Imperial."

The leading pickle manufacturers of Ontario tell us that, since the inception of "Imperial" Vinegar, the quality of their goods has improved very much, and the demand for them greatly increased.

**A bargain is not always what you pay.**
**It is what you get for what you pay.**
**"Imperial" Vinegar is always a bargain.**

For Sale by **James Turner & Co.**

**HAMILTON.**

# To Our Many Customers.

We cordially invite you to call at 49 Front East. Our travellers will be there to welcome you.

## THOS. KINNEAR & CO.,

**Wholesale Grocers,** **49 Front St. East, TORONTO**


### HINTS TO BUYERS.

Contributors are requested to send news only not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

E. D. MARCEAU reports the arrival of ss. Empress of China with 245 packages of teas consigned to him, including 15 packages of a beautiful, early, basket-fired Japan tea at 27½c.

Lucas, Steele & Bristol are agents for "Shinon."

The Eby, Blain Co., Limited, have a spicy scheme in hand. Wait for their travellers to tell you all about it.

The "Ozo" Co., sole selling agents for the Michael Lefebvre Vinegar Works and Brosseau & Co., state that they are now in a position to quote on pickles.

"Our kipperenes are most attractive and very tasty," report Lucas, Steele & Bristol.

The Eby, Blain Co., Limited, have just received another carload of Williams Bros. & Co.'s pickles, the sale of which is steadily increasing.

Lucas, Steele & Bristol offer Marshall's red herrings in tins of 100 each.

The R. & J. H. Simpson Co., wholesale grocers, Guelph, Ont., report having booked a great many orders for canned goods of all descriptions for fall delivery, and have still abundance to offer the trade at interesting prices.

Several invoices of Ceylon Young Hysons are beiug offered by Lucas, Steele & Bristol.

The Eby, Blain Co., Limited, have an interesting demonstration of their famous "Kin-Hee" coffee and quick coffee pots at the Industrial Exhibition that is well worth visiting.

### HOW TO REACH THE WEST INDIES.

On another page of the present number there will be found the advertisement of The Pickford & Black steamers which sail from Halifax for Demerara calling at Bermuda, St. Kitts, Antigua, Dominica, Montserrat, St. Lucia, Barbados, St. Vincent, Grenada, Tobago and Trinidad every other Monday. These boats are said to be the finest] in the British West-Indian trade, having accommodation for 40 or 50 first-class passengers on each trip. Pickford & Black will be glad to send a booklet, now being issued by them, to all inquirers. It is a story of an excursion party who made the voyage last winter on one of The Pickford & Black boats.

### THE WORLD'S WHEAT CROP.

The world's wheat crop is a large one. The Liverpool Corn Trade News says it is almost the largest ever raised. Their latest estimate, in quarters of 8 bush. each, of the crop in America and Europe compares as follows with recent seasons :

| | 1902. | 1901. | 1898. |
|---|---|---|---|
| France ..... | 42,000,000 | 38,000,000 | 45 6 0,000 |
| Russia ..... | 52,000 000 | 50 000,000 | 50,800,000 |
| Austro-Hungary. | 26,000,000 | 22,000,000 | 23,400,000 |
| Italy ..... | 14,500,000 | 15,700,000 | 16 700,000 |
| Germany ..... | 17,000,000 | 11,500 000 | 16,500,000 |
| Spain. ..... | 14,000,000 | 14,500,000 | 13,600,000 |
| Portugal..... | 1,200,000 | 1,200 000 | 1,10 ,,00 |
| Roumania..... | 10,500,000 | 8,800,000 | 7,100,000 |
| Bulgaria..... | 3,600,000 | 3,300,000 | 4,000,000 |
| United Kingdom. | 6,500,000 | 6,700,000 | 9,300,000 |
| Belgium..... | 1,600,000 | 1,500,000 | 2,100,000 |
| Totals, Europe | 188,900,000 | 173,200,000 | 192,200,000 |
| United States ... | 85,000,000 | 94,000,000 | 89,100,000 |
| Canada..... | 11,000,000 | 10,500,000 | 8,200,000 |
| North America.. | 96,000,000 | 104 500,000 | 97,300,000 |
| Totals, Europe and America | 284,500,000 | 277 700,000 | 287,500,000 |

This makes the total 57,000,000 bush. more than last year. It places our crop at 680,000,000 bush. This is more than the Government, but somewhat less than the extreme private guesses.

Geo. E. Ingram, who has conducted a grocery store in Brampton died of diptheria on August 24.





This poor merchant has been cheated. So will you if you handle imitations of

## MacLaren's Imperial Cheese.

**A. F. MacLaren Imperial Cheese Co.**
TORONTO. Limited.

When visiting the city we cordially invite you to make

# 36 YONGE STREET

Your down town headquarters. Our staff and services will be at your disposal.

# THE DAVIDSON & HAY, LIMITED

Wholesale Grocers. TORONTO.

## HAMILTON'S RETAIL STORES.

ON Saturday night, August 30, one of the members of the staff of THE CANADIAN GROCER chanced to be in Hamilton, and, in his wanderings about, it gradually dawned on him that Hamilton was a decidedly busy place. Such an animated scene did the business streets disclose that he at length became impressed with the fact that Hamilton is one of the busiest cities in Ontario on a Saturday evening.

Everybody seemed to be taking a walk down town, and, as the stores were all open and the delivery wagons rushing about, the main street of Hamilton bore quite a resemblance to Broadway on a busy day.

The large grocery store of Hazell & Sons was visited and, although it was Saturday and all the clerks were very busy waiting on the numerous customers, everything was in perfect order, and there was none of that excitemeut and confusion which characterize most grocery stores on the busiest of all days in the week. "A place for everything and everything in its place" seemed to be the firm's motto. Hazell & Sons cater to the best class of trade in Hamilton, and everything they handle is of first-class quality. In connection with their grocery business they run liquor and butcher shops, all under the one roof but with separate entrances. These stores, like the grocery one, are perfect models of what business places should be.

Andrew G. Bain's store on King street was also visited. Like Hazell's, the store is elegantly fitted up, and a first-class trade is carried on. The store is brilliantly lighted and presents a bright appearance, while the windows are exceptionally well-dressed. One window was filled with all kinds of fruits, arranged in such a manner as to tempt all passers-by to stop and take some home with them. The other window contained a pickle display, whose make-up showed the hand of a first-class window-dresser. The bottled pickles were all attractively and tastefully arranged, and the floor of the window was covered with fine strips of white paper. Both windows were well lighted with incandescent lamps and attracted the eyes of the large crowds that promenaded the street. The pickle window was exceptionally timely, as this is good picnic weather, and there is always a great demand for pickles at picnics.

The majority of Hamilton's stores had nicely-dressed windows, and many good ideas could be gathered by a stroll down the busiest streets of the city on a Saturday night.

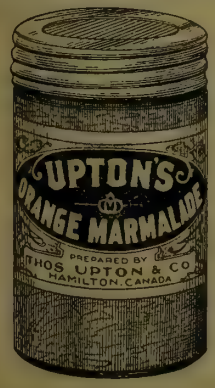
## TRADE CHAT.

John Scott, grocer, Dundas street, Woodstock, has just returned from the scenes of his boyhood, Scotland.

Reports from the Annapolis Valley apple crop are very discouraging. Years ago the trees brought forth fruit of their kind abundantly. The farmers are now beginning to ask, "Does scientific fruit raising really pay?"

The following were the officers who had in charge the St. Thomas Retail Merchants' Association's excursion on Wednesday, August 27, to Port Stanley: George R. McColl, M. Anderson, W. Worth, J. Moody, W. C. Forbes, J. A. Forsythe and T. H. Cray.

The employes of The Canadian Pork Packing Co., of London, held their annual picnic at Port Stanley on Saturday, August 23. The committee having the affair in charge was composed of F. Thomley, chairman; G. Nuttcombe, treasurer; A. Oettinger, secretary; besides A. Gunn, H. Burge, T. Olsen, T. Tinsley and T. Merton.




Have you tried **UPTON'S**

**JAMS, JELLIES and MARMALADE?**

These goods are made from pure fruit and will bring and keep you custom.

Get our quotations.

**A. F. MacLAREN IMPERIAL CHEESE CO., Limited,**

51 COLBORNE STREET, TORONTO. AGENTS.

# THE PROVISION TRADE.

Co-operative Packing Plants in Canada.

### CO-OPERATITE PACKING PLANTS IN CANADA.

THE manager of the Farmers' Co-operative Pork Packing Company, of Brantford, writes to The Ottawa Valley Journal, as follows:

"I don't think that Canada is at present ripe for factories run under the co-operative principle. In Denmark they have 25 factories run under this system. They commenced 11 years ago with one, but the Danes are not nearly so skeptical as the Canadians are.

"The trouble with the co-operative factories in Canada is, that if the opposition buyer comes forward and offers from 5c. to 10c. per 100 pounds in excess of what their own factory can offer, the stockholders of the factory will give them the hogs, and leave their own factory without. In nine cases out of ten we find the farmers are prepared to sell their factory for 5 cents, and really a factory under such conditions is not a co operative one. It is only a joint stock company with a multiplicity of farmers as stockholders.

"In Denmark it is entirely different—each stockholder is bound to supply a certain proportion of his hog produce to the factory, with the result that they have made co-operation a great success in that country. They ship more bacon to London than does the whole of Canada. At present there are not sufficient hogs raised in Canada to supply the present packing companies, a great proportion of which are only run on half supplies.

"Around Ottawa, for example, they frequently have to come down to the southern part of Ontario to get their supplies. In brief, our chief difficulty lies in the fact that the farmers cannot be induced to deliver hogs to the factory at a paying price all the time. The competition created by other factories and the extra price offered as an inducement sometimes take the great proportion of the hogs away from us.

"Were the hogs more plentiful this would not happen to the same extent, but as far as the word co-operative is concerned, I think you can eliminate it from the vocabulary of the Canadian farmer. They may some day come to understand the meaning of the word, but at present we are sorry to say, they do not seem to."

### STATE AS A SLAUGHTERER.

The State of Minnesota is going to try being its own butcher for a while, at least, in so far as it relates to the supplies of the Fergus Falls Hospital. The new departure is due to some disagreement over bids. The State now slaughters for the feeding of the inmates at St. Peter and Rochester. In regard to this, W. E. Lee, of the State Board of Control, says:

"We shall, as far as possible, raise all the animals that will be required for meat on the institution farms. We have the farms and an abundance of labor, and we ought to be able to raise meat at a profit, if it can be done in the State. Of course, it will require some experimenting, but next year the farms will be managed more than ever before with a view to raising everything that will be required for the institutions.

"Some animals are now killed at St. Cloud, and the plan is satisfactory there. If we cannot raise enough animals at the institutions at present to supply all the meat needed, we have a good territory to draw from, and should be able to buy as advantageously as the meat dealers, and then slaughter at our own slaughter houses.

"We do not want to go too fast."—National Provisioner.

### THE PROVISION MARKETS.

#### TORONTO.

The offerings of dressed hogs have increased during the week and prices have consequently taken a drop of 25c. per 100 lb. Veal also has declined 1c. per lb. and the demand for it is moderate. Live hogs are weak and the cattle market is dull and featureless. We quote as follows: Dressed hogs, $9.00 to $9.25; beef carcasses, $6.50 to $8.00 per 100 lb.; hind quarters, $8.50 to $9.50 per 100 lb.; front quarters, $4.50 to $5.50 per 100 lb.; veal, 8 to 9c. per lb., and lambs, 7 to 8c. Select live hogs are worth $7.25 and fat and lights, $7 per 100 lb. Choice export cattle are worth $5.25 to $5.75 per 100 lb., and lights, $4.25 to $5.

A good all around demand continues for smoked and cured meats, and the prices are maintained. Trade in lard keeps up steadily. We quote as follows: Long clear bacon, 11 to 11½c.; smoked breakfast bacon, 14½ to 15c.; roll, 12 to 12½c.; medium hams, 13½ to 14c.; large hams, 12½ to 13c.; shoulder hams, 11 to 11½c., and backs, 14½ to 15c.; Canadian heavy mess pork, $21.50; short cut, $23.50 to $24; lard, in tierces, 10¾ to 11c. per lb.; tubs, 11 to 11¼c., and pails, 11¼ to 11½c.; compounds, 8¾ to 10¼c; plate beef, $15 per 100 lb.

#### MONTREAL.

Trade has been fairly good during the week and the demand for all hog products is steady. In last week's report, 9¾c. was inadvertently placed instead of 9⅝c., the new tierce basis of Fairbank's "Boar's Head" brand of refined lard compound. Pure lard has again weakened, and it is quoted now about ⅛c. lower. Armour's and Jones' pork have both declined 50c. Wholesale grocers are now quoting 50-60's at $25.50 per bbl., in small lots, and Jones' at $24.75 per bbl. With these exceptions prices of provisions have been steady and are unchanged all around. In dressed hogs, some weakness has been shown. Fresh killed abattoir stock is now quoted at $9.25 to $9.50 per 100 lb. Our quotations are: Pure Canadian lard, $2.37½ to $2.40 per pail. Fairbank's "Boar's Head" lard compound, 9⅝c. tierce basis, with extras as follows: 60-lb. tubs, ¼c. over tierce: 20 lb. tin pails, ¼c.; 20-lb. wood pails, ½c.; 10-lb. tins, ⅝c.; 5-lb. tins, ¾c.; 3-lb. tins, ⅞c. Snow White and Globe compound, $1.80 to $1.90 per pail; Cottolene, 11¼c. for 20-lb. pails, and 11⅛c. for 60-lb. tubs, for Quebec and Ontario; hams, 12 to 14c.; heavy Canadian short cut mess pork, $24.50 to $25.00; Canadian short cut clear pork, $23.50 to $25.00; American short cut clear pork, $24 to $24.50; American fat back, $24.50 to $25.00; bacon, Wiltshire, 14 to 15c. per lb.; extra plate beef, $14.50 to $15.00 per bbl.

#### ST. JOHN, N. B.

Business is improving, as the lumbermen are begining to think about supplies, some crews being already in the woods. Domestic mess pork is high, as is also Canadian plate beef. The price of smoked meats continues high. The makers of sausages have begun operations for the season. Fresh meats are steady. We quote: American mess pork, $22.50 to $23.50; domestic mess pork, $22.75 to $23; plate beef, Canadian, $15.50 to $16.50; clear pork, American, $22.50 to $24.50; plate beef, American, $17 to $18; lamb, 7 to 8c.; fresh beef, 8 to 10c.; round hogs, 7¼ to 8c.; pure lard, tubs, 11¾c.; pure lard, pails, 12c.; compound

Are you selling

REGISTERED

*Bow Park*

BRAND

# Cream Cheese?

Just the thing this hot weather. It sells fast.

Send us your order or ask your wholesaler.

**The Brantford Packing Co.**

LIMITED

**BRANTFORD, ONT.**

When you have any

# BUTTER OR EGGS

to offer, write or wire us. We are buyers.

**The J. A. McLean Produce Co., Limited**

75-77 Colborne Street

Telephone Main 2491. Toronto.

# HAMS

that are good hams.

If you have not had a shipment of

# Three Star Hams

we solicit a trial order for them. Unequalled for the family that stays at home or goes to the summer cottage. Just the thing for camp or excursion. A little higher in price, but worth it.

**F. W. FEARMAN CO.**

(Limited)

**HAMILTON, ONT.**

# Long Clear Bacon.

Your trade demands the best quality obtainable. **WE HAVE IT.** Cured and stored in Cold Storage of uniform temperature and is absolutely free from Rust.

Quotations on Case or Car-load lots on application.

**The Park, Blackwell Co.,**

LIMITED.

**PORK PACKERS,**

TORONTO, ONT.

lard, tubs, 10c.; compound lard, pails, 10¼c.; refined lard compound, Fairbank's, tubs, 10½c. to 10¾c.; pails, 11 to 11¼c.

WINNIPEG.

This market is firm and active although American markets are shading lower during the last days of the week. The local demand, however, is so large in comparison to the supply of hogs for packing that higher, rather than lower, prices are looked for here. The list for the week is identical with the one last sent.

DRESSED MEATS—The market for beef is slightly lower being now 6½ to 7c. per lb.; veal is 8 to 9c.; mutton, limited in supply at 8c., and lambs, 12½c.

PROVISION NOTES.

G. F. Beere & Co., butchers, McLeod, N.W.T., are retiring from the retail business.

## NECESSARY TO ADVERTISE.

Nearly everyone who aims to do business on a large scale, or for that matter on anything like a remunerative scale, recognizes the necessity of advertising, but how and where and when to do it are the important questions to be determined, says The National Advertiser. Random advertising will not accomplish much. It is the well-considered, carefully-planned and determined effort that produces results. A product that is likely to strike the fancy of the public, if properly placed before the people, is certain to prove a winner, if it is put before them in the proper light. An article, however meritorious it may be, cannot succeed on its merits alone. It may be appreciated in the locality in which it is known, or among the friends who have tested its virtues and who know them from practical experience; but there it rests. With the aid of advertising, intelligently planned and energetically carried into execution, the merit of the article is known to hundreds and thousands instead of to the few who knew about it when it was depending upon the publicity its few friends were giving it in its early days. One newspaper—even one of moderate circulation—is of value to the advertiser, and repays many fold the investment in the advertising columns, provided the advertisement is prepared and given to the public properly. It is the manner of relating that does the trick. So, too, in the way of advertising—the way of writing and arranging it in print tells every time. The advertisement need not be a large one, but it must be well written and equally well displayed.





C. P. FABIEN

Manufacturer of Refrigerators and Ice Chests. Diplomas awarded at Montreal, Toronto and Ottawa Exhibitions. Over 50 patterns to choose from. Proprietor of Aubin's Patent Grocery Refrigerator, New Dominion, Imperial Dominion, special improved Dairy Palace for Hotels—all hardwood.

3169 Notre Dame St., MONTREAL.

Wrapping Papers.

Whether Brown or Manilla our Wrapping Papers are superior. Once tried—always used. Full count—full weight.

CANADA PAPER CO, Limited
TORONTO and MONTREAL.

TOMAHAWK CANADA

Registered Trade Mark Brand
Found on all our Bacon and Hams

IRISH PROCESS CANADIAN BACON

"There is nothing too good for the Irish" has heretofore literally applied to the produce of their packing houses, but with the firm conviction that what is good enough for the Irish is not too good for Canadians, we have succeeded in producing a line of

Hams and Bacon Unexcelled in the World.

The fine flavor is preserved, and the nutritive qualities enhanced.

Do you handle it? If not, write

The Farmers' Co-Operative Packing Co.
of Brantford, Limited.

From 3-lb. Tins up. Write for Price Lists.

All first-class Grocers and Provision dealers should handle the

"L. & S." and "Imperial"

Brands of Smoked Hams, English Breakfast Bacon, Backs, Lard, Etc.

Long Clear Bacon.

New cured, free from rust, light or medium weights. Write or wire us for quotations in case or car lots.

Fowler's Canadian Company, Limited
HAMILTON.

## BUSINESS CHANGES.

### DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

A BAILIFF is in possession of the premises of Mary S. Simpkins, grocer, Bothwell, Ont.

John H. Sutton, trader, Ahunstic, Que., has assigned.

A demand of assignment has been made on Hermas Gariepy, grocer, Montreal.

Meader & Co., general merchants, Hazel Cliffe, N.W.T., have sold out to C. Ruddy.

J. K. Hetherington, general merchant, Palmyra, Ont., has sold out and compromised.

Salvas & Lambert, general merchants, St. Francois du Lac, are offering 40c. on the dollar.

D. McLeod, general merchant, Blind River, Ont., is offering to compromise at 40c. on the dollar.

E. Everett Perkins, millowner, etc., Mansonville, Que., has assigned; E. C. Perkins is curator.

A statement of the affairs of Adolphe Lafontaine, general merchant, Drummondville, Que., is being prepared.

Gagnon & Caron are the curators of J. M. Lefebvre, grocers and liquor merchants, Shawenigan Falls, Que.

A statement of the affairs of J. Pineau & Co., general merchants, Bic, Que., is being prepared by V. E. Paradis.

P. Gagnon, general merchant, St. Flavie Station, Que., is offering to compromise at 70c. on the dollar cash.

Edward Finnegan, grocer, St. John, N.B., has assigned to Daniel Mullin, and his creditors meet on September 6.

F. Lablond, general merchant, St. Cecile de Whitton, Que., is offering to compromise at 40c. on the dollar cash.

### PARTNERSHIPS FORMED AND DISSOLVED.

J. M. Hastings and J. R. George, millers, Indian Head, N.W.T., have formed a partnership.

G. W. White & Son, general merchants, Centreville, N.B., have advertised a dissolution of partnership. G. L. White continues.

### CHANGES.

A. Marsolais, grocer, Montreal, has registered.

Louis Allaire, grocer, Montreal, has registered.

P. Leduc, grocer, Montreal, has discontinued business.

Kenneth McKay, grocer, etc., Vaudreuil, Que., has registered.

The Loy Toy Co., importers of teas, Montreal, have registered.

Anna (Mrs. J. A.) Dickie, grocer, Victoria, B.C., is out of business.

Abraham Moyer, miller, Palmerston, Ont., has sold out to Ed. Watts.

H. W. Davison, grocer, Wolfville, N.S., has sold out to Demont & Stevens.

Demont & Stevens, grocers, Windsor, N.S., are opening a branch at Wolfville.

Cyrille Wilbrod Parent has registered for A. D. M. Bertrand & Cie, St. Raymond, Que., traders and match makers.

The stock of J. E. Kirouac, general merchant, Cacouna, Que., has been sold at 57c. on the dollar to J. Rheaume, of Fraserville, Que.

The stock of The Runions, Carson, McKee Co., departmental store, London, Ont., has been sold at 55c. on the dollar to T. F. Kingsmill.

### FIRES.

George Reid, miller, Dunnville, Ont., has been burned out.

Thomas Burns, confectioner, Ottawa, has been burned out.

### DEATHS.

Geo. E. Ingram, grocer, Brampton, Ont., is dead.

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Another industry has been secured for Hull, Que. A Montreal soap company has purchased from T. Viau, contractor, his property in Eddyville, situated near the Eddy residence. The property is four acres in extent and the purchase price is $12,000.


# SOME MERCHANTS' EXPERIENCE.




**Solomon said in his haste: "ALL MEN ARE LIARS!" He didn't mean it. He was simply so mad with one man that he included all the rest.**

Let us not fall into Solomon's mistake We should take out of our experience the wisdom there is in it **and stop right there!**

Otherwise we are as stupid as the cat who sat down on a hot stove lid. She will never sit down on a hot stove lid again, and that shows good judgment. **But she will never sit down on a cold one, either.**

Now, some merchants have had hard experiences lately with coupon books that were represented to be absolutely correct in count and made up just as good as any other, but they were not, and you won't know what a perfect coupon book is until you have tried either Allison's Coupon Books or Allison's Coupon *Pass* Books. Both are good; one book suits some, while the other fills the bill with the rest of the merchants

We are doing a lot of special engraving work now for merchants who use books in large quantities. Our books are carried in stock by jobbers. We will be glad to send you a free sample.

**Allison's name on a Coupon Book is itself a guarantee of perfection.**

**For Sale in Canada by** **The Eby, Blain Co., Limited, Toronto.**
**C. O. Beauchemin & Fils, Montreal.**

***ALLISON COUPON CO.*, Manufacturers, Indianapolis, Indiana.**

IT IS NOT TOO EARLY TO BEGIN YOUR INQUIRIES ABOUT THAT TRIP YOU ARE GOING TO TAKE TO THE

# British West Indies

**this winter. We have just issued a booklet telling what some people saw and did on the same voyage last winter, and if you write us we will send you one.**

THERE IS NO MORE DELIGHTFUL WAY OF SPENDING SIX OR SEVEN WEEKS THAN ON SUCH A TRIP AS THIS THE WHOLE COST FROM HALIFAX AND RETURN IS $130.00.

**Pickford & Black - Halifax.**

## TO MAKE CLERKS THINK.

IN spite of all the advice, all the instructions, all the preaching, "firing" and rehiring, a clerk without imagination is but a machine, says Inland Grocer.

Until that period of life comes that makes this clerk think—think of business as a business; until he realizes that he is doing for himself, when properly serving others, he remains mediocre at best.

When he begins to plan a business of his own he is breaking the shell that has confined his ideas.

BEGINNING TO PLAN.

He puts himself in the role of employer, and he sees the whys and wherefores that have been drummed into his ears, but which he understood not.

As he buys his stock, in his mind, he realizes that it is very important, not only to get prices, but desirable goods.

As he marks his goods, in his mind, he sees that this is a matter requiring skill and judgment.

When he gets to the point of selling his goods—showing, advertising, talking, etc.—he doubles and trebles in value to his employer.

He has a value because he is successful in building plans.

Some experienced man could advise him so that his failures would be fewer at the start but he would be short the real essential to success after this support is withdrawn.

Having thought out the plan of action for himself he knows what to remedy; he sees the weak points and finally learns to plan accurately and successfully.

WHEN PROMOTION COMES.

Sooner or later his ability is recognized and promotion comes. Here his imaginary experience comes to his assistance, and although he may find himself in a totally new role, he feels at home because he has travelled this road many a time in his mind. He sees things ahead that puzzle him, but when he gets to them they are familiar. He easily disposes of questions that would stagger ordinary clerks.

He is a thinker, a planner, a schemer, or even a dreamer if you like.

After mastering the business in which he is engaged he dreams of other things, things that expressed would cause his friends to laugh at him as a crank, but he plans just the same.

Sooner or later he takes his place among men as a "doer" because of his mastery of detail, and ability to think out the small problems that stick so many men.

VALUE OF HOME TRAINING.

If a boy has had the home training that stimulates thinking the question is practically solved. If, as in the large majority of cases, he has been allowed to drift along without the association and encouragement necessary to form the thinking habit he has doubtlessly formed habits that will hamper his application to business. He is always looking for a chance to get into some other position at a few dollars better salary.

He has no love for his employment; he has no idea of making this occupation his life work.

Suppose he obtains employment in a general store. He goes home and reports to his parents that he "got a job" at Blank's.

The parents will be interested only enough to ask how much salary he is to get. Possibly they will say that they are mighty glad that he is out of the way, or possibly say nothing.

PARENTAL ENCOURAGEMENT.

If the father and mother would ask him what he had done on his return from the first day's work, had him describe his trials and troubles, advised here and sympathized there; painted a word picture showing him a merchant some day, and showed him that this was his beginning, he would have returned to his work next day with renewed interest. Let the parents make this questioning, advice, sympathy and encouragement daily and soon this young mind will awake to the fact that it is not a question of wages, but a question of love for the work.

In a month's time he has thought out the details of his work, and once familiar with these details he does his work well.

Then he takes up the work ahead and thinks it out. If the clerk ahead needs help he is ready, or if a vacancy occurs he steps right in.

THE EMPLOYER'S DUTY.

In the absence of the home environments that will bring out these qualities the employer should assume the responsibility. That this boy has been deprived of the home training is not the boy's fault, and as it is absolutely necessary to get him interested to make him valuable as an employe, this interest should be aroused by assigning him work of a simple nature, explaining to him that he may be a merchant some day and to know all about the business, he must study to see how well he can do this work. Show him that his work is profitable or unprofitable depending on how well he does the work. If an errand boy, show him that the customer served promptly is the customer who comes back, and that he is now one of the firm in a sense, and must do everything to help the store along.

"Mrs. Smith wants this package by 10 o'clock. She is a good customer and we must not disappoint her. You must help us please her by delivering this promptly."

This explains and shows him his importance, and nine out of ten boys will exert themselves under such circumstances.

KEEPING UP THE INTEREST.

Presuming that he executes the errand promptly and returns to the store, a query as to what Mrs. Smith said, and an expression showing appreciation of his promptness will make him eager to do the next thing with all his might.

As with this boy so with the whole force. An expression of appreciation is a tonic that sharpens more wits and excites more interested effort, than the wage question. If more merchants would take time to observe and encourage this interest by kind words and due appreciation many clerks would grow into the business because of their love for it, who now only watch the clock and pay-envelope.

DON'T FLATTER.

Don't make the mistake of "jollying" them.

Some merchants by flattery seek to get more results but lose sight of the fact that this clerk is a reasoning being and will soon see through the mask.

To impress a clerk with the importance of politeness, show him the results of politeness. If he is tired and leans on the counter show him kindly just why it is objectionable.

Don't say, "That counter is nailed down, you needn't hold it down." Cutting remarks of this kind only serve to make the clerk more careful to see that the boss isn't around, but do not make him realize that the offence is objectionable.

The thinking employer makes thinking clerks. Thinking clerks make a store first in the thoughts of the people.

## KINGSTON GROCERS' PICNIC.

The Kingston retail grocers will hold their annual picnic at the Exhibition grounds on Wednesday afternoon, September 10. The 14th and 47th bands will be in attendance. The chairman of the committee is P. Haffner; Jas. Kelley is secretary and treasurer. The committee are: For foot races, W. H. Dyde, J. Newman, Jas McCulla; for horse races, P. Haffner, J. Purdy, H. Smith, D. Couper, J. Kelley, J. Hughes; for baseball, J. Cornelius, J. Gordon, G. Thompson; for bicycle races, J. Gardiner, J. Gordon, J. Cornelius and R. Gage.

# WHEN VISITING THE FAIR

WE CORDIALLY INVITE YOU TO VISIT OUR EXHIBIT AND DEMONSTRATION OF THE FAMOUS

"KIN-HEE" COFFEE AND "KIN-HEE" QUICK COFFEE POT.

WE EXTEND A HEARTY INVITATION TO YOU TO MAKE **OUR WAREHOUSE** YOUR DOWNTOWN **HEADQUARTERS.** OUR STAFF AND SERVICES ARE AT YOUR DISPOSAL.

THE **EBY, BLAIN CO.,** LIMITED

**WHOLESALE GROCERS,** ETC. **TORONTO.**


## A PECULIAR BANANA BUSINESS.

Inspector McCallum, of London, Ont., is face to face with a very interesting situation, one in which some well-known merchants are deeply interested. He was authorized to consult the city solicitor upon a matter the like of which has never before come within the experience of the city hall authorities, says The London Advertiser.

Some time ago a man came to London, the agent of a combination of American capitalists, reputed worth $20,000,000, who own immense banana tracts in the West-Indian Islands and elsewhere. He went to some leading wholesale fruit dealers there and tried to do business with them. His price for bananas was from 8 to 10c. higher than that of the firms with which they had been dealing. When they refused to buy he is reported to have said it was all right, he'd make them buy or put them out of the banana business. One merchant thereupon requested him to go to that part of the universe where the price of coal causeth no worry.

He left London and returned subsequently with a carload of bananas, which he sold to a rival local concern not at an advance upon regular prices, but, it is said, for 8 to 10c. less per bunch than they were quoted at the Atlantic seaboard — that is, less the freight from the coast to London. This firm is now in a position to undersell the firms that would not buy from the syndicate. The latter referred the case to Inspector McCallum, whom Acting Mayor Winnett authorized to consult with the city solicitor as to the newcomer's liability under the transient traders' by-law, under which a dealer is subject to a license fee of $250.

A well-known dealer says that the banana business in London amounts to $75,000 a year.


# NOTICE

Our establishment will close at 1 p.m. on Saturdays until 4th October inclusively.

**Laporte, Martin & Cie.**

MONTREAL.

# *In Business To Make Money ?*

The grocer who sells pure, white, dry, crystaline Windsor Salt is absolutely sure of satisfying the man or woman who buys it. **Satisfaction is a pearl of great price,** but you can't measure it in dollars and cents, because you can't sell it. Since "Windsor Salt" and "satisfaction" mean exactly the same thing, you sell a pearl of great price when you sell Windsor Salt.

If you are in business to make money there is no safer way to do it than to sell the best of its kind in staple goods—Salt is one of the staples. **Windsor Salt is best by test!**

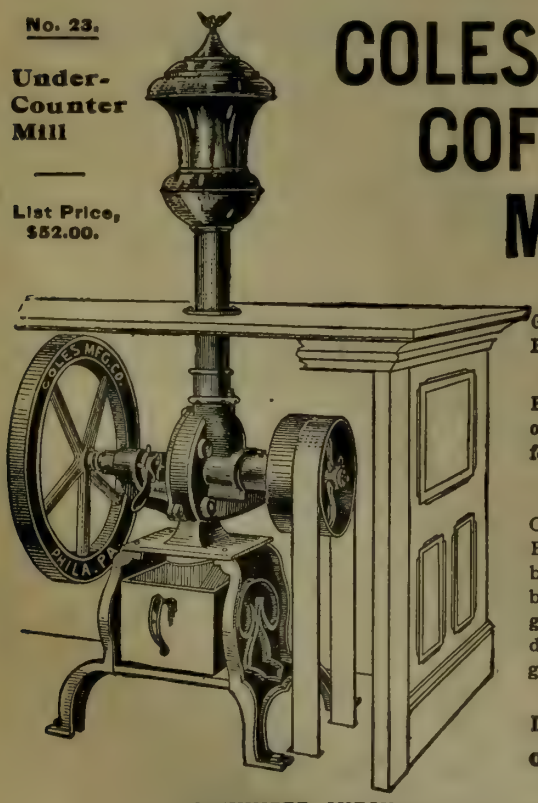
## *Windsor Salt Will Help !*

The Canadian Salt Co., Limited, Windsor, Ont.

**No. 23.**

**Under-Counter Mill**

**List Price, $52.00.**




# COLES COFFEE MILLS

**None better for Granulating or Pulverizing.**

**Our mills will Pulverize without heating Coffee.**

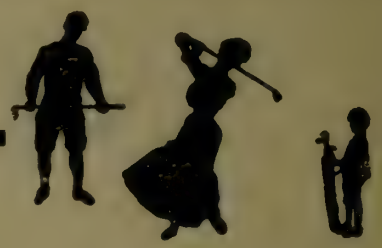
Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

**A GREAT LABOR-SAVER.**

**Our Grinders wear longest.**

**Agents** { TODHUNTER, MITCHELL & CO., Toronto.
DEARBORN & CO., St. John, N.B.
FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont.

**COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.**



*"Luck in business is the handmaid of judicious buying."*

Judicious grocers the world over have handled Paterson's Camp Coffee Essence for many years and are still doing it. The moral is not hard to find.

ROSE & LAFLAMME,
Agents, Montreal.

THE CANADIAN GROCER

*President:*
*JOHN BAYNE MacLEAN,*
*Montreal.*

**The MacLean Publishing Co.**
**Limited**

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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WHEN WRITING ADVERTISERS PLEASE MENTION THAT YOU SAW THEIR ADVERTISEMENT IN THIS PAPER

## TEA CONSUMPTION.

SOME astonishment may be felt by many when the statement is made that Australia leads the countries of the world in the per capita consumption of tea, and leads them by no small margin. During the period of five years from 1885 to 1889, the consumption of tea in Australia was no less than 7.66 lb. for each inhabitant per annum, and in the year 1900 it had reached 7.80 lb. When this is compared with France, where the figure for the first period is .03 lb., and for the second period .06 lb., it is seen what a comparatively huge consumption of this beverage there is in the Commonwealth of the Pacific.

New Zealand and Tasmania are close seconds to Australia. The former colony has indeed shown a decrease from 7.19 to 6.78 lb. per person, but this latter figure is still ahead of Tasmania's 6.62 lb. for 1900, though Tasmania's consumption has increased from 6.37 lb.

Great Britain, Newfoundland and Canada form a second group, all three with decidedly increased consumptions. In Great Britain the increase has been over a pound, from 4.91 to 6.10 lb., in the two periods in question. Canada's increase is from 3.90 lb. to 4 64 lb., which is a decided rise in consumption in 10 years.

Following Canada, the United States of America stands with a consumption of 1.09 lb. in 1900, and 1.34 lb. in the earlier period. This decrease may most probably be attributed to the war tax, which is still in effect, and will be imposed until the beginning of next year. At that time tea merchants anticipate an increased consumption.

Cape Colony, exclusive of tea grown in Natal and imported there, now consumes 1.41 lb. in comparison with 0.85 lb. in 1885-1889. Natal, on the other hand, shows a decided falling off from 1.13 lb. to .44 lb. After these countries come the other nations, all with very small consumptions of tea.

Exports of Indian and Ceylon tea from Great Britain are at present on the increase; 2,861,484 lb. were exported during July, as against 2,052,791 lb. in the preceding July. Holland and Russia, which are the principal tea-drinking countries of Europe, are increasing their consumption, and with the large increases in Britain and the colonies, there is a hope that better things may be in store for the tea trade.

## BRITISH TRADE LOSSES.

SOME time ago the British Board of Trade authorized Sir Alfred Bateman to draw up a memorandum on trade for the past 30 years, in which not only would the conditions and needs of British trade be treated of, but a comparison with the trade of other countries be made. The result of Sir Alfred's researches has just been published in a blue book, and it depicts no very glowing picture of British commerce. Per head of population Great Britain's trade has shown a steady diminution during the 30 years, whereas her more serious competitors have all shown increases. This does not mean that the bulk of British trade has diminished, for exports alone have been augmented by 6.4 per cent., and imports still more largely, but, taken in comparison with the increased population, these amounts are not appreciable.

If beside this 6.4 per cent. increase is placed the German increase in exports of 23.1 per cent. and the still greater United States increase of 42.8 per cent., it will be evident to the merest child that Great Britain is being surely and certainly overhauled in the race for commercial supremacy. Both Germany and the United States are now devoting those energies to the promotion of foreign trade which Britain began to use years ago, and through sheer force of numbers they will inevitably equal and then surpass her. A greater degree of efficiency and improved methods of commercial and technical education may for a time give British commerce a forward impetus sufficient to counteract this result, but in the long run numbers will tell.

Fortunately Great Britain has been sinking capital in her greatest commercial venture of all—the Empire—and to-day this investment is beginning to pay dividends. The colonies, which for many years received population and capital without much return, are now to be reckoned with in many instances as commercial nations. Counting in the colonies with Great Britain there need be no fear that either population or territory will be surpassed, or, for that matter, commerce either.

At present, outside of European countries and British North America, Great Britain carries on the greater proportion of the world's trade. According to Sir Alfred Bateman, this supremacy is being threatened at several points, principally in South America and the Orient, where the United States is making rapid headway, but he believes that with the paying of more attention to the needful education of artisans and business men in England, Britain will be enabled to recover much lost ground.

## SUPPLIES OF CONFECTIONERY.

The advent of September ought to much increase the demand for candies and confectionery. The grocer ought now to lay in his stock of these goods.

In making his selection it would be wise to choose some of the latest novelties in the confectionery line and not to lay in too large a stock at a time, for the fresher the sweets are the better they are liked by the consumer. The retailer of candies should endeavor to gain a reputation for handling the best and freshest classes of these goods in his locality.

## A NEW SUGAR REFINING COMPANY.

ALTHOUGH many merchants are wondering whether there is room enough for it, a new sugar refining company is shortly to be started with refineries at Montreal and Vancouver. This is the result of due deliberation on the part of Mr. Claus A. Spreckles, son of the great American sugar king, Claus Spreckles, and Messrs. R. D. McGibbon, K.C., Hon. T. Chase Casgrain, Wm. Cook, of New York, and E. Fabre Surveyor. The company has applied for letters patent, under the name of The Federal Sugar Refining Co. of Canada. It will be capitalized at $6,000,000, the stock being subscribed both in the United States and Canada—the greater part in the Republic.

Merchants are not so sanguine about the success of the new concern as are the promoters. One merchant is reported as saying, "What on earth is Spreckles after? Does he know that competition is so keen here already that some of our Canadian refiners are talking of going out of the business unless profits improve?" In addition to this it is reminded that four concerns will shortly be opened in Ontario for making beet sugar.

But Mr. Spreckles apparently has no fear. Hear him: "The particular reason why we are convinced that a sugar company such as we will establish will do a big business throughout Canada is that a few years ago I succeeded in finding a new process of sugar refining, which has been used in the operations of the works of The Federal Sugar Refining Co., at Yonkers, N.Y., and which I think I can safely say has been successful." By this process Mr. Spreckles states that $5 a ton can be saved in refining sugar over the old process. He gives this as the reason that they have been able to do a big business in competition with the Trusts in the United States, and looks for a big trade in Canada.

It is not stated whether any other Canadian refineries will join with the new one, but it is hinted that negotiations are in progress towards that end. The first plant will be erected in Montreal, and, if things are found to be successful, another will be built at Vancouver.

**In their application for incorporation the following objects are given for the formation of the company:**

(a) To purchase, manufacture, refine and sell sugar, molasses and other materials, and all and any articles consisting or partly consisting of sugar or molasses or other materials, and all or any products thereof; also to construct, acquire, lease and operate sugar factories; also to cultivate sugar cane and sugar beets, to acquire, own, lease, occupy, cultivate, use, or develop lands in Canada and elsewhere, for the cultivation of sugar cane or sugar beets; (b) To carry on any and all of the processes, lines of business and manufactories involved in the production of refined sugar, from the cane or beet, including among other things the purchase and cultivation of sugar lands, the production and treatment of sugar liquors and the refining of the productions thereof; (c) To engage in the manufacturing, construction, transportation, mercantile or merchandizing business in so far as the same may be necessary in connection with the business of sugar refining, and to that end to acquire, hold, own and dispose of any and all property, assets, stocks, bonds and right of any and every kind; (d) To apply for, obtain, register, purchase, lease or otherwise to acquire, and to hold, use, own, operate and introduce, and to sell, assign or otherwise dispose of any trade marks, trade names, patents, inventions, improvements and processes used in connection with or secured under letters patent of the Dominion of Canada, or elsewhere, or otherwise; and to use, exercise, develop, grant licenses in respect of, or otherwise turn to account any such trade marks, trade names, patents, inventions, licenses, processes and the like, or any such property or rights; (e) To manufacture, puchase, lease or otherwise acquire machinery, electrical devices, and any and all apparatus necessary or useful in the production, manufacture or refining of sugar and molasses, or other products, and also to sell, lease or otherwise dispose of the same; (f) To aid in any manner any corporation whose stock, bonds or other obligations are held, or are in any manner guaranteed by the company, and to do any other acts or things for the preservation, protection, improvement or enhancement of the value of any such stock, bonds or other obligations, or to do any acts or things designed for any such purpose; (g) Also to purchase, lease, exchange, hire or otherwise acquire any and all rights, privileges, permits or franchises suitable or convenient for any of the purposes of its business; to erect and construct, make, improve, aid or subscribe towards the construction, making improvement of mills, factories, storehouses, buildings, roads, docks, piers, wharfs, houses for employes and others, and works of all kinds; and in conjunction with and in furtherance of the general business and purposes of the corporation, as above described, to construct, lease, own, charter, operate or sell transportation line or lines, either directly or through the ownership of stock of a corporation formed, or to be formed for the purpose; (h) To do all and everything necessary, suitable, convenient or proper for the accomplishment of any of the purposes, or the attainment, or any one or more of the objects herein enumerated, or incidental to the powers herein named, or which shall at any time appear conducive or expedient for the protection or benefit of the corporation, either as holders or interested in any property or otherwise; the operations of the company to be carried on throughout the Dominion of Canada and elsewhere, by the name of "The Federal Sugar Refining Co. of Canada, Limited," with a total capital stock of $6,000,000, divided into 60,000 shares of $100.

**No time will be lost in completing arrangements for the establishment of the works, as the directors of the company already feel assured from their study of the situation that there is a good opening for them.**

## A POOR LEMON TRADE.

THIS season has been a poor one for the lemon trade, and fruit men will likely lose heavily in consequence. The sales throughout the summer have averaged about half of what they were the same time last year, and, as the amount carried in stock in Toronto for the summer's trade was in the neighborhood of 25,000 cases, an idea may be gained of what the loss is to the holders. Besides this, prices ruled throughout the season about half what they were last year, and dealers have been glad to get rid of whatever stock they can at almost any price rather than avoid a positive loss on their holdings. Fresh shipments of the last cutting of old crop lemons are commencing to arrive, and the surplus stock carried over from the spring will soon be unfit for sale.

This falling-off in the lemon trade is attributed mainly to the cold and damp weather prevalent all summer. Comparatively few cool drinks were required this year, and as it is to that purpose that lemons are chiefly put in the hot weather, their sales were much less than in previous summers. Besides this, the fact must not be overlooked that lemonade as a beverage seems to be falling behind in this latter age and is being supplanted much by soft drinks like soda water, ginger ale and such like preparations. It requires more labor to make lemonade than to uncork a soda-water bottle and so the latter is coming more into favor with the housewife.

But at present a good trade is beginning to be done in lemons, owing to the pickling season being now on hand. Much lemon juice is used in the manufacture of sauces and pickles and the demand for lemons for that purpose is of considerable importance. So the fruiterers are looking forward to a good trade in this fruit from this out till the end of the year.

# TRADE IN COUNTRIES OTHER THAN OUR OWN.

### JAMAICA ORANGES.

ACCORDING to private advices from Jamaica the 1902 orange crop gives promise of a good yield. The ideas of growers and packers, however, are said to be high, owing to the high prices being paid by Canadian importers. The fruit goes into that market free of duty, and cost to import is below that bid from this market. The bulk of the late arrivals here, it is stated, have gone through to Canada in bond.—New York Journal of Commerce.

### ALASKA SALMON.

The Columbia River Packers' Association, it is announced, has withdrawn its prices on 1902 pack red Alaska salmon. This company, it will be remembered, fitted out an expedition early in the season to go to the Alaska salmon fisheries. It is stated on good authority that another small outside Alaska packer has advanced prices to $1 f.o.b. on red Alaska talls.

### CANNED SALMON HIGHER IN NEW YORK.

Spot sockeye salmon talls were advanced to-day to $1.32½ to $1.35, with few lots reported available at the inside figures. Half pounds are more generally quoted at 92½c., but there is a bare possibility that 90c. will still buy. Flats appear to be neglected and steady at $1.35 to $1.37½, with some holders asking $1.40. No change is noted in futures. There is reported a fair business in Columbia River salmon, fall pack, ex steamer Washtersaw, arriving yesterday, with about 60,000 cases, at the prices noted. — New York Journal of Commerce, August 30.

### FRENCH PRUNE CROP SHORTAGE.

A despatch from Portland, Ore., says: "Henry Cheyrara and A. T. Monteny, French prune men, have representatives here investigating the situation. They say that the French prune crop is only 25,000,000 lb., being one quarter the usual crop. France will need 25,000,000 lb. more for home consumption. She exported 40,000,000 lb. last year. The representatives will come to California this week and make choice of where to purchase prunes."

### CALIFORNIAN RAISINS.

Private mail advices from Fresno say of raisins: "Raisins will be later than usual this year owing to the cool weather. The raisins are never out of the way too soon to escape the fall rains, and it is not well to have them delayed a great deal. The picking usually begins in the latter part of August, and is in full swing early in September, but there have been years when a few carloads of early raisins were on the road to the eastern market by the 29th of August. It is expected there will be no picking before the first of September this year, and it may not begin until later. Aside from the delay, it is not thought that the cool weather is working any harm to the raisin crop. Some believe that it is preventing the grapes from sugaring and that the raisins will not be of usual quality in consequence, but the general opinion seems to be that the damage of that nature will be immaterial."

### UNSOLD CANNED SOCKEYE.

New York Journal of Commerce says: "It is reported on the street that a syndicate of English salmon interests is negotiating for the purchase of the unsold balance of the 1902 sockeye salmon pack. It is believed that the intended purchase is for the purpose of making up the shortage of salmon for the English markets due to the partial failure of the Fraser River pack. So far as can be learned no actual sale has resulted, the syndicate stipulating for a complete sale of the entire balance of the pack or nothing."

### NEW PERSIAN DATES.

The first direct steamer to New York to load 1902 crop Persian dates, it is stated, is the Tabaristan. She is expected to leave Bussorah on September 18 next, and is scheduled to arrive in New York about October 25 next. The coming crop is reported in advices to be of excellent quality, and a large number of orders have, it is stated, been booked at opening prices for shipment from the first direct steamer. Spot Khadrawee dates are reported to be practically exhausted and stocks of Sairs only trifling. Hallowee dates are firmly held.

### PRUNES AND APRICOTS.

Private mail advices from the Coast report as follows on prunes and apricots: "The market is quiet. Dealers claim they have made provision for all early deliveries and are not in a hurry about stocking up heavily against future needs. Indications are that producers will have to carry a considerable portion of the season's output into the fall and winter months. Any heavy selling pressure at this date would certainly necessitate accepting lower prices than have been yet established. The movement at present is mainly in apricots, although supplies of apples are on the increase, and peaches and plums are beginning to arrive in noteworthy quantities."

"Papa," said the boy, "when you say in your advertisement that your goods are acknowledged by connoisseurs to be the best, what do you mean by connoisseurs?"

"A connoisseur, my boy," answered the great manufacturer, "is an eminent authority — an authority, in short, who admits that our goods are the best."

## STOCKS OF LARD.

The N. K. Fairbank Co., Chicago, advise THE CANADIAN GROCER as follows: "Our cable advices give the following estimates of the stocks of lard held in Europe and afloat, on the 1st inst., to which we add estimates of former years, and stocks in cities named:

| | 1902. Sept. 1. | 1902. Aug. 1. | 1901. Sept. 1. | 1900. Sept. 1. | 1899. Sept. 1. | 1898. Sept. 1. |
|---|---|---|---|---|---|---|
| Liverpool and Manchester | 18,500 | 16,500 | 17,000 | 18,000 | 59,000 | 44,000 |
| Other British ports | 2,400 | 2,500 | 6,000 | 6,000 | 9,000 | 10,000 |
| Hamburg | 9,000 | 14,000 | 15,000 | 8,500 | 15,000 | 20,000 |
| Bremen | 1,500 | 1,000 | 1,500 | 2,000 | 3,000 | 3,000 |
| Berlin | 500 | 1,000 | 2,000 | 2,000 | 2,000 | 2,000 |
| Baltic ports | 5,000 | 6,500 | 11,000 | 7,000 | 9,000 | 9,000 |
| Amsterdam, Rotterdam, Mannheim | 2,500 | 3,500 | 1,000 | 3,000 | 3,500 | 3,000 |
| Antwerp | 1,000 | 1,500 | 4,000 | 5,500 | 7,000 | 5,000 |
| French ports | 1,100 | 1,100 | 2,500 | 5,000 | 4,500 | 7,000 |
| Italian and Spanish ports | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 |
| Total in Europe | 42,500 | 48,600 | 61,000 | 58,000 | 113,000 | 104,000 |
| Afloat for Europe | 26,000 | 42,000 | 54,000 | 54,000 | 48,000 | 58,000 |
| Total in Europe and afloat | 68,500 | 90,600 | 115,000 | 112,000 | 161,000 | 162,000 |
| Chicago prime steam | 45,760 | 46,529 | 47,495 | 97,432 | 215,045 | 187,505 |
| Chicago other kinds | 7,952 | 11,448 | 8,145 | 16,478 | 7,910 | 12,850 |
| East St. Louis | 550 | 900 | 6,434 | 7,438 | 16,000 | 1,925 |
| Kansas City | 2,628 | 4,315 | 10,571 | 8,464 | 22,026 | 22,989 |
| Omaha | 3,615 | 4,171 | 5,096 | 4,486 | 3,486 | 4,200 |
| New York | 6,905 | 6,555 | 10,186 | 6,468 | 13,110 | 9,912 |
| Milwaukee | 1,027 | 908 | 4,078 | 8,153 | 7,127 | 997 |
| Cedar Rapids | 3,715 | 3,403 | 1,258 | 2,016 | 1,153 | 3,484 |
| South St. Joseph | 1,668 | 2,476 | .... | 1,023 | 3,513 | No rec'd. |
| Total tierces | 142,320 | 171,345 | 208,259 | 263,958 | 449,370 | 405,562 |

**INCONTROVERTIBLE** facts and figures proving the decline in consumption of Japan Teas can now be had from the Government Statistical Department at Ottawa.

**"SALADA"** Natural Green Teas of Ceylon, by their superiority in strength, flavor, purity, and value, are dealing sledge-hammer blows at the adulterated Japanese product.

**Imports of Japan Tea to Canada have declined 5,931,262 lbs. since SALADA Ceylon Green Tea was first introduced.**

We specially desire correspondence from those who claim to know "something" about Japan Teas, yes, and if a little skeptical, it makes no odds, we can soon convince you, "or at least we think so."

**"SALADA," TEA CO., Toronto and Montreal**

Offices at Boston, Buffalo, Pittsburg, Detroit, Philadelphia, Cleveland, New York, Washington, Newfoundland, Toledo, Wheeling, W. Va.




Have **YOU** bought the

**Old Reliable?**

For sale by every wholesale grocer from the Atlantic to the Pacific.

Packed only from the finest Red Sockeye Salmon.

EVERY CAN GUARANTEED.

# *LILY WHITE GLOSS STARCH*

In 6-lb. Toy Trunks with real locks and keys.

This beautiful and useful package will be appreciated by every householder.

Try a case or two with your next ten-box order.

**The Brantford Starch Works,**
LIMITED,
**Brantford, Ont.**

# MARKETS AND MARKET NOTES

## ONTARIO MARKETS.

Toronto, September 4, 1902.

### GROCERIES.

MORE activity prevails this week in the wholesale grocery market than the week before. Merchants are returning from their holidays and are settling themselves down to business again. With the opening of the Industrial Exhibition and the usual early September orders, trade is expected to be quite brisk during the next week or ten days. Indeed, quite a large number of visitors are in town now and wholesalers claim they have all they can do to look after trade. The advance in salmon noted last week has been followed by the withdrawal of quotations on Fraser River fish and an appreciation of 10c. per case at the Coast on salmon from the Skeena River and Rivers Inlet. The coffee market continues quiet and unchanged, but the demand for sugars is increasing and is likely to be very heavy in a few days. The tea market continues very firm for Japans, and cable advices report blacks and green Ceylon teas stronger, the price of the latter being considerably stiffened. In currants, the market is easier and the sales are very heavy on new-crop fruit.

#### CANNED GOODS.

No quotations have yet been made on this season's tomatoes, but if the present fine weather continues they will likely turn out much better than was expected some time ago, and prices may not be so high after all. The same uncertainty continues to exist regarding peas and corn, but the general opinion on all sides is that no reduction in their prices will take place this season, but owing to the lateness of the crop it is very hard to tell what the result will be. Prices this week remain unchanged at $1.15 up for tomatoes, 80c. up for corn and 82½c. up for peas. The activity in the salmon market continues, following the advance of last week. Quotations from the Coast on Fraser River salmon have been with drawn and Northern fish have been put up 10c. per case. When the London, England, market opens salmon are expected to advance sharply. We quote: Northern salmon, $1.40 to $1.45 and Horseshoe, $1.50 to $1.52½.

#### COFFEES

There has been little, if any, improvement this week in the demand for coffee, which is still principally confined to a little business in green Rios. On the outside markets prices are maintained, and cable advices report higher European markets. We quote: Green Rio, No. 7, 7¾c.; No. 6, 8c.; No. 5, 8¼c.; No. 4, 9c.; No. 3, 10 to 12c. per lb.

#### NUTS.

The condition of the local market for nuts is unchanged from last week, trade still being at a standstill. Prices on the outside markets on all lines of nuts are firmly held. Walnuts of all descriptions are firm and in view of high quotations on the primary markets prices everywhere are stronger in feeling.

#### RICE AND TAPIOCA.

A fairly steady jobbing demand is reported for rice, and tapioca is experiencing about the same sort of market locally. The New York rice markets are slow, but prices there are holding fairly steady. The Southern rice market holds fairly steady and the river crop is being marketed freely but supplies are being fairly well taken care of at the ruling prices. Tapioca is steady, but no offerings are being made from the East. Quotations

**See pages 41 and 42 for Toronto, Montreal, St. John and Halifax prices current.**

are now as follows: B rice, 3½c.; Japan, 5½ to 6c.; sago, 3¾ to 4c.; tapioca, 3½ to 3¾c.

#### SYRUPS AND MOLASSES.

The tone of the local market for syrups and molasses is still inactive and the prices are unchanged. The outside markets are characterized by small offerings of the better grades of grocery molasses, which is due to very moderate available supplies. Blackstrap was offered fairly free, but the demand was limited in scale.

#### SPICES.

The local spice market is still inactive and the prices are unchanged. Pepper on the outside markets is becoming quite active, there being a brisk jobbing demand for all grades, and prices have been well maintained.

#### SUGAR.

The demand for sugar on the local market is increasing, and trade in a few days will likely be heavy. A shortage of spot supplies is feared in some quarters. In the United States the tone of the raw sugar market is firm and the receipts for the week were heavy, being 50,099 tons, and the exports from Cuba were 37,300 tons, the heaviest yet, but arrivals, in a week or two, are expected to fall off, and with less pressure to sell, gradually but slowly improving prices are looked for. The total stock in the four ports is 142,614 tons, against 137,515 tons last week and 196,842 tons last year, and the total estimated afloats to the United States from Cuba and the West Indies, Java, Hawaii, Europe, etc., amount to 335,000 tons against the same quantity last year. Special reports coming in regarding the Brazilian crop say that it will be late this year. The weather has been favorable for the growing Cuban crop, and the new crop is expected to be equal to the last one. The refined sugar market has remained steady with a continued good demand from all parts of the country. Refiners are busy melting sugar endeavoring to catch up in their deliveries, they being at present from five to 14 days behind in their shipments. A larger demand from all parts of the States than usual is expected this month, and it is feared that refiners will be even slower in their deliveries than at present. There is a heavy crop of fruit throughout the country and small stocks of sugar in nearly all localities, so a large demand will be kept up, if only for canning purposes. If the demand continues to increase largely it would not be surprising if some advances in prices were made.

#### TEAS.

The local trade in Indian and Ceylon teas has been good. The market for Japans holds firm, and United States standard could not be laid down under 16½c. The total export will be about the same as last year, but the entire export to Canada will not exceed 2,500,000 lb. Advices from the primary markets state that finer grades of Japans are about exhausted and that some stocks of the inferior grades are still on the market, but the quality of the latter is not very good. Ceylon greens seem to be taking the place of Japans, and samples which are offering in matted packages, similar to the Japan packages, show a much better value than the Japan teas. Cables from Calcutta and Colombo show a further advance of ½c. per lb. on both blacks and greens. On the London, Eng., market the auction of Indian teas passed with some irregularity, especially among medium grades, which were frequently slightly cheaper. Common kinds were steady, while really attractive teas sold at full prices. Good competition ruled throughout the sale of Ceylons, and prices continued steady for all descriptions. A small quantity of

Javas brought forward met with good competition and sold mostly at steady to slightly dearer prices.

### FOREIGN DRIED FRUITS.

CURRANTS.—The primary currant market has eased off a little with heavy sales. Shipments of the new crop of currants are now being made from Greece. We quote Filiatras, 5¾ to 6c. and Patras, 6¼ to 7c.

VALENCIA RAISINS.—There is still an absence of stock of Valencia raisins on the market, and prices are unchanged. We quote selects, 8½ to 9c.

DATES.—The market for dates continues very quiet and the prices are steady. We quote: Dates, in bulk, 4½c. and in packages, 6¼ to 6½c.

PRUNES.—The demand for prunes amounts to little or nothing, the presence of green fruits on the market hurting the trade in these as well as in all other lines of dried fruits. Our quotations follow: Californian prunes, 100-110's, 5c.; 90-100's, 5½ to 6¼c.; 80-90's, 6½ to 7c.; 70-80's, 6¾ to 7¼c.; 60-70's, 7½ to 8c.; 50-60's, 8 to 8½c.; 40-50's, 8¾ to 10c.

CALIFORNIAN EVAPORATED FRUITS.—The offerings of Californian figs are reported steady. Trade in all lines of evaporated fruit is experiencing the flatness usual at this time of the year. Quotations now are: 11 to 14c. per lb. for peaches and 13 to 17c. for apricots. New Santa Clara apricots are quoted f.o.b. the Coast at 7c. in 50-lb. boxes, and 7½c. in 25-lb. boxes in carload lots.

### GREEN FRUITS.

The local green-fruit market on the whole is active. Tomatoes are coming in freely and the prices are correspondingly lower. The crop is turning out much better than was expected, owing to the fine weather prevalent during the last few weeks. Quite free offerings of plums are being made, but so far trade in them has hung back, as the preserving demand for them has not yet set in. There are quantities of peaches of the better grades now being offered and Canadian grapes, which are late this year, show an excellent quality. The crop is reported good. Apples are very plentiful and cheap. We quote: Tomatoes, per basket, 17½ to 25c.; plums, 20-30c.; peaches, 35c. to $1; grapes, 35 to 85c.; pears, 30 to 60c.; apples, 8 to 15c.; crabapples, 20c.; huckleberries, 90c. to $1.15; peppers, 20c.; lawtonberries, 5 to 6c.; muskmelons, 35 to 50c.; cucumbers, 15c.; corn, by the case, 7 to 8c. per doz.; Californian late Valencia oranges, $5.50 to $5.75; Messina lemons, $1.50 to $2 per box; bananas, $1.25 to $1.75 per bunch; red bananas, $1.25 to $1.50; Jersey sweet potatoes, $4 per bbl.

### VEGETABLES.

Trade is improving in all lines of vegetables and the prices are steady. The Exhibition is an important factor in increasing business. Quite a quantity of pickling onions and cucumbers are now offering and large quantities of cabbage are being sold. Lettuce is not so much in demand as before, and rhubarb is about done. We quote: Green onions, 8 to 30c. per dozen; rhubarb, 20 to 30c. per dozen; lettuce, 20 to 25c. per dozen; radishes, 20 to 25c.; mint and parsley, 20 to 25c.; turnips, 30c. per dozen; cauliflower, 50c. to $1.50 per dozen; cabbage, 30 to 50c. per dozen and $1 per barrel; carrots, 15c. to 20c. per dozen; beets, 15c. per basket; new potatoes, 50 to 60c. per bush; beans, 20c. per basket; celery, 50 to 75c. per dozen; vegetable marrow, 75c. per doz.; corn, 8 to 15c. per doz.; squashes, $1 to $1.50 per doz.; egg plant, 75c. to $1 per basket; pickling onions, 75c. per basket; ditto cucumbers, 15 to 20c. per basket; asparagus beans, $1 per bushel.

### COUNTRY PRODUCE.

EGGS.—The receipts of eggs continue heavy and are, if anything, larger than they were last week. The quality is improving and the demand is steady for fresh gathered stock. Second grades are dull and easier. Strictly fresh are quoted at 15 to 16c.; ordinary, store collected, candled, 14½ to 15c. and seconds and checks, 10 to 11c.

BEANS.—There is little or no demand for these. The prices are firm at $1.40 to $1.50 for prime and $1.50 to $1.60 for handpicked.

HONEY.—Reports from different parts of the country are conflicting regarding the honey crop of this year. Some localities report a good yield and others state that it amounts to little or nothing. We quote prices paid for new crop on arrival: Honey, in 60-lb. tins, 7 to 8c.; in less quantities, 8 to 9c. Combs, $1.40 up.

POULTRY.—There is a good demand for all kinds of poultry this week, owing to the Exhibition. Very few turkeys are offering. We quote: Live chickens, 45 to 60c. per pair; dressed chickens, 50 to 65c.; turkeys, 11 to 13c.; ducks, 60 to 85c.

POTATOES.—The demand for these is steady and the prices are unchanged. We quote 35 to 40c. per bushel.

### BUTTER AND CHEESE.

The offerings continue large at outside stations and the market is becoming well stocked. The demand is only moderate and is principally for dairy of the best quality. Cable advices from England report the markets there to be draggy with stocks accumulating and buyers holding off. Some people are expecting a decline before any large movement takes place. We quote: Choice 1-lb. rolls, 15 to 16c.; dairy tubs, best quality, 14½ to 15c.; store packed, uniform color, 14c.; low grades, 11 to 12½c.

CHEESE.—The market is easier and cable advices report a decline of 1s. since last week. The local demand is slow and the make continues large. Sales at the factory vary from 9⅝ to 9 11-16c. per lb. Quotations here are 10 to 10½c. for finest and 9½ to 9¾c. for seconds.

### FISH.

The demand for all kinds of fish is good. The shortness in the catch is being felt on the local market, and whitefish and trout are hard to get. Lake Erie herring are also hard to get. Our quotations are as follows: Fresh fish—Lake Erie herring, 4 to 5c.; perch, 4 to 5c.; trout, 9c.; and pike, 6c.; British Columbian salmon, 20c.; whitefish, 9c.; blue fish, 15c. per lb.; mackerel, 15 to 20c.; rock bass, 4c.; speckled trout, 25 to 30c.; halibut, 15c.; Niagara whitefish, 9c. per lb.; blue pike, 4c. per lb.; live lobsters, 25c. per lb., with very few offering.

### GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.—The grain market continues steady for Northwestern and Northern wheat and the reports of the favorable progress that is being made in harvesting this year's large crop are causing prices to remain stationary. We quote: No. 1 Northern, 84c. per bushel; No. 2 Northern, 82c. per bushel. On the St. Lawrence market quite a large amount of damaged and inferior wheat is being offered, and prices are consequently weak. Liberal receipts of oats are reported. We quote: White Ontario wheat, 65 to 69c.; red wheat, 67 to 69c.; goose wheat, 65 to 66c.; oats, new, 32c.; ditto, old, 48c.; barley, 42c. and rye, 47c. per bushel.

FLOUR.—The condition of the market for flour is unchanged from last week, and our quotations are as follows: Ontario patents, in bags, $3.50 to $3.65; Hungarian patents, $4 to $4.10; Manitoba bakers', $3.70 to $3.85; straight roller, $3.30 to $3.40 per bbl. in Toronto.

BREAKFAST FOODS.—The large deliveries of new oats have had the effect of weakening the prices of oatmeal and rolled oats, which have declined 20 and 15c. per bbl. respectively. The market is becoming more active for oatmeal. Rolled wheat is also in good demand. We now quote: Oatmeal, standard and granulated, in carlots on track here, $5.20; standard rolled oats in carlots on track here, $4.90 per bbl.; in wood, 10c. extra; broken lots are 20c. per bbl. extra; rolled wheat, $2.50 in 100-lb. bbl.; cornmeal, $4; split peas, $4.75; pot barley, $4.25 in 196-lb. bbls.

### HIDES, SKINS AND WOOL.

HIDES.—The market for hides is steady and fairly active, and prices are unchanged. Our quotations are: No. 1 green, 8c.; No. 2 green, 7c.; No. 1 green, steers, 9c.; No. 2 green, steers, 8c.; cured, 8½ to 9c. per lb.

SKINS.—There is a fair amount of business doing in skins. We now quote: Veal skins, 6 to 14 lb. inclusive, No. 1, 10c.; No. 2, 8c.; do., 15 to 20 lb. inclusive, No. 1, 9c.; No. 2, 7c.; deacons (dairies), 60 to 70c. each; shearlings and lambskins, 45c.

WOOL.—The wool market continues weak and quotations are unchanged at 13½c. for fleece wool and 7½c. per lb. for unwashed.

TALLOW.—The market is weak and prices are likely to be lower. We quote 6¾ to 7c.

### SEEDS.

Some alsike and timothy are offering at outside points. We quote $5 to $7 per bushel for alsike and $1.75 to $2 for timothy.

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MARKET NOTES

Dressed hogs have gone down in price 25c. per 100 lb. and veal, 1c. per lb.

The prices of oatmeal and rolled oats have declined 20 and 15c. per bushel respectively.

Quotations on Fraser River salmon have been withdrawn and Northern have been advanced 10c. per case.


## To Commission Agents.

An old-established firm of Sauce Manufacturers require the services of Commission Agents to push the sales of their goods in Canada. Only those with first-class references and who can influence trade need apply to "Prize Medal," care CANADIAN GROCER. (35-3)


QUAKER
WILSON STRAWBERRIES
EXTRA
QUAKER BRAND
FRUITS
BLOOMFIELD PACKING CO.
(LIMITED)
BLOOMFIELD, ONT.


QUAKER
CUTHBERT RASPBERRIES
EXTRA
QUAKER BRAND
FRUITS
BLOOMFIELD PACKING CO.
(LIMITED)
BLOOMFIELD, ONT.

# "QUAKER" BRAND Canned Goods

ALL GOODS in the fruit and vegetable line packed under this label are grown among the Quaker Community of Bloomfield, Prince Edward County, Ontario, Canada.

This place is situated in the garden of the Bay of Quinte district—celebrated for growing the finest flavored fruits and vegetables in the world. Surrounded as it is, on one side by the waters of Lake Ontario, on another by West Lake, and on still another by the Bay of Quinte, the growing crops have at all hours the benefit of the cool breezes that continually sweep across one or other of these sheets of water. For this reason the crops in this locality—even in the dryest and hottest weather—have never been known to shrink or dry up, and always retain their pure, sweet, natural flavor. It is no exaggeration to say that there is not a spot on the Continent so splendidly adapted for the perfect growth of fruits and vegetables.

Recognizing that it was an ideal spot for a canning factory, two years ago the Bloomfield Packing Co. erected a plant and factory in this locality, at an expense of $40,000.00, solely for the purpose of canning fruit and vegetables. This is recognized as the most complete canning factory in Canada, and pronounced by visitors, conversant with the canning business in the United States, the equal of anything in that Country. One of the first things we did in starting was to register the word "QUAKER" as a trade mark, so that consumers could, under this label, find canned goods that would be known as the standard in quality from one end of the Dominion to the other. No expense has been spared in procuring the most experienced and practical men for the packing and management of the business, so as to insure perfection in the class of goods placed before the public.

The retail trade throughout the Dominion can procure
"QUAKER" BRAND CANNED GOODS
from the following wholesale firms:

| | | | |
|---|---|---|---|
| H. N. BATE & SONS, | Ottawa, Ontario. | DEARBORN & CO., - | St. John, N. B. |
| H. P. ECKARDT & CO., | Toronto, " | BAULD BROS. & CO., | Halifax, N. S. |
| GEO. WATT & SONS, | Brantford, " | CODVILLE & CO., - | Winnipeg, Man. |
| JOHN GARVEY, - | London, " | W. J. McMILLAN & CO., | Vancouver, B. C. |
| RANDALL & ROOS, | Berlin, " | W. H. MALKIN & CO., | " " |
| R. J. CARSON, - | Kingston, " | KELLY, DOUGLASS & Co., | " " |
| J. A. MATHEWSON & Co., | Montreal, Que. | HUDSON BAY CO., | " " |

**TORONTO COLD STORAGE**

9-11-13 Church St., - - - TORONTO

Under new management.
Chill rooms now being repaired. Service improved.
Storage solicited.

**W. HARRIS & CO., - PROPRIETORS**
Telephone Main 1831

**LEMONS and BANANAS**

Write us if you want a snap.
We solicit consignments—Eggs, Butter, Honey, Poultry Live and Dressed.

**SMITH & CARMICHAEL**
70 COLBORNE ST., TORONTO.

Butter Cheese
Eggs Poultry

Consignments Solicited.
Highest Prices. Prompt Returns.

**The Wm. Ryan Co.,**
... Limited.
70 and 72 Front St. E., Toronto.

**EGGS—BUTTER**

WE ARE BUYERS—F.O.B. your station. 'Phone, write or wire us, stating quantity you can sell for delivery next week.

**Rutherford, Marshall & Co.**
Wholesale Produce Merchants,
68 Front Street East, Toronto.

The
**DAWSON Commission Co., Limited**

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

Cor. Market and Colborne Streets, TORONTO

**CLEMES BROS.**

**Wholesale Fruit and Commission Merchants.**

Special attention given Mail and Telephone orders.

Your consignments, produce and fruit carefully handled.

WRITE US FOR PRICE LISTS.

## QUEBEC MARKETS.

Montreal September 4, 1902.

### GROCERIES.

JOBBERS all report business as most satisfactory during the past week. The excellent grain crops throughout the country are already commencing to stimulate the demand, and a good business is indicated for fall. Last week common clothespins advanced about 10 per cent. On the basis of this advance the price ought to be 60c. per box of five gross. Spring clothespins have also advanced, and are now sold at 90c. per box of two gross. Pure lard has again weakened, and a decline of about ½c. is reported. Armour's and Jones' pork are both 50c. lower, while Armour's canned meats have declined about 10 per cent. all round.

SAGUR.

The sugar market, locally, continues fairly active. The demand from country points as well as from local buyers is improving, and as the fruit-preserving season advances trade grows brisker. There has been no change in the price. The market is steady at $3.65 for granulated sugar and $3 to $3.55 for yellows. From New York, advices state that the firm tone of the previous week still characterizes the market for raw sugar, and refiners experienced some difficulty in obtaining what supplies they wanted.

TEAS.

On the local market the demand for teas is not heavy. Business with country points is rather quiet, many merchants having made purchases sufficient to do them for some time ahead. A report from the Japan market states that the second and third crop is ½c. lower. A local buyer declares that he has enough old tea on hand to do for some time yet, and he will not buy new crop till prices are still lower, which he expects will not be long. He states that on making inquiries among holders in Japan for teas he found quite a competition among them to dispose of their stocks, and since dealers here are not anxious to purchase at the present high prices, he feels confident that considerably lower figures will yet be quoted. Ceylon teas, both black and green, are firmer, and the former are 1c. higher on the primary market. Indian teas, low grades, are also stiffening. China green teas are still high in price and it is likely that high prices will prevail throughout the season, as these teas have started on a bare market all over the world, and the demand is very good. In China blacks there is no change. Congous are reported steady, but the probability is that lower prices will prevail later on.

SYRUPS AND MOLASSES.

There has been no change whatever in the market for corn syrups. The demand is no more than fair. We quote: 3½c. in bbls.; 3⅝c. in ½ bbls.; 3¾c. in ¼ bbls.; $1.60 in 38½-lb. and $1.20 in 25-lb. pails. Molasses, also, are unchanged. The market is quiet but steady at 23 to 24c. for Barbados. Antigua sells for 24c. and Porto Rico, 38c.

SPICES.

In all spices there is a fairly good movement, but the market shows no particular feature. Values are steady and the firm feeling in most lines is retained.

The following Brands manufactured by

**The AMERICAN TOBACCO CO.**
OF CANADA, Limited

Are sold by all the Leading Wholesale Houses:

CUT TOBACCO . . . .
OLD CHUM,
SEAL OF NORTH CAROLINA,
OLD GOLD.

CIGARETTES . . . .
RICHMOND STRAIGHT CUT,
SWEET CAPORAL,
ATHLETE, DERBY.

First direct consignment
—OF—
**Spanish Onions**
RECEIVED.

Arguimbau's Pack. Finest quality.
Prices right. Correspondence invited.

**WHITE & CO., Toronto.**

SEND YOUR NAME if you have, or will get,

**H AND H**
TRADE MARK

the unequalled cleaner. People who once use it, want it, and we will do some sampling for you. 34 Yonge St., Toronto. All wholesalers sell it.

**RIDGE HALL FRUIT FARM**

... PRODUCES ...

Finest Peaches, Cherries, Grapes, Early Tomatoes, Cucumbers, Cabbage, Melons, Leaf Tobacco, Etc.

Correspondence Solicited.

**E. E. ADAMS, - Leamington, Ont.**

Winnipeg Brokers.

**M. B. STEELE**

Wholesale Commission Merchant and Broker.

Correspondence and Agencies Solicited.

Stovel Building - WINNIPEG, CANADA.
P.O. Box 731.

**E. NICHOLSON**

Wholesale
Commission Merchant
and Broker.

Correspondence Solicited from Manufacturers and Shippers

**WINNIPEG, MAN.**

We quote as follows: Nutmegs, 35 to 55c. per lb., as to size; penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 22c., according to grade; white, 25 to 27c.; ginger, whole Cochin, 15 to 17c.; Japan, 13 to 14c.; Jamaica, 16 to 20c.; Afghan, 12 to 13c.; ground, Japan, 15c.; Cochin, 16 to 17c.; Jamaica, 20 to 22c.; and Afghan, 13 to 14c.

### RICE AND TAPIOCA.

There is nothing new to report on this market. Business is of moderate proportions, and the market is steady and unchanged as to prices. We now quote as follows: B rice, in bags, $3.02½; in ½ bags, $3.07½; in ¼ bags, $3.12½; in pockets, $3.17½. In 10-bag lots an allowance of 10c. is made. CC rice, $2.92½ in bags; $2.97½ in ½ bags; $3.02½ in ¼ bags and $3.07½ in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4 to 5c. per lb. and tapioca, 3½c.

### CANNED GOODS

Orders for new-crop canned fruits and vegetables are coming in freely, the recent advance in one or two lines having acted apparently as a hint to the trade that others might follow. Canned blueberries, of the new pack, which have been offered on the market for some time, are now quoted at 87½ to 90c. In canned meats, a decline of about 10 per cent. has taken place in Armour's brands, all lines being affected to about that extent. Spot stocks are becoming very meagre. We quote on new crop: Tomatoes, $1.05 to $1.10; corn, 80 to 85c.; peas, 80c. to $1.20; string beans, 80 to 85c.; strawberries, $1.15 to $1.60; blueberries, 87½ to 90c.; raspberries, $1.45 to $1.60; gooseberries, $1.45 to $1.60; pears, 2's, $1.60 to $1.70; 3's, $2.10 to $2.15; peaches, 2's, $1.65 to $1.70; 3's, $2.50 to $2.75; 3-lb. apples, 85 to 90c.; gallon apples, $2.10 to $2.20; 2-lb. sliced pineapples, $2.20 to $2.30; grated pineapples, $2.50; pumpkins, 95c. to $1; spinach, $1.50; sugar beets, 95c. to $1. We quote spot goods: Peas, 82½c. to $1.15; corn, 82½ to 85c.; tomatoes, $1.12½ to $1.17½; gallon apples, $2.50; salmon, pink, 92 to 95c.; spring, $1.25; Rivers Inlet red sockeye, $1.30; Fraser River red sockeye, $1.10.

### FOREIGN DRIED FRUITS.

CURRANTS. A reduction in the price of currants was followed by a considerably increased demand. Some rain is reported to have fallen in the producing district, which has resulted in strengthening the market somewhat. We quote: Fine Filiatras, 5½ to 5½c. in ½ cases; cleaned, 5½ to 5¾c.; 1-lb. cartons, 6½ to 7c.; finest Vostizzas, 6¼ to 7c.

VALENCIA RAISINS.—On account of the damage to the crops an advance has taken place on the primary market, finest off-stalk being now quoted at 27s. and selected at 30s. c. and f. Montreal shipment via Liverpool.

SULTANA RAISINS.—On the producing market prices have advanced on Sultana raisins. Locally, there has as yet been no change and 9½c. per lb. is the price quoted. Orders are being booked for new-crop raisins, for future delivery, at prices about the same as last year.

CANDIED PEELS.—Nothing of importance has occurred on this market. The demand is no more than fair. We quote: Citron peel, 15c.; orange, 11½c.; lemon, 10½c. per lb.

MALAGA RAISINS.—These, on the local market, are very scarce. There may be a few holders, but all stocks are of the smallest. Prices are almost nominal. Our quotations are as follows: London layers, $1.50 to $1.60; "Connoisseur Clusters," $2.15 to $2.25; ¼'s, 65 to 70c.; "Royal Buckingham Clusters," $3.30 to $3.35; ¼'s, $1.05 to $1.10; "Excelsior Windsor Clusters," $4.50 to $4.60; ¼'s, $1.30 to $1.40.

DATES.—There has been no further advance in the price of dates. A fair demand exists for Hallowees at 5c. per lb.

FIGS.—We hear that some houses have already started to offer Comadre figs and tapnees at prices ruling somewhat higher than those of last year.

CALIFORNIAN EVAPORATED FRUITS.—A moderate but steady demand is experienced for these fruits. Prices have not changed. We quote: Pears, 10c.; peaches, 10½c. and apricots, 11½c.

CALIFORNIAN RAISINS. Nothing new has been reported from the Coast in regard to these. Seeded will likely open about 8c. on the primary market. Locally the price is 9¾ to 10½c. per lb.

PRUNES.—These continue in good steady demand. Prices are unchanged. We quote: 8½c. for 40-50's; 8c. for 50-60's; 7¾c. for 60-70's; 7½c. for 70-80's; 6¾c. for 80-90's; 6½c. for 90-100's.

### NUTS.

Valencia shelled almonds are now quoted 1 to 1½c. higher and to judge by the new crop, prospects are that continued high prices will prevail. Other lines are steady, but the market for all sorts of nuts is very firm. We quote: Walnuts, 10 to 11c.; Tarragona almonds, 12 to 13c.; shelled walnuts, 17½ to 18½c.; shelled almonds, 26 to 27½c.; filberts, 9c. and pecans, 15 to 16c.

### GREEN FRUITS.

The good demand for all sorts of fruits has not slackened in the least, and jobbers report a continued active market. Prices have not changed. We quote as follows: Jamaica oranges, in bbls., $7.50, in boxes, $4.25; Sorrento oranges, $3.75 to $4 per box; Messina lemons, $3.50 per box; pineapples, 13 to 20c.; cocoanuts, $3.25 per bag of 100; bananas, No. 1, $1.25 to $2 and eight-hands, $1 to $1.50; cucumbers, 11c. per doz.; Canadian cabbage, 75c. per bbl.; potatoes, $1.15 to $1.30 per bbl.; watermelons, 25c.; muskmelons, $3.50 per crate; blackberries, 5 to 7c. per box; peaches, $1.25 per box; plums, $1.25 to $1.75 per box; pears, $2.50 to $2.75 per box; limes, $1.50 per box; Canadian peaches, 30 to 35c. per basket; plums, 40c. per basket; blueberries, $1.50 per box; Canadian apples, in bbls., $1 to $1.50, in baskets, 20 to 30c.; egg plant, $1.10 per basket; Canadian basket tomatoes, 30 to 40c. per basket; Canadian pears, 40c. per basket; Spanish onions, $1 per crate, $3 per case.

### FISH.

There continues to be a fair movement in all lines of fresh fish. Whitefish and dore are both quoted ½c. lower this week. Holland herring are slightly higher. Dried codfish, which is now quoted per 100-lb. bundle, are also higher in price. Our quotations are now as follows: Haddies, 7 to 7½c.; smoked herrings, 9 to 10c. per box; fresh haddock and cod, 4 to 4½c. per lb.; whitefish, 7½ to 8c.; dore, 7½ to 8c.; pike, 6 to 6½c.; halibut, 12c.; salmon, 16c.; trout, large and medium, 8½ to 9c.; No. 1 herring, Nova Scotian, $4.75 to $5.25 per bbl. and $2.50 per ½ bbl.; No. 1 Holland herring, $6.50 per ½ bbl.; No. 1 Scotch herring, $6.50 per ½ bbl., and 95c. per keg; Holland herring, 75c. to 85c. per keg; No. 1 green codfish, 85 per bbl.; mackerel, $12.50 per bbl.; boneless cod, 1 and 2-lb. blocks, 6c. per lb.; loose, boneless cod, 5c. per lb. in 40-lb. boxes; dried codfish, $5.00 per 100-lb. bundle; No. 1 Labrador salmon, $17.50 in tierces, and in barrels, $12.50; No. 1 British-Columbian salmon, $6 per ½ bbl., and $12 per bbl.; standard bulk oysters, $1.50 per gallon; Marshall's kippered herring, $1.45 per doz.; Canadian kippered, $1 per doz.; Canadian ¼ sardines, $3.75 per 100; canned Cove oysters, No. 1 size, $1.30 per doz.; canned Cove oysters, No. 2 size, $2.20 per doz.

### COUNTRY PRODUCE.

EGGS.—The demand is still light, but prices have been maintained. We quote: Selected, 18 to 18½c.; candled stock, 15 to 16c.; straight receipts, 14½ to 15c.; No. 2, 13 to 14c. in round lots.

BEANS. Trade is quieter than a week ago and at present not much business is being done. The price is steady at $1.40 to $1.45 per bushel.

HONEY.—The market has not altered in the least. There is a good demand for white strained in 10-lb. tins at 8c. to 8½c. per lb. White clover comb remains at 10 to 11c. per lb., but holders are not anxious to sell at that price.

POTASH.—There has been a much better feeling on this market and a good business has been done in first and second pots at higher prices. We quote as follows: Firsts, $4.35 to $4.40; seconds, $3.55 to $3.60 and pearls, $6 to $6.25.

POTATOES.—The demand has improved considerably. The market is much firmer and higher. We now quote Early Rose at 75c. per bag for good to choice and ordinary at 60c.

MAPLE PRODUCTS.—These are quiet at 70 to 80c. for syrup in large tins and 50 to 60c. in small tins. Sugar, 7 to 8c. per lb.

### BUTTER AND CHEESE.

BUTTER.—The market has not improved and business continues quiet with no quotable changes to report. Higher prices are reported to have been paid in the country, but on the local market nothing new has transpired. We quote: Fancy Townships creamery, 18¾ to 19¼c.; finest Ontario creamery, 18 to 18¼c. and dairy, 15½ to 16c.

CHEESE.—The market conditions are practically unchanged, the demand being still very light. Stocks are commencing to accumulate now, but no quotable change has resulted as yet. Export business is also of small proportions, competition being exceedingly keen. We quote: Finest Ontario, white and colored, 9⅝ to 9¾c.; finest Townships, white and colored, 9½ to 9⅝c.; finest Quebec, white and colored, 9⅜ to 9½c.

### FLOUR AND GRAIN.

FLOUR.—All grades of flour are quoted lower this week. Manitoba spring wheat patents show the least decline. The others are from 15 to 20c. lower. We quote: Manitoba spring wheat patents, $4 to $4.10; strong bakers', $3.45 to $3.75; straight rollers, $3.45 to $3.55; winter wheat patents, $3.75 to $3.95.

GRAIN.—Locally, the market has been quiet. No. 1 Northern Manitoba wheat is quoted at 73½c. afloat, Fort William;




**Seal Brand**
In 1 and 2-lb. Cans only.
(AIR-TIGHT.)

The word "Coffee" is expressive. It suggests hospitality, liberality and good cheer. Poor Coffee is an abomination. It disgraces the name. It is a social sham. If you want to know where your Coffee really stands test it against Chase & Sanborn's SEAL BRAND, which experts say is the finest grown. This may well be, for it is all grown to their special order on private plantations, and costs twice as much to sort and roast owing to the great pains taken.

# CHASE & SANBORN, Importers, Montreal.




# Free To Grocers

To every Grocer who is handling our **CRYSTAL WASH BOARD,** buying it either direct from us or through the wholesale houses, we will send free, postage paid

## 100 Pretty Advertising Cards

SIMILAR TO CUT

containing on the back an advertisement for CRYSTAL WASH BOARDS, and also neatly printed with your name and address as having them for sale.

They are cards you need not be ashamed to give to your customers, and they will also assist your sale of CRYSTAL WASH BOARDS. Send us your address.

# Taylor, Scott & Co.
TORONTO.

**Coffees** **Spices**

Now is the time to place your order with us for Coffees and Spices. Goods that sell quickly are the only kind we have to offer. Quality combined with right prices accelerate the sale of our goods. Mail orders receive prompt attention.

**S. H. EWING & SONS** 96 King St., MONTREAL.

Telephone Bell Main 65
" Merchants 522.

Telephone orders receive prompt attention.

## OTTAWA TRADE GOSSIP.

BUSINESS with the wholesale trade has improved the past fortnight, especially during Exhibition week. Outside customers were in to see the Fair and incidentally to do some business. Reports from all wholesale houses are that they were more than pleased with the number of buyers, which goes to show that Ottawa is fast becoming recognized as a good trade centre.

Retailers benefitted greatly also, but seemingly not to the extent of other years, when the Exhibition was held during the latter part of September, as then the quantity of grapes, peaches and pears is so much larger, and it was the custom of strangers to take all they could carry with them, but this year the supply was not large at the time, therefore business in that line was small. However, everyone seemed to be pleased, as things looked lively owing to the great throng of people in the city.

Sugars are keeping the same price, no change having taken place for some time.

Canned salmon is reported about 20c. a case higher than a month ago, with a likelihood of a further raise. At any rate, it is not being offered for future as it was then.

Currants for future are higher, and those that did not buy are feeling a little sorry.

Tomatoes to arrive are not being quoted. It looks as if orders will be filled only in part.

The pickling season has opened up, and vinegar and spices are moving fast.

Valencia raisins are almost cleaned up. Fine off-stalk are worth 6¼c.

In green fruits at the Ottawa Fruit Exchange apples in baskets have been selling, according to quality, from 15 to 30c.; peaches, ordinary, from 25 to 40c. and good grades from 50 to 90c.; plums, 25 to 50c. Bananas have been going very low, eight-hands bringing around 50c. and No. 1 about 75 to $1.

A car of Californian fruit was disposed of to-day and brought good prices.

Chase & Sanborn, Montreal, have donated a large president's chair to the Ottawa Retail Grocers' Association. The gift was much appreciated, and the members of the Association will always feel more friendly to their popular traveller, Fred. Hodge, who made the presentation on behalf of the firm.

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Success is not fast enough to overtake the slow business man.

## INTERESTING SUIT OVER NEEDLES.

An interesting case has recently been decided in the Chancery Division of the High Court at Redditch, England, which is of particular interest to merchants who handle needles. It appears, according to the evidence, that a man named J. Y. Morrall had sold a certain firm the right to manufacture needles under his name. It was claimed by Abel Morrall, Limited, Redditch, who is represented in Canada by C. H. Westwood & Co., Limited, Toronto, that the needles made by the defendant firm were an infringement of the needles they manufactured, and they applied for an injunction to prevent the continuance of this practice. The judgment, which has just been given, was in their favor, and the firm which was alleged to be infringing on the right of Abel Morrall, Limited, is therefore restrained from continuing the practice. The judges held that the defendants were simply trying to deceive the public by putting a cheaper and inferior needle on the market than that made by Abel Morrall, Limited, a firm which has been in business for nearly 100 years. The litigation has been pending for some time, and it is alleged that the costs are something in the neighborhood of $10,000.

There is no better trade-winner than a good article - Sell your customers

Blue Ribbon Ceylon Tea

address orders to 12 Front St. East - Toronto and they will receive prompt attention

## PACKING AND GRADING OF APPLES.

By William Dixon, Hamilton, Ont.

THE apple packers and dealers in the eastern part of this continent have never given the matter of grading the attention that its importance renders necessary. Not only does this apply to apples, but to other products, especially deciduous fruits.

In the Western States a very different condition of packing and grading exists, which has greatly enhanced the popularity and assisted in the disposal of their fruit. The question is, why should we not advance in our particular trade and meet the demands of the consumer by grading to suit all classes, thus enhancing the value and increasing the consumption of the king of all fruits.

The grading of apples in the east had been so deceptive and fraudulent in the past that a great many of the largest hotels and restaurants in the large consuming centres have, to a large extent, abandoned the use of the green stock, and have adopted the dried and canned article instead, claiming that they cannot depend on getting value for what they pay, but are deceived in their purchases.

I have often thought if we had to handle oranges in the same way that apples are handled, what would be the result. A very unsatisfactory and unprofitable trade; why, therefore, continue to pack apples in the old, slovenly, unsatisfactory and unprofitable manner that exists at present?

We are all aware of the difficulty of grading properly when harvesting the fruit in the orchards. In order to overcome this difficulty it would be absolutely necessary to concentrate supplies in fruit houses and storage places, where time and care could be taken to grade it to meet all demands of the different markets.

In my opinion, the larger varieties of apples, such as Baldwins and Spies, should be carefully graded into four classes, extra large, large, medium and small; and such varieties as Jonathan, Snows and Duchess into three grades; then I feel confident we could satisfy all classes of consumers.

In no instance should diseased fruit of any kind be packed in barrels or boxes, as there is in the fall sufficient demand for all such fruit in bulk by canners, dryers and the peddling trade to consume it, as the demand for canned and dried apples is increasing so enormously in all parts of the world that it is quite unnecessary to pack such fruit, which injures the demand for the sound green fruit.

I feel that if some system of grading were adopted by the members of the association

There is no better than the Best
in any line of goods.

In Pork and Beans with Chili Sauce
the best is Clark's

We guarantee the quality, it's A1.

EPPS'S
GRATEFUL.
COMFORTING.
IN ¼-LB. LABELLED TINS. 14-LB. BOXES.
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. COCOA

ESTABLISHED 1861
HEADQUARTERS FOR FANCY FRUITS.
Send your orders for the very best quality of
ORANGES, LEMONS, BANANAS and PINEAPPLES.
HUGH WALKER & SON
P.S.—Prompt and special attention given to mail orders. GUELPH, ONT.




DO YOU HANDLE
Capstan Brand Baking Powder?
If not! why not?
It is the best seller in the market.
Try a sample case and be convinced of its high-grade quality.
Ask your grocer for it or see our travellers.
The Capstan Mfg. Co., - Toronto, Ont.



We want 100,000 Live Chickens annually for our export trade
We will pay the highest possible market price for really prime well-fed birds
Correspond with
SCOTT, ASHTON & COMPANY, MORRISBURG, ONTARIO.

GRIMBLE'S English Malt
Six GOLD Medals VINEGAR
GRIMBLE & CO., Limited, London, N.W., Eng.

and faithfully carried out, it would be the means of creating greater confidence and greatly enlarge our individual trade when our goods are brought in competition with those of inexperienced or unscrupulous dealers or occasional speculators. The reason I have recommended extra large, large, medium and small as the designations of the different grades is that such terms would give a better appearance to a brand on a barrel and be more easily communicated, especially by wire, in quoting than marks such as crosses.

## PERSONAL MENTION.

Mr. A. P. Haudke, representing the Rumford Chemical Works, Chicago, was in Toronto this week.

Mr. J. Hunter White, grocery broker and commission merchant, St. John, N.B., was in Toronto for a day or so last week en route to Winnipeg to attend the General Conference of the Methodist Church. He will return by way of Chicago.

## ONTARIO BEET SUGAR.

H. Lanschy, engineer with The Sangerhauser Machine Co., of Germany, was in Berlin, August 21, visiting The Ontario Sugar Co.'s refinery. He has come from Germany on a mission of investigation and has already spent several weeks in Michigan. He thinks that within a few years Canada will be making the bulk of the sugar consumed in this country.

## A GOOD APPLE CROP.

The apple crop promises to be abundant in the neighborhood of Walkerton this year, and with good shipping arrangements, a local paper says, a considerable export trade should be within reach of the producers. Something is being done in this direction from year to year, but the facilities are not yet abundant or the charges sufficiently reasonable to make the business profitable. This year a change is being made in packing, the barrel giving place to boxes holding about a bushels each. They occupy less space in the ship and are easier to handle, besides coming more within the requirements of small purchasers in the Old Country.

H. P. Eckardt & Co. are selling an exceptionally fine Trinidad sugar.

## SITUATION WANTED.

AD-WRITER AND MANAGER seeks position with manufacturing or retail firm in Eastern Canada. Fluent French, Accountant and Typewriter. For full particulars, address "Ad-writer," at offices of this paper, Montreal or Toronto. (36-4)


THE PURITY AND EXCELLENCE OF

COWAN'S

Hygienic and Perfection COCOA,
Queen's Dessert, Royal Navy and Perfection CHOCOLATE,
Cowan's CAKE ICINGS,
Chocolate Cream Bars, Chocolate Ginger, Wafers, etc.,
and Cowan's Famous Blend COFFEE

make them the most popular goods with all grocers.

THE COWAN CO., Limited, TORONTO




It is acknowledged that in Baking Soda in packages the standard both as to quantity and quality is

DWIGHT'S
"COW BRAND."

Dealers and consumers both acknowledge this fact.

JOHN DWIGHT & CO.

34 Yonge Street, TORONTO, ONT.

GROCERS

THERE IS NO TIME LIKE THE PRESENT, for selling the celebrated

Pure Lime Fruit Juice

MONTSERRAT

It is acknowledged by all who use it to be the best. Analysis proves this to be a fact. Guaranteed 25 per cent. stronger than any other juice. Purchaser therefore obtains better value for money. Small bottle contains 40 drinks, and is equivalent to 30 lemons, and much more convenient.

A noteworthy fact about "MONTSERRAT" is that grocers can feel safe in keeping any quantity left over from one season to another without fear of affecting its saleableness. This is only possible with "Montserrat."

"MONTSERRAT" is made from Cultivated Limes.

EVANS and SONS, Limited, MONTREAL and TORONTO

# Graham's Jams, Jellies and Marmalade

are well known all over the Dominion as a **standard of quality.** When ordering try them.

AGENTS:
GEO. J. CLANCY & CO.,
59-61 Front St. E., TORONTO.

***Canada Preserving Company,***
HAMILTON.

# LISTEN!

We are offering goods at the uniform Association prices.

We solicit your patronage on **the merit of our goods.**

We guarantee the quality of any line of goods packed by us **equal to the best brands packed on the Continent of America.**

We are ready to support this statement with samples. **Don't be sidetracked.**

Your wholesale house will supply our best brands if you insist upon it. If not, write for quotations.

## Delhi Canning Co., Limited, -:- Delhi, Ont.

JERSEY CREAM YEAST CAKES—THE ONLY YEAST WITH CREAM IN IT.

JERSEY CREAM YEAST CAKES—THE ONLY YEAST WITH CREAM IN IT.

JERSEY CREAM YEAST CAKES—THE ONLY YEAST WITH CREAM IN IT.

# We Know

You who have handled it know. We want every man, woman and child in Canada to know that

**JERSEY CREAM YEAST CAKES—THE ONLY YEAST WITH CREAM IN IT**

are absolutely the best Yeast Cakes made in America.

In future, we intend marking each month yeast as manufactured plainly on package, and will take up and exchange all goods in your stock over three months old with fresh, new goods. We tested Jersey Cream Yeast Cakes 18 months old—it worked well but worked slowly.

**LUMSDEN BROS.,** Proprietors Hamilton Yeast Co.

JERSEY CREAM YEAST CAKES—THE ONLY YEAST WITH CREAM IN IT.



# The THISTLE Brand

**Are High-Grade**

## TOMATOES, CORN, PEAS, Etc.

GUARANTEED SECOND TO NONE.

## BRIGHTON CANNING CO.

SEP 19 19[illegible]
Returned

# LIBBY McNEILL & LIBBY

## THE OLDEST PACKERS IN THE WORLD

## IN THE LINE OF COMPRESSED MEATS




**LIBBY'S COMPRESSED MEATS** are prepared by the most advanced methods for preserving their natural delicious, wholesomeness, and are perfectly packed and compressed in hermetically sealed cans.

**A CAN OF LIBBY'S BEEF** holds double the nutriment of an equal amount of uncooked fresh or salted meat.

**LIBBY'S COMPRESSED MEATS** have found ready sale throughout the civilized world, where meats in the most compact form are required for transportation on expeditions in hot or cold climates or over mountains.

THE MERITS OF OUR GOODS ARE UNIVERSALLY ACKNOWLEDGED

**For sale by grocers everywhere.**

MANUFACTURED BY LIBBY, McNEILL & LIBBY, CHICAGO, ILL., U.S.A.

# Wheatine

The true health breakfast food, made in Canada. A quick seller and profitable.

**WARREN BROS. & CO.**
TORONTO.

**WELFORD BROS.,**
LONDON, ONT.
MANUFACTURERS OF
Brooms AND Whisks
ROPE, LEATHER AND WEB Halters

Having the most improved Broom Machinery and good workmen we are in shape to give satisfaction.
**UNION LABEL** on all our Brooms.
Sample orders of six dozen or more sent to any address, freight prepaid. **Write for Price List.**

BUY
## Star Brand
**COTTON CLOTHES LINES**
—AND—
**COTTON TWINE**

Cotton Lines are as cheap as Sisal or Manila and much better.
**For sale by all Wholesale Dealers**
See that you get them.

DO YOU KNOW that
## BOSTON POPCORN FRITTERS
sell fast and pay GOOD PROFITS?
SAMPLES FREE FOR ASKING FOR THEM.
THE GLOBE MFG. CO., 103 Adelaide St. West, TORONTO.

# "Sarnia" OIL LAMP
Equal to best American Oil. GROCERS ALL SELL IT.
THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.
SAMUEL ROGERS, President.

# Austrian Sugar
ON SPOT---TO ARRIVE or FOR IMPORT.
Samples and quotations on application.
ALEX. WILLS, 27 St. Sacrament Street, MONTREAL

# Still They Come.
We are adding new customers to our list every week, who appreciate the advantages we are placing before them. If you have not already tested our liberality do not delay any longer.

Our list of bargains is not easily exhausted.

## The R. & J. H. Simpson Co.,
TEA IMPORTERS AND WHOLESALE GROCERS, GUELPH, ONT.
Telephone 275.

# ATTENTION ! ! !
During **Toronto Exhibition,** from Sept. 1st to 13th, you will find our travelers at our new sample rooms, **88 Bay Street, (Opposite Telegram Office),** where they are showing a complete line of China, Crockery, Glassware and Lamp Goods, Etc. They will be pleased to have you call and see our exhibit.

Thanking you for past favors, we are, yours respectfully,

## *The JOHN L. CASSIDY CO., Limited*
Represented by **J. G. Wallace.** MONTRAEL.

## A PROFIT ON SUGAR.

THERE is no reason why a retailer should make a large profit on sugar; there is no reason why he should sell it at cost; there is no reason, however, why he should not make a reasonable profit, remarks Retailers' Journal.

Sugar is a necessity of life. Owing to the large amount sold a large profit per pound would be unjust and could not be maintained. A reasonable profit over the cost price should be received by every retailer who sells sugar. Too large a percentage of gain would offer a glittering opportunity to the price-cutters and would defeat its own object; but there should be a happy medium between too great a profit and no profit at all. To say it is easy to tell the way it ought to be, but hard to make it that way, does no good whatever. The successful ones are those who forgot to be cynical, who had such force and confidence that they have made their practice fit their theory. The grocers can do this just as soon as they will meet together in good faith and talk over their affairs.

All retail grocers will agree on a proposition to sell at a reasonable advance over the cost price if the matter is put to them in the right way. When a man buys sugar for five cents a pound and sells it for five he usually figures that he is selling it at cost, but this is not so, because it costs him a certain percentage of all his receipts to do business and pay the expenses of his store. Whatever this percentage is, he must add it to the cost of the sugar he sells. When he figures the matter this way he will find that he is losing money on his sugar. In other words, he is paying the people for the pleasure of serving them, which is not a logical attitude for a sensible man to assume.

It often requires patience and consistent effort to make what ought to be come out that way, but if one goes about it logically and is not discouraged by an occasional set back, one will succeed. This journal wishes to see the retailers successful, prosperous and happy, and the editor is giving his best thought to help bring about such conditions.

Our suggestion now as to how to overcome the evil of selling sugar at a loss is very much like Horace Greeley's advice, "The best way to do a thing is to do it." We doubt if selling sugar at a loss is a profitable way of advertising the store. It is better to keep so good a store that it will not be necessary to lose money on anything in order to bring people into it. If everything is clean, cases and counters well arranged, goods fresh and attractively displayed, the dealer does not need a leader sold at a loss to bring customers to him. We suggest that the grocers in every neighborhood where there has been price-cutting come together in a small local club and make an agreed schedule, then all turn in and help one another instead of knocking one another. Soon these local clubs will grow into an association that will cover the city and perhaps the State, and such an association will be real and representative, and therefore strong. We might argue this matter out to the extent of many columns, but no doubt the idea will suggest the argument without the disadvantage of tiring the reader.

## SOME WHYS.

WHY some merchants will call the same announcement, appearing in their space in the newspaper, day after day, and week after week, advertising, remarks Advertising World.

Why some merchants will have a well-kept stock and store, advertise regularly, changing their ad. frequently, and then employ an impudent, know-it-all clerk, who drives away more trade in one week than the merchant's advertising brings him in two weeks.

Why still other merchants will consider the advisability of employing an ad-writer and fail to supply him with sufficient facts about the business to enable him to prepare decent ads., or insist that the ad. shall be written and printed according to their (the merchant's idea) and then "kick" because the ads. do not pull.

Why some more merchants will not take the time and trouble necessary to have their show windows cleaned once in a while, so as to permit passers-by to tell whether they are selling clothing or snow-shovels.

Why some merchants will expect the advertising which they do a few weeks before the holidays to keep their stores busy for the next ten months.

Why some advertisers will continue to use in their retail ads. meaningless words, like "Hello!" set up in big letters, with the notion that such an ad. need not say anything in particular so long as it attracts people's attention.

Why other advertisers imagine that they can foist any kind of old merchandise upon the public, if they simply add the magic sentence in their ads., "Not in the trust."

Why some advertising firms pay high prices in good pulling mediums, do not more persistently follow up the replies received, with the purpose of turning those replies into orders.

Why otherwise well-managed firms will do clever advertising, use good stationery and printed matter, and then employ some bungling stenographer to typewrite their letters, thus giving their correspondence the appearance of being prepared by a ten-year-old boy.

Why some publishers don't quit telling advertisers the population of the county and State wherein their publications are printed, when questioned about circulations, and come right down to the exact statement of bona fide circulation.

Why some other publishers persist in setting up the ads. in their papers in out-of-date, obsolete, before-the-war type, when the neat, up-to-the-minute kind can be found in every type foundry.

Why a great many other useless and harmful things, too numerous to mention, are indulged in by otherwise rational, prudent and economical business men, seven days in the week, and 52 weeks in the year, when, by the investment of a small amount they can, at least, read a few good trade journals, and reduce to a minimum the inconsistencies in their business.

## PLEASE WOMEN BUYERS.

RETAILERS, of course, realize the fact that the majority of their customers are women, remarks Trade. It is likely that due pains is generally taken to please these buyers. With many and no doubt most of the dealers in the small towns the farmers' wives are an important factor. Their trade once secured means more to the merchant than that of her city sister.

The farmer's wife is, as a rule, the purchasing agent for the entire family. She selects the goods for the sons and daughters of the household and for the husband, too, as well as for her own personal necessities. She should be the subject of much thought and attention in any plans devised for securing trade. Her tastes should be consulted and gratified and great respect extended to her in all possible ways.

When the merchant prepares his advertising matter for the local paper he should be particular to make his proclamation attractive to his best customers. A good many merchants make use of typewriting machines in their offices. It would be a good idea to employ them extensively in giving information to the housekeepers in the immediate vicinity, making special mention of the newest goods and all the many utilities the merchant has for sale.

City merchants do this among their many lines and classes of customers, making the newspaper advertisements the medium of inviting buyers and also circular letters are extensively used. This policy is found successful in the larger places and it can be made so in the smaller ones.

Every merchant desires to sell all the goods he can, and if he will adopt this policy and industriously pursue it he will find his trade growing under its inspiration.

# Drawing Trade By Selling Nasmith's Bread and Cakes.

Out of town grocers are doing this daily. Write us for information.

**THE NASMITH CO., Limited**

**66 Jarvis Street, TORONTO.**



The Modern, Up-to-date **20th Century Grocery Store Has**

everything arranged to save time in handling, weighing, measuring. Everything put up in package form, everything clean, bright and temptingly put up.

Why not handle **GILLETT'S** **Pure Cream Tartar**

put up in handsome

½lb. and 1lb. **Screw-Top Cans**——also

¼lb., ½lb. and 1lb. **Paper Packages**—the handsomest packages, and the purest and most reliable goods on the market.

**They show you a splendid profit. Ask your Jobber for them.**

**E. W. GILLETT COMPANY LIMITED**

London, Eng. **TORONTO, ONT.** Chicago, Ill.






# Most men like to get trade, All men like to hold it.

If you sell an article that is well and favorably known by consumers—that is well advertised—you get the trade.

If the goods bear out the claims made for them, and give satisfaction ALL THE TIME you hold the trade.

**BOECKH'S Brushes and Brooms**

are the best known brushes and brooms in Canada to-day. Well made of the best materials obtainable they give absolute satisfaction.

No progressive grocer can afford to be without these goods in his stock.

**If one of our representatives has not yet called upon you and you are in a hurry for goods, write, telephone, or telegraph at our expense.**

# UNITED FACTORIES, Limited,

**Head Office: Toronto.**

**OPERATING:**
Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

MONTREAL BRANCH: 1 and 3 DeBresoles St. LONDON BRANCH: 65 Dundas St.

# Pure Gold Jelly Powder

# Pure Gold Flavoring Extracts

# Pure Gold Baking Powder

WE MAKE THE DEMAND, YOU SELL THE GOODS EASILY.

*"Best in the World."*

**HILL, EVANS & CO'S (WORCESTER, ENG.)**

PURE ENGLISH

**MALT VINEGAR**

Delicate in Flavor and Aroma.
Splendid keeping properties.

**ROBERT WATERS' QUININE WINE**

Quinine in a palatable form—50 years' reputation.

Export Agents:
Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

# WE WILL BE GLAD

to see any of our friends during Exhibition time.
Come and bring your friends.

# The Canada Biscuit Co., LIMITED

KING ST. WEST AND BATHURST ST. CARS PASS OUR WORKS.

KING and BATHURST STS., TORONTO.

# CURRENT MARKET QUOTATIONS

September 4, 1902.

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, St. John, N.B., and Halifax. The prices are solicited for publication, and are of such quantities and qualities as are usually ordered by retail dealers on the usual terms of credit. For Winnipeg market report and prices, see page —

Goods in large lots and for prompt pay are generally obtainable at lowest prices.

All quotations for staple products are under the direct control of the Editors, who call daily upon all the leading houses in the principal centres.

| BUTTER, CHEESE AND EGGS | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| Dairy, choice, large rolls, lb. | $..... | $0 18 | $ 14 | $0 15 | $..... | $0 16 |
| " " pound blocks | 17 | 18 | 15 | 16 | 16 | 18 |
| " tubs, best | 16 | 17 | 14 | 15 | 17 | 19 |
| " tubs, inferior | 14 | 16 | 11 | 12 | 14 | 16 |
| Creamery, boxes | 19 | 19½ | 18½ | 19 | 20 | 23 |
| " prints | ... | 20 | 19 | 20 | 22 | 24 |
| Cheese, new, per lb | 9¾ | 10 | 10 | 10½ | 10 | 10½ |
| Eggs, new laid, per doz | 18 | 18½ | 14 | 15 | 17 | 18 |
| **CANNED GOODS** | | | | | | |
| Apples, 3's | ..... | ..... | 90 | 1 00 | 1 00 | 1 10 |
| " gallons | ..... | 2 50 | 3 10 | 3 25 | 2 70 | 2 80 |
| Asparagus | 2 20 | 2 25 | 2 00 | 2 40 | ..... | ..... |
| Beets | 1 00 | 1 00 | 90 | 1 00 | ..... | 1 10 |
| Blackberries, 2's | ..... | 1 30 | 1 40 | 1 70 | 1 50 | 1 80 |
| Blueberries, 2's | 92½ | 95 | 80 | 85 | 95 | 1 00 |
| Beans, 2's | 80 | 90 | 80 | 90 | 90 | 95 |
| Corn, 2's | 82½ | 85 | 80 | 95 | 80 | 90 |
| Cherries, red, pitted, 2's | 2 25 | 2 30 | 2 10 | 2 25 | 2 30 | 2 40 |
| " white | 2 25 | 2 30 | 2 00 | 2 25 | ..... | ..... |
| Peas, 2's | 82½ | 85 | 82½ | 87 | 85 | 90 |
| " sifted | 95 | 1 05 | 90 | 1 00 | 1 10 | 1 15 |
| " extra sifted | 1 05 | 1 15 | 1 20 | 1 25 | 1 20 | 1 25 |
| Pears, Bartlett, 2's | 1 50 | 1 60 | 1 75 | 2 00 | 1 75 | 1 80 |
| " 3's | 1 90 | 2 00 | 2 00 | 2 40 | 2 00 | 2 25 |
| Pineapple, 2's | 2 00 | 2 40 | 2 25 | 2 50 | 2 15 | 2 25 |
| " 3's | 2 25 | 2 40 | 2 50 | 2 60 | 2 50 | 2 60 |
| Peaches, 2's | 1 75 | 1 85 | 1 75 | 1 90 | ..... | 1 75 |
| " 3's | 2 60 | 2 70 | 2 50 | 2 75 | 2 70 | 2 80 |
| Plums, green gages, 2's | 1 30 | 1 35 | 1 10 | 1 25 | 1 30 | 1 60 |
| " Lombard | 1 20 | 1 25 | 1 00 | 1 10 | 1 30 | 1 50 |
| " Damson, blue | 1 00 | 1 25 | ..... | 1 00 | 1 10 | 1 30 |
| Pumpkins, 3's | ..... | 85 | ..... | 90 | 90 | 1 00 |
| " gallon | ..... | ..... | 2 10 | 2 25 | 2 10 | 2 25 |
| Raspberries, 2's | 1 40 | 1 50 | 1 60 | 1 80 | 1 70 | 1 75 |
| Strawberries, 2's | 1 50 | 1 75 | 1 60 | 1 75 | 1 50 | 1 75 |
| Succotash, 2's | 1 00 | 1 25 | ..... | 1 15 | 1 10 | 1 15 |
| Tomatoes, 3's | 1 12½ | 1 17½ | 1 15 | 1 20 | 1 25 | 1 30 |
| Lobster, talls | 2 75 | 3 20 | ..... | 3 25 | 2 50 | 3 25 |
| " 1-lb. flats | 3 00 | 3 75 | 3 50 | 3 70 | ..... | 1 25 |
| " ½-lb. flats | 1 75 | 1 85 | 1 75 | 1 80 | ..... | 1 75 |
| Mackerel | 1 00 | 1 10 | 1 15 | 1 25 | 1 35 | 1 45 |
| Salmon, sockeye, Fraser | 1 35 | 1 40 | 1 35 | 1 45 | 1 50 | 1 75 |
| " Northern | ..... | ..... | 1 40 | 1 45 | 1 15 | 1 25 |
| " Horseshoe | ..... | ..... | 1 50 | 1 52½ | ..... | ..... |
| " Cohoes | 1 00 | 1 15 | 1 05 | 1 15 | 1 00 | 1 10 |
| Sardines, Albert, ¼'s | 12 | 12½ | 12½ | 13 | 14 | 15 |
| " ½'s | 20 | 21 | 20 | 21 | 20 | 21 |
| " Sportsman, ¼'s | 11¼ | 12 | ..... | 12½ | ..... | 12 |
| " " ½'s | 19 | 20 | ..... | 21 | 20 | 21 |
| " key opener, ¼'s | 9 | 11 | 10½ | 11 | 16 | 18 |
| " " ½'s | ..... | 18 | 18½ | 23 | 10 | 11 |
| " P. & C., ¼'s | 20 | 22½ | 23 | 25 | 23 | 25 |
| " " ½'s | 27½ | 30 | 33 | 36 | 33 | 36 |
| " Domestic, ¼'s | 4 | 4¼ | 4 | 4½ | 4 | 4¼ |
| " " ½'s | 7 | 8 | 9 | 11 | ..... | ..... |
| " Mustard, ¼ size, cases 50 tins, per 100 | 7 50 | 11 00 | 8 50 | 9 00 | 8 00 | 9 00 |
| Haddies | ..... | 1 00 | 1 00 | 1 10 | 1 00 | 1 10 |
| Kippered Herrings | 1 00 | 1 85 | 1 00 | 1 55 | 1 00 | 1 10 |
| Herring in Tomato Sauce | 1 00 | 1 55 | 1 00 | 1 70 | ..... | 2 00 |
| **CANDIED PEELS** | | | | | | |
| Lemon, per lb | ..... | 10½ | 10 | 12½ | 12 | 13 |
| Orange, " | ..... | 11 | 11 | 13 | 12 | 13 |
| Citron, " | ..... | 15 | 15 | 18 | 15 | 17 |
| **GREEN FRUITS** | | | | | | |
| Oranges, Valencias, per case | ..... | ..... | ..... | 5 50 | ..... | ..... |
| " Sorrentos | 3 75 | 4 00 | ..... | 4 00 | ..... | 4 50 |
| Can. Plums, per basket | | 0 40 | 20 | 40 | ..... | 60 |
| Huckleberries | ..... | ..... | 85 | 1 15 | ..... | ..... |
| Cucumbers, per basket | ... | ..... | ..... | 15 | ..... | ..... |
| Lemons, Messina, per box | 2 00 | 3 00 | 1 50 | 3 00 | 3 50 | 4 00 |
| Bananas, Firsts, per bunch | 1 25 | 2 00 | 1 10 | 2 25 | 1 00 | 2 00 |
| Apples, per bbl | 1 50 | 2 50 | | | 3 50 | 4 00 |
| Tomatoes, per basket | 3 25 | 3 75 | 0 17 | 0 25 | 1 50 | 2 00 |
| Pears | | 0 40 | 0 20 | 0 50 | ..... | 60 |
| Peaches | 0 30 | 0 35 | 0 25 | 1 00 | ..... | 75 |
| Lawton Berries | ..... | ..... | 0 05 | 0 06 | ..... | ..... |
| Watermelons, per 100 | 17 00 | 20 00 | 17 00 | 30 00 | 3 00 | 4 00 |
| Canteloupes, per crate | ..... | 3 50 | ..... | ..... | ..... | ..... |
| Californian Peaches | ..... | 1 25 | 1 25 | 1 50 | ..... | 1 25 |
| " Plums | 1 25 | 1 75 | ..... | 1 50 | 1 25 | 1 50 |
| " Pears | 2 00 | 2 75 | ..... | 2 25 | ..... | ..... |
| Crabapples, per basket | ... | ..... | ... | 0 20 | ..... | ..... |
| Apples, per basket | 0 20 | 0 30 | 8 | 0 15 | ..... | ..... |
| Can. Grapes, per basket | ..... | ..... | 50 | 1 25 | ..... | ..... |
| Peppers, per basket | ..... | ..... | 20 | 25 | ... | ..... |
| **SUGAR** | | | | | | |
| Granulated St. Law'ce and Red | ..... | 3 65 | ..... | 3 73 | ..... | ..... |
| Granulated, Acadia | ..... | 3 60 | ..... | 3 68 | ..... | 3 75 |
| Paris lump, bbls. and 100-lb. bxs | ..... | 4 20 | ..... | 4 28 | ..... | 4 55 |
| " in 50-lb. boxes | ..... | 4 30 | ..... | 4 38 | 4 65 | 4 75 |
| Extra Ground Icing, bbls. | ..... | 4 20 | ..... | 4 55 | ..... | ..... |
| Powdered, bbls | ..... | 3 85 | ..... | 4 30 | 5 50 | 5 80 |
| Phœnix | ..... | 3 45 | ..... | 3 53 | ..... | ..... |
| Cream | ..... | 3 40 | ..... | 3 48 | ..... | ..... |
| Extra bright coffee | ..... | 3 55 | ..... | 3 68 | ..... | ..... |
| Bright coffee | ..... | 3 40 | ..... | 3 43 | ..... | ..... |
| Bright yellow | ..... | 3 35 | ..... | 3 43 | ..... | 3 45 |
| No. 3 yellow | ..... | 3 30 | ..... | 3 38 | ..... | ..... |
| No. 2 yellow | ..... | 3 10 | ..... | 3 18 | ..... | ..... |
| No 1 yellow | ..... | 3 00 | ..... | 3 08 | ..... | 3 15 |

| HARDWARE PAINTS AND OILS | Montreal. | | Toronto. | | St. John Halifax. | |
|---|---|---|---|---|---|---|
| Wire nails, base | ..... | $2 55 | ... .. | $2 55 | ..... | $3 20 |
| Cut nails, base | ..... | 2 35 | ..... | 2 35 | ..... | 2 85 |
| Barbed wire, per 100-lb. | ..... | 3 00 | ..... | 3 00 | 3 50 | 3 75 |
| Smooth Steel Wire, base | ..... | 2 60 | ..... | 2 60 | ..... | ..... |
| White lead, Pure | ..... | 5 87½ | ..... | 5 87½ | ..... | 6 80 |
| Linseed oil, 1 to 2 bbls., raw | ..... | 82 | ..... | 80 | ..... | 83 |
| " " " boiled | ..... | 85 | ..... | 83 | ..... | 87 |
| Turpentine, single bbls | ..... | 87 | ..... | 70 | ..... | 75 |
| Benzine, in bbls., per gal | ..... | ..... | ..... | 17 | ..... | 19½ |
| **SYRUPS AND MOLASSES** | | | | | | |
| Syrups— | | | | | | |
| Dark | ..... | 1¾ | ..... | ..... | ..... | ..... |
| Medium | ..... | 2½ | 30 | 32 | ..... | ..... |
| Bright | ..... | 2¾ | 35 | 37 | ..... | . |
| Corn Syrup, barrel, per lb. | .... | 3½ | ..... | 3½ | ..... | ..... |
| " " ½ bbls. " | ..... | 3¾ | ..... | 3¾ | ..... | ..... |
| " " kegs " | ..... | 3¾ | ..... | 3¾ | ..... | ..... |
| " " 3 gal. pails, each | ..... | 1 60 | ..... | 1 60 | ..... | ..... |
| " " 2 gal. " " | ..... | 1 20 | ..... | 1 20 | ..... | .. .. |
| Honey | ..... | ..... | ..... | 40 | .... | ..... |
| " 25-lb. pails | ..... | 1 05 | ..... | 1 00 | ..... | ..... |
| " 38-lb. pails | ..... | 1 0 | ..... | 1 40 | ..... | ..... |
| Molasses— | | | | | | |
| New Orleans, medium | 22 | 30 | 25 | 30 | 28 | 30 |
| " " Open kettle | ..... | ... | 40 | 50 | ..... | ..... |
| Barbadoes | 22 | 24 | ..... | 32 | 24 | 25 |
| Porto Rico | ..... | 35 | 38 | 42 | 30 | 32 |
| **CANNED MEATS** | | | | | | |
| Comp, corn beef, 1-lb. cans | 1 55 | $1 65 | $1 55 | 1 65 | $1 55 | $1 60 |
| " " 2-lb. cans | 2 75 | 3 00 | 2 85 | 3 00 | 2 80 | 2 90 |
| " " 6-lb. cans | 7 90 | 9 60 | ..... | 8 25 | 8 75 | 9 25 |
| " " 14-lb. cans | 16 50 | 23 00 | ..... | 19 50 | 20 00 | 21 00 |
| Minced collops, 2-lb. can | ..... | 2 75 | ... .. | 2 60 | 2 50 | 2 80 |
| Lunch tongue, 1-lb. can | 3 00 | 3 90 | ..... | 3 00 | 3 00 | 3 25 |
| " " 2-lb. can | 6 00 | 7 90 | ..... | 7 00 | 6 80 | 7 00 |
| English brawn, 2-lb. can | 2 40 | 2 75 | ..... | 2 45 | 2 75 | 2 80 |
| Camp sausage, 1-lb. can | ..... | ..... | ..... | 2 50 | 2 50 | ..... |
| " " 2-lb. can | ..... | ..... | ..... | 4 00 | 4 00 | ..... |
| Soups, assorted, 1-lb. can | 1 15 | 1 50 | ..... | 1 50 | 1 40 | ..... |
| " " 2-lb. can | 2 40 | 2 45 | ..... | 2 20 | 2 25 | |
| Soups and Boull, 2-lb. can | 1 75 | 2 50 | ..... | 1 80 | 1 75 | |
| " " 6-lb. can | 3 50 | 5 85 | ..... | 4 50 | 4 25 | 4 50 |
| Sliced smoked beef, ½'s | 1 65 | 1 70 | 1 65 | 1 70 | ..... | 2 00 |
| " " 1's | 2 75 | 3 10 | 2 80 | 2 95 | ..... | 3 25 |
| **FRUITS** | | | | | | |
| Dried— | | | | | | |
| Currants, Provincials, bbl | ..... | .... | ..... | ..... | ..... | ..... |
| " Filiatras, cases | ..... | 5¾ | 5¾ | 6 | ..... | ..... |
| " " ½-cases | 5⅛ | 5½ | 5¾ | 6 | ..... | ..... |
| " Patras, cases | ..... | 6 | 6½ | 7 | ..... | ..... |
| " " ½-cases | ..... | 6 | 6¼ | 7 | ..... | ..... |
| Amalias | 6½ | 7 | 7 | 7⅞ | ..... | 6½ |
| Vostizzas, cases | 6½ | 7 | 8 | 8½ | ..... | ..... |
| Dates, Hallowees | .... | 4½ | ..... | 4½ | ..... | 4½ |
| " Sairs | .... | 3½ | ..... | 4½ | ..... | 4 |
| Figs, Elemes | ..... | 1 00 | 8 | 18 | 8 | 10 |
| " Mats, per lb | 3 | 3¼ | ..... | 3½ | ..... | ..... |
| " Tapnets | ..... | 3 30 | ..... | 3½ | ..... | ..... |
| " Naturals | ..... | ..... | 3½ | 4 | ..... | ..... |
| Prunes, California, 30's | ..... | 9 | ..... | ..... | 10 | 12 |
| " " 40's | ..... | 8½ | 8¾ | 10 | 9 | 9½ |
| " " 50's | ..... | 8¼ | 8 | 8½ | 8½ | 9 |
| " " 60's | ..... | 8 | 7½ | 8 | 8 | 8½ |
| " " 70's | ..... | 7½ | 6¾ | 7½ | 7½ | 8 |
| " " 80's | ..... | 7 | 6½ | 7 | 7 | 7½ |
| " " 90's | ..... | 6½ | 6¼ | 6½ | 6½ | 7 |
| " " 100's | ..... | 6 | ..... | 6 | 6 | 6½ |
| " Bosnia, A's | ..... | ..... | ..... | 5 | ..... | ..... |
| " " B's | ..... | ..... | 7½ | 8 | ..... | ..... |
| " " U's | ..... | 5 | 6¼ | 6½ | ..... | ..... |
| " French, 50's | ..... | ..... | ..... | ..... | ..... | ..... |
| " " 110's | ..... | 5 | ..... | ..... | ..... | ..... |
| Raisins, Fine off stalk | .. | 6¼ | 6½ | 7 | ..... | 5 |
| " Selected | 7½ | 8 | ..... | 8½ | 5½ | 6 |
| " Selected layers | 6½ | 7 | .... | 8½ | 6½ | 7 |
| " Sultanas | ..... | 9 | 8½ | 12 | 10 | 12 |
| " California, 2-crown | 5 | 5½ | ..... | ..... | 6½ | 6¾ |
| " " 3-crown | 7¼ | 7¾ | ..... | ..... | 8 | 8½ |
| " " 4-crown | 7¾ | 8 | ..... | ..... | 8½ | 9 |
| " " 1's seeded, 3-cr. | 9¾ | 10½ | 8½ | 10 | 9½ | 10½ |
| " Empire clusters | 1 50 | 1 60 | ..... | 2 60 | | 2 00 |
| " Black baskets | ..... | ..... | ..... | 2 25 | 2 00 | 2 25 |
| " Extra clusters | ..... | ..... | ..... | 3 35 | ..... | 2 50 |
| " Dehesa clusters | ..... | ..... | ..... | 3 10 | 3 00 | 3 50 |
| " Royal B. clusters | 3 25 | 3 30 | ..... | 5 00 | | ..... |
| " Connoisseurs cl'str's | ..... | ..... | ..... | 2 10 | ..... | ..... |
| " Excelsior clusters | ..... | ..... | ... | 4 60 | ..... | ..... |
| Evaporated apples | ..... | ..... | 10½ | 11 | ..... | ..... |
| Dried " | ..... | ..... | 6 | 6½ | ..... | ..... |
| **PROVISIONS** | | | | | | |
| Dry Salted Meats— | | | | | | |
| Long clear bacon | . .... | 12 | 11 | 11½ | ..... | ..... |
| Smoked meats— | | | | | | |
| Breakfast bacon | ..... | 15½ | 14½ | 15 | .. | ..... |
| Rolls | ..... | 12½ | 12 | 12½ | 11 | 12 |
| Medium Hams | ..... | 14 | 13½ | 14 | 14 | 15 |
| Large Hams | ..... | 13 | 12½ | 13 | ..... | ... .. |
| Shoulder hams | .... | 13 | 11 | 11½ | ..... | .... |
| Backs | ..... | 15 | 14½ | 15 | ..... | ..... |
| Meats out of pickle 1c. less. | | | | | | |
| Barrel Pork— | | | | | | |
| Canadian heavy mess | ..... | 23 00 | ..... | 21 50 | 21 50 | 22 50 |
| " short cut | 21 50 | 22 00 | 23 00 | 23 50 | 23 00 | 24 00 |
| Plate beef | 12 50 | 13 50 | | 15 00 | 14 00 | 16 00 |
| Lard, tierces, per lb | ..... | 11 | 10¾ | 11 | 11¾ | 12½ |
| Tubs | ..... | 11⅛ | 11 | 11¼ | 12¼ | 12¾ |
| Pails | ..... | 11¼ | 11¼ | 11½ | 12½ | 13 |
| Compounds | ..... | 9⅜ | 8¾ | 10¼ | ..... | ..... |

# Borden's

## Brands of Condensed Milk and Evaporated Cream at Canadian Prices.







We beg to announce that we have established a branch factory at Ingersoll, Ont., and that we are now prepared to fill all orders for the Canadian trade promptly, and at considerably reduced prices, owing to the establishment of the Canadian Branch. Our **Eagle Brand Condensed Milk, Gold Seal Brand Condensed Milk** and **Peerless Brand Evaporated Cream,** unsweetened, can be obtained through our local representatives.

## BORDEN'S CONDENSED MILK CO.

Originators of Condensed Milk. Established 1857.

Selling representatives in Canada: F. W. Hudson & Co., Toronto. W. H. Dunn, Montreal. Erb & Rankin, Halifax. W. S. Clawson & Co., St. John, N.B., also Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.

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**By Special Appointment to His Majesty King Edward VII.**




# *CANTRELL & COCHRANE,*

***DUBLIN and BELFAST.***

**C. & C. "Ginger Ale"** **C. & C. "Club Soda"** **C. & C. "Royal Seltzer"**

C. & C. have been awarded 33 Gold and Prize Medals for special excellence and superiority of manufacture.

JOHN HOPE & CO., MONTREAL, - - SOLE AGENTS FOR CANADA.


| COFFEE | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| Green— | | | | | | |
| Mocha | ..... | 24 | 24 | 28 | 25 | 30 |
| Old Government Java | ..... | 27 | 22 | 30 | 25 | 30 |
| Rio | ..... | 10 | 7 | 12 | 12 | 13 |
| Santos | ..... | ..... | 9½ | 10½ | ..... | ..... |
| Plantation Ceylon | ..... | 29 | 26 | 30 | 29 | 31 |
| Porto Rico | ..... | ..... | 22 | 28 | 24 | 28 |
| Gautemala | ..... | ..... | 24 | 25 | 24 | 26 |
| Jamaica | ..... | 18 | 15 | 20 | 18 | 22 |
| Maracaibo | ..... | 18 | 13 | 18 | 13 | 13 |
| **NUTS** | | | | | | |
| Brazil | 11¾ | 12¼ | 15 | 16 | | 15 |
| Valencia shelled almonds | 26 | 27½ | 30 | 35 | 30 | 35 |
| Tarragona almonds | ..... | 11 | ..... | 11½ | 12 | 13 |
| Formegetta almonds | ..... | ..... | ..... | 10½ | ..... | ..... |
| Jordan shelled almonds | ..... | 42 | 40 | 43 | ..... | ..... |
| Peanuts (roasted) | 8½ | 13 | 8 | 10 | 9 | 10 |
| " (green) | 6¾ | 7¾ | 7 | 9 | ..... | ..... |
| Cocoanuts, per sack | ..... | 3 25 | ..... | 3 75 | 3 50 | 4 00 |
| " per doz | ..... | ..... | ..... | 60 | 60 | 70 |
| Grenoble walnuts | ..... | 10 | ..... | 10¾ | 11 | 11 |
| Marbot walnuts | ..... | 10 | 9½ | 10¾ | ..... | ..... |
| Bordeaux walnuts | ..... | 9 | ..... | 8 | 8½ | 9 |
| Sicily filberts | ..... | 9 | 9½ | 10½ | 8½ | 9 |
| Naples filberts | ..... | ..... | ..... | ..... | 10 | 11 |
| Pecans | 15 | 16 | 13 | 15 | 13 | 14 |
| Shelled Walnuts | ..... | 18 | 18 | 23 | ..... | 25 |
| **SODA** | | | | | | |
| Bi-carb, standard, 112-lb. keg | 1 65 | 1 80 | 2 00 | 2 25 | 1 70 | 1 75 |
| Sal soda, per bbl | 70 | 75 | 80 | 90 | 85 | 90 |
| Sal Soda, per keg | 95 | 1 00 | ..... | 1 00 | 95 | 1 00 |
| **SPICES** | | | | | | |
| Pepper, black, ground, in kegs | | | | | | |
| pails, boxes | 16 | 18 | ..... | 18 | 14 | 15 |
| " in 5-lb. cans | 14 | 17 | ..... | 19 | 15 | 16 |
| " whole | 15 | 17 | ..... | 19 | 12 | 13 |
| Pepper, white, ground, in kegs | | | | | | |
| pails, boxes | 26 | 27 | 26 | 27 | 24 | 26 |
| " 5-lb. cans | 25 | 26 | 25 | 26 | 20 | 22 |
| " whole | 23 | 25 | 23 | 25 | 20 | 22 |
| Ginger, Jamaica | 19 | 25 | 22 | 25 | 20 | 25 |
| Cloves, whole | 12 | 30 | 14 | 35 | 18 | 20 |
| Pure mixed spice | 25 | 30 | 25 | 30 | 25 | 30 |
| Cassia | 13 | 18 | 20 | 40 | 16 | 20 |
| Cream tartar, French | ..... | 25 | 24 | 25 | 20 | 22 |
| " " best | ..... | 28 | 25 | 30 | 25 | 30 |
| Allspice | 10 | 15 | 13 | 16 | 16 | 18 |
| **WOODENWARE** | | | | | | |
| Pails No. 1, 2-hoop | ..... | 1 65 | ..... | 1 55 | ..... | 1 90 |
| " " 3-hoop | ..... | 1 80 | ..... | 1 70 | ..... | 2 05 |
| " half, and covers | ..... | 1 65 | ..... | 1 60 | ..... | 1 75 |
| " quarter, jam and covers | ... | 1 15 | ..... | 1 10 | .... | 1 45 |
| " candy, and covers | 2 50 | 2 90 | ..... | 2 40 | ..... | 3 20 |
| Tubs No. 0 | 10 00 | 10 15 | ..... | 8 50 | ..... | 11 00 |
| " " 1 | 8 00 | 8 15 | ..... | 7 00 | ..... | 9 00 |
| " " 2 | 7 00 | 7 15 | ..... | 6 00 | ..... | 8 00 |
| " " 3 | | 6 15 | ..... | 5 25 | .. | 7 00 |

| PETROLEUM | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| Photogene | ..... | ..... | 17 | 17½ | ..... | ..... |
| Canadian water white | 14½ | 15½ | ... | 16 | 16½ | 17 |
| Sarnia water white | 16 | 17 | 16½ | 17 | 16½ | 17 |
| Sarnia prime white | ..... | 18 | 15 | 15½ | 16½ | 17 |
| American water white | ..... | 19 | 17½ | 18 | 17½ | 18 |
| Pratt's Astral (barrels extra) | 18½ | 19 | 17 | 17½ | 18½ | 19 |
| Black— **TEAS** | | | | | | |
| Congou—Half-chests Kaisow. | | | | | | |
| Moning, Paking | 13 | 60 | 12 | 60 | 11 | 40 |
| Caddies Paking, Kaisow | 17 | 40 | 18 | 50 | 15 | 4 |
| Indian—Darjeelings | 35 | 55 | 35 | 55 | 30 | 50 |
| Assam Pekoes | 20 | 40 | 20 | 40 | 18 | 40 |
| Pekoe Souchong | 18 | 25 | 18 | 25 | 17 | 24 |
| Ceylon—Broken Pekoes | 35 | 42 | 35 | 42 | 34 | 40 |
| Pekoes | 20 | 30 | 20 | 30 | 30 | 30 |
| Pekoe Souchong | 17½ | 18 | 17 | 35 | 17 | 35 |
| China Greens— | | | | | | |
| Gunpowder-Cases, extra first | 42 | 50 | 42 | 50 | ..... | ..... |
| Half-chests, ordinary firsts | 22 | 28 | 22 | 28 | ..... | ..... |
| Young Hyson—Cases, sifted extra firsts | 42 | 50 | 42 | 50 | ..... | ..... |
| Cases, small leaf, firsts | 35 | 40 | 35 | 40 | ..... | ..... |
| Half-chests, ordinary firsts | 22 | 28 | 28 | 28 | ..... | ..... |
| Half-chests, seconds | 17 | 18 | ..... | 28 | ..... | ..... |
| " thirds | 15 | 17 | 16 | 18 | ..... | ..... |
| " common | 13 | 14 | 14 | 15 | ..... | ..... |
| Pingsueys— | | | | | | |
| Young Hyson, ½-chests, firsts | 28 | 32 | 28 | 32 | 30 | 40 |
| " " " seconds | 16 | 19 | 16 | 19 | ..... | ..... |
| " Half-boxes, firsts | 28 | 32 | 28 | 32 | ..... | ..... |
| " " seconds | 16 | 19 | 16 | 19 | ..... | ..... |
| Japans— | | | | | | |
| ½-chests, finest May pickings | 38 | 40 | 38 | 40 | ..... | ..... |
| Choice | 32 | 36 | 33 | 37 | ..... | ..... |
| Finest | 28 | 30 | 30 | 32 | ..... | ..... |
| Fine | 25 | 27 | 27 | 30 | ..... | ..... |
| Good medium | 22 | 24 | 25 | 28 | ..... | ..... |
| Medium | 19 | 20 | 21 | 23 | ..... | ..... |
| Good common | 16 | 18 | 19 | 20 | ..... | ..... |
| Common | 13 | 15 | 17 | 19 | ..... | ..... |
| Nagasaki, ½-chests, Pekoe | 16 | 22 | ..... | ..... | ..... | ..... |
| " " Oolong | 14 | 15 | ..... | ..... | ..... | ..... |
| " " Gunpowder | 16 | 19 | ..... | ..... | ..... | ..... |
| " " Siftings | 7½ | 11 | ..... | ..... | ..... | ..... |
| **RICE, MACARONI, SAGO, TAPIOCA.** | | | | | | |
| Rice—Standard B | 3 00 | 3 10 | ..... | 3½ | 3 25 | 3 40 |
| Patna, per lb | 4 25 | 4 50 | 4¾ | 5 | 5 | 6 |
| Japan | 4 40 | 4 90 | 5½ | 6 | 5 | 6 |
| Imperial Seeta | 4 60 | 4 90 | 4¾ | 5½ | 5 | 6 |
| Extra Burmah | ..... | ..... | 4¼ | 4¾ | 4 | 5 |
| Java, extra | ..... | 5¼ | 6 | 6½ | 6 | 7 |
| Macaroni, dom'ic. per lb., bulk | 3¾ | 4¼ | ..... | 7½ | ..... | ..... |
| " imp'd, 1-lb. pkg., French | 8 | 12 | 9 | 10 | ..... | ..... |
| " " " Italian | 8 | 10 | 11 | 12½ | ..... | ..... |
| Sago | 3¼ | 3½ | 3¾ | 4 | 4¼ | 5 |
| Tapioca | ..... | 3½ | 3½ | 3¾ | 4½ | 5 |

# 5c. PACKAGE

This 5c. package is a seller. Have you stocked it yet? A handy size, catchy price and finest quality.

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**W. G. A. LAMBE & CO.,** Canadian Agents.

# Gillard's Sauce Gillard's Pickle

Is still the best and cheapest. The most delicious English pickle made.

AS SUPPLIED TO

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AND

HIS ROYAL HIGHNESS THE PRINCE OF WALES, K.G., Etc.

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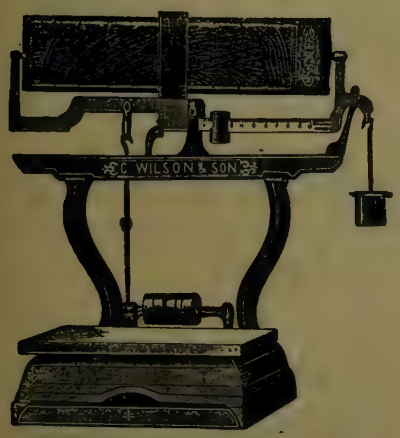
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This term applied to a person is not very complimentary. Applied to a weigh scale, however, it is the highest compliment possible. A scale that is not easily turned is useless.

**THE WILSON COMPUTING BALL BEARING SCALE WILL TURN WITH THE WEIGHT OF A HAIR.**

Can you not see the advantage of this in the constant weighing of goods? Give honest measure, but at the same time don't give away your profits.

Our **BALL BEARING COMPUTING SCALE OFFER** on easy terms of payment will interest you. Write for particulars.

CANADIAN MANUFACTURES FOR CANADA

**C. WILSON & SON**

69 ESPLANADE ST. E. TORONTO

## FRUIT AT THE MANITOBA FAIR.

(From Our Own Correspondent.)

THE week which closed on Saturday has been a record week in Winnipeg, marking the successful termination of the first Exhibition under the auspices of the Western Horticultural Society, and this Exhibition has been an unqualified success not only in attendance and entries but in the fact that it has awakened public interest to the possibility of fruit culture in Manitoba and of the splendid feasibility of getting the larger portion of our fruit supply from British Columbia rather than from the States to the south.

### MANITOBA APPLES.

There was a long table covered with a splendid variety of apples of fine flavor and good appearance. Many of these came from the farm of A. P. Stevenson, Nelson, who has been largely instrumental in proving the possibility of apple culture in Manitoba. There were some 20 exhibitors in all, and the display of crabapples and plums was almost as good as the apples.

### BRITISH COLUMBIAN FRUIT.

The British Columbia Fruit Growers' Association wisely judged this to be an excellent opportunity to get the fruit of their Province well before the citizens of Winnipeg, and they spared neither pains, time nor expense in doing so. The making of the exhibit was in charge of R. H. Palmer, fruit commissioner, and J. C. Metcalf, president of the British Columbia Fruit Growers' Association. Some idea of the completeness of the display may be gathered from the fact that they brought in six tons of fruit and paid expressage on every pound of it. The collection was made up of apples, crabapples, pears, plums, peaches, cherries and blackberries. The apples were a magnificent showing, the peaches were dreams of beauty and wells of luscious sweetness, while the long branches, full-fruited, that had been cut from the trees and brought through without even rubbing the bloom off gave the best idea of what a British Columbian orchard must be in cherry and plum time. Messrs. Metcalf and Palmer were indefatigable in answering questions and distributing literature and in showing visitors through the section, and they had their reward. It was decided, with a view to lessening the expense of the exhibit, to permit the fruit to be auctioned off on Saturday morning and it brought no end of fancy prices, more particularly the apples and pears.

Messrs. Palmer and Metcalf are being tendered a banquet by the Manitoba Fruit and Produce Exchange at the Commercial Club on Monday evening.

Your Western correspondent has to thank these gentlemen for most liberal opportunities of sampling the fruit.

Winnipeg, September 1, 1902.

## GROCERS' WHOLESALE COMPANY, LIMITED.

IT is a little more than a year ago when this paper announced that a charter had been granted to a company in Hamilton, under the title of Grocers' Wholesale Company, Limited.

The organization and system of doing their business, being unique to many people in this country, has, we presume, been the reason of so much discussion by the trade generally. Before asking for their charter, a number of prominent and well-known retailers became stockholders, giving ample capital for the conducting of their business. Since, we are told, this number has gradually increased. Their method is not new by any means, for we know of organizations in Great Britain on somewhat similar lines that have grown to be enormous concerns.

Business is conducted by the issue of weekly circulars and dividends are to be returned to shareholders upon purchases as well as a dividend upon paid-up capital stock. The result of the 11 months' business was a 7 per cent. dividend cheque to their shareholders upon paid-up capital stock, which must be considered an excellent showing for their first statement, especially with a dropping sugar market to contend against during the past year, coupled with the drawbacks every new concern has with its commencement.

## THE CONVENTION OF RETAIL MERCHANTS.

The Retail Merchants' Association of Canada will hold a convention in Toronto on Tuesday and Wednesday, September 9 and 10. The opening meeting will be held in the Temple Building on Tuesday afternoon, when addresses of welcome will be given by Mayor Howland, K.C., assisted by some of the members of the reception commttee of city council, after which addresses will be given by the president of the Association and others on the past and future work of the Association.

The various sections of trade comprised in the Association will afterwards hold separate meetings in special halls engaged for the purpose.

"ACME" TABLE SALT
Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50 lb. box.
TORONTO SALT WORKS, Toronto, Ont.
Agents for the Canadian Salt Co., Windsor, Ont.

FLOUR MAGOR'S DELICIOUS PATENT FLOUR.
The Purest Flour Made—makes Delicious Bread, Cakes and Pastry.
Prices For Cash Unequalled.
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MOTT'S DIAMOND CHOCOLATE
JOHN P. MOTT & CO. HALIFAX, N.S. ESTABLISHED 1849
IS THE BEST.
For Sale Everywhere.
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ASK FOR
MOTT'S.

G.O.B. Manitoba Patent
surpasses in whiteness and purity any All Manitoba patent flour of same price, and has equal strength.
We have considerable Bran and Shorts to offer in mixed cars.
Our CALLA LILY is A 1 family flour.
MODEL ROLLER MILLS, Perth, Ont.

WE HAVE AN IMPORTATION OF

# Ceylon Greens Arriving This Week

which we feel quite sure will pay you to consider.

**F. J. CASTLE, - - Ottawa.**

P. S.—And we would suggest to you that Fraser River Salmon is a purchase at present prices.

Established 1845. MODERN MACHINERY. UP-TO-DATE METHODS. Established 1845.




1 and 2-lb. Tins.

**When you hear a man talk about the quality and reputation of "Ewing's Coffee" and "Ewing's spices,"** just remember that they are **"S. H. & A. S. Ewing's"**—the perfected products of the old reliable house that has stood the test of 57 years. Try personally and be convinced of the superior aromatic flavor of S. H. & A. S. EWING'S High-Grade COFFEE. Compare the quality of S. H. & A. S EWING'S High-Grade SPICES, and satisfy yourself that they are the best.

Handle S. H. & A. S. E. Mocha and Java, in 1 and 2-lb. tins (as cut), "Willison's Turkey Coffee," "Vienna Baking Powder," etc. Enquiries and mail orders solicited. Prompt shipment guaranteed.

## S. H. & A. S. EWING,

Montreal Coffee and Spice Steam Mills,
55 Cote St., MONTREAL, P.Q.

Subscribers wanting goods or special quotations on anything anywhere in Canada, at any time, can get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto or Montreal.

## COX'S GELATINE

Always Trustworthy

ESTABLISHED 1725.

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## Butter Tubs

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WALTER WOODS & CO.
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Established 1862.

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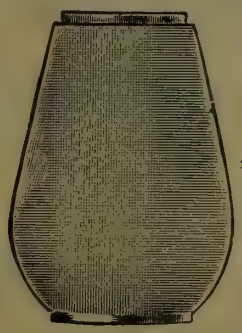
Offices—11 Victoria St. . . . ENG.
Warehouses—48-52 Thomas St.

We solicit correspondence and offers of all kinds of **CANNED GOODS** and **DRIED FRUITS**, etc., suitable for the English and Continental markets. Consignments will receive best attention and advances made when required.

REFERENCE—Canadian Bank of Commerce.

American Agent—
G. H. THOMPSON,
107 Hudson St., NEW YORK.

ARE YOU USING OUR



Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,
of WALLACEBURG, Limited.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Toronto Fruit Merchants.

## *McWilliam & Everist*

Commission Merchants.

Fruit Importers and Exporters.

Canadian Apples a Specialty.

CORRESPONDENCE SOLICITED.

Quote us if you have anything to offer.
Ask for our prices when requiring fruit.

25 and 27 Church St., TORONTO, Can.

Long Distance 'Phone Main 645.
Warehouse 'Phone Main 3394.

## California Fruits

Canadian Peaches, Plums, Tomatoes.

Fresh arrivals daily at lowest market prices.

Full stock of Oranges, Lemons and Bananas always on hand.

## HUSBAND Bros. & Co.

82 Colborne St., TORONTO.

Phones, Main 54, Main 3428.

## KNOWLEDGE ESSENTIAL TO A GROCER.

IT is pretty generally conceded that the retail grocer is what is quizzically termed a "waiking encyclopædia," also a "hail fellow well met," entertaining, and an arbiter (or mutual friend) for a vast multitude of all sorts and conditions of men, women, children and infants.

Now a new personage bobs up serenely; he is that very fickle odds and ends, the fellow "who knows it all" in the newspapers, the "penny a liner," or, perhaps, the "mysterious quiller of the quill," who has two meals on Saturday and feeds on a health diet the rest of the week, says Retail Grocers' Advocate. He is endeavoring to make himself famous by coming out with the startling announcement that a grocer is not the master of his trade until he knows everything in the business "from A to Z."

In other words, he must be able to define at a moment's notice every ingredient that goes to make up the 5,001 articles on his shelves or elsewhere for sale.

He must be able to tell you just how sugar, soap, molasses, starch, flour, cheese, macaroni, mustard and an almost innumerable list of other artictes are manufactured and placed on the market; in fact, he must know pretty nearly everything.

We are willing to concede that he is every bit a "walking encyclopedia," that is, in the sense which the term is usually applied, but, as for his knowing everything, we must draw the line.

Still, how many times a day will the customer, his wife or small boy rush in and tell their grocer about troubles galore, or anticipated troubles, or something that might happen, and ask his advice—and ten to one this appeal comes just at a time when he is most busy.

But Mr. Grocer doesn't get busy and wave them off with a determined sweep of the hand—oh, no! He has got too much tact for that.

So he imparts the necessary intelligence and they go their way fully charged and primed, vowing in their own minds that their grocer is "the right stuff."

Well, to put it homely, he is all that, and more, for he usually is the "right thing"; any grocer is all this who can hold his nerve on such occasions; and, furthermore, it is the rule wherever the grocer is to be found in his "native element"—it is an acquired habit, which he feels must be exacted.

Therefore, all things considered, the grocer is a most remarkable man. There is no other business man just like him; he may be said to be a self-made man, and some like to call him a many-sided man, but that isn't hardly fair, for the grocer's habits finally beget sincerity of purpose, and he accepts the situation as he finds it—this shows his practicability of mind, and in that particular he stands head and shoulders above nearly all other tradesmen.

But take the grocer as he stands to-day, and he is plenty good enough for all good people.

## GLACE BAY CLERKS ORGANIZE.

A meeting of the clerks of Glace Bay, C.B., was held recently for the purpose of organizing a branch of the International Retail Clerks' Protective Association.

A large number of clerks were present and also several merchants of the town, including Mayor D. M. Burchell and County Stipendiary Henry McDonald. Before calling on K. McKim, deputy organizer of the American Federation of Labor, to address the assemblage, expressions of opinion were asked from the merchants and others present on the matter of early closing. Among the speakers were Mayor Burchell, County Stipendiary Henry McDonald, and the following merchants: S. L. Landry, J. G. Morris, P. A. McDonald, F. Ferguson and S. Fried. All spoke in favor of early closing, and were disposed to give the clerks every advantage possible.

Mr. McKim discussed the matter in a pleasing manner, showed the benefits of the Association and the results accomplished by it. He also recommended the clerks to proceed cautiously and deliberately and to avoid anything like revolutionary methods. After this a vote of thanks was tendered Mr. McKim and the other speakers. Then those not eligible for membership withdrew and the clerks proceeded to perfect their organization.

## DIVIDENDS TELL THE STORY.

The first dividend on E. W. Gillett Company Limited was paid to stockholders on August 30. The business of this company since its incorporation has shown a decided increase in volume, and the future prospects are reported bright, and this must be very gratifying to the stockholders.

## A LITTLE NONSENSE.

"Billingsley the grocer has taught his dog to sing."

"Does he sing well?"

"He sings as well as Billingsley could teach him."

"I never heard Billingsley. Is he a good singer?"

"Well, the dog has been shot at several times."

* * *

"Dear Doctor: Your hair restorer is a world-beater. After trying a bottle I placed it in the cupboard, and in the morning we were astounded to find a nice long hair in the butter. We have no children, and, as I am bald, and my wife is confident that the hair is no relative of hers, the fact is evident that the restorer did the work. Enclosed please find my photo."

POPULARITY is the proof of merit, and no brand has ever achieved popularity so quickly as

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

BOBS costs you only 36 cents, and pays a good profit.

BOBS is well advertised.

BOBS is selling well in almost every store from the Atlantic to the Pacific.

BOBS is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO., LIMITED

MONTREAL, QUE.

# Be fair to yourself

and examine into the merits of Ceylon Tea. Don't content yourself with cheap, unreliable stuff that is tea in name only.

You cannot build up permanent trade on that.

CEYLON

CEYLON

# Ceylon Tea

**(BLACK and GREEN)**

is always right, always pure, always satisfactory.

The Blacks are now used everywhere in Canada, while the Greens are displacing Japans, for reasons of quality and price.

Be fair to yourself and see that you handle the rich, pure teas of Ceylon.

WHY ARE

# Southwell's

## *Jams*

superior to all other Imported Lines ?




**Because** each Jam has the individual flavor of its own fruit.

Many imported Jams taste all alike.

## Southwell's Don't.

WRITE FOR PRICE LIST, ETC.

FRANK MAGOR & CO.

16 St. John St., MONTREAL.

DOMINION AGENTS

The best grocers keep the best Imported Biscuits.

Try an assorted case of

# CARR'S




They will bring you additional trade, and mark you as

***One of the live grocers of Canada.***

FRANK MAGOR & CO.,

Agents for the Dominion. 16 St. John St., MONTREAL

C. E. JARVIS & CO., Vancouver, Agents for B.C.


# Current Market Quotations for Proprietary Articles

Sept. 4, 1902

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. of a change is made, either an advance or decline, it is referred to in the market reports, as a matter of news whether manufacturers request it or not.

### BAKING POWDER.

| Cook's Friend— | Per doz. |
|---|---|
| Size 1, in 2 and 4 doz. boxes | $ 2 40 |
| " 10, in 4 doz. boxes | 2 10 |
| " 2 in 6 " | 80 |
| " 12, in 6 " | 70 |
| " 3, in 4 " | 45 |
| Pound tins, 3 doz. in case | 3 00 |
| 12oz. tins, 3 " " | 2 40 |
| 5-lb. tins, ⅓ " " | 14 00 |

| Diamond— | W. H. GILLARD & CO. |
|---|---|
| 1 lb. tins, 2 doz. in case | per doz. 2 00 |
| ½ lb. tins, 3 " " | " 1 25 |
| ¼ lb. tins, 4 " " | " 0 75 |

IMPERIAL BAKING POWDER.

| Cases. | Sizes. | Per Doz. |
|---|---|---|
| 4 doz. | 10c. | $0 85 |
| 3 " | 6-oz. | 1 75 |
| 1 " | 12-oz. | 3 50 |
| 2 and 3 doz. | 12-oz. | 3 40 |
| 2 and 3 doz. | 16-oz. | 4 35 |
| ½ doz. | 2½-lb. | 10 50 |
| 1 doz. | 2½-lb. | 10 40 |
| ½ and 1 doz. | 5-lb | 19 50 |

MAGIC BAKING POWDER




| Cases. | Sizes. | Per Doz. |
|---|---|---|
| 4 doz. | 5c. | $ 40 |
| 4 " | 4-oz. | 0 60 |
| 4 " | 6-oz. | 0 75 |
| 4 " | 8-oz. | 0 95 |
| 4 " | 12-oz. | 1 40 |
| 2 " | 12 oz | 1 45 |
| 4 " | 16-oz. | 65 |
| 2 " | 1?-oz. | 1 70 |
| 1 " | 2½-lb. | 4 10 |
| 1 " | 5-lb. | 7 30 |
| 2 " | 6-oz. } | Per case. |
| 1 " | 1 -oz. } | $1 55 |
| 1 " | 1?-oz. } | |

JERSEY CREAM BAKING POWDER

| | |
|---|---|
| ⅛ size, 5 doz. in case | 40 |
| ¼ size, 4 doz. in case | 75 |
| ½ " 3 " " | 1 25 |
| 1 " 2 " " | 2 25 |

VIENNA BAKING POWDER.

| | Per doz. |
|---|---|
| 1 lb. tins, 4 doz. in box | $1 25 |
| ½ lb. tins, 4 " " | 1 25 |
| ¼ lb. tins, 4 " " | 75 |
| 3 oz. in paper, 4 doz. in box | 70 |
| 5 " " 4 " " | 35 |

### BLACKING.

SHOE POLISH.

HENRI JONAS & CO.

| | Per gross |
|---|---|
| Jonas' | $9 00 |
| Fromenta | 7 50 |
| Military dressing | 24 00 |

### BLUE.

| | |
|---|---|
| Keen's Oxford per lb | $0 17 |
| In 10 box lots or case | 0 16 |
| Reckitt's Square Blue 12-lb. box | 0 17 |
| Reckitt's Square Blue, 5 box lots | 0 16 |

### BLACK LEAD.

| | |
|---|---|
| Reckitt's per box | 1 15 |
| Box contains either 1 gro., 1 oz. size; ½ gro., 2 oz. or ¼ gro. 4 oz | |

### CORN BROOMS

BOECKH BROS & COMPANY doz. net.

| | |
|---|---|
| Bamboo Handles, A, 4 strings | 4 35 |
| " " B, 4 strings | 4 10 |
| " " C, 3 strings | 3 85 |
| " " D, 3 strings | 3 60 |
| " " F, 3 strings | 3 35 |
| " " G, 3 strings | 3 10 |
| " " I, 3 strings | 2 85 |

### BISCUITS.

CARR & CO. LIMITED.

Frank Magor & Co., Agents

| | |
|---|---|
| Cafe Noir | 0 15 |
| Ensign | 0 12¾ |
| Metropolitan mixed | 0 09 |

Special price list of Fancy Tins for Xmas trade and other lines on application.

### CANNED GOODS.

MUSHROOMS.

HENRI JONAS & CO.

| | |
|---|---|
| Mushrooms, Rionel | $15 50 |
| " 1st choice Dutheil | 18 50 |
| " 1st choice Lenoir | 19 50 |
| " extra Lenoir | 22 00 |

Per case, 100 tins.

FRENCH PEAS—DELORY'S

HENRI JONAS & CO.

| | |
|---|---|
| Moyen's No 2 | $9 00 |
| " No. 1 | 10 50 |
| ½ Fins | 12 50 |
| Fins | 14 00 |
| Tres fins | 15 00 |
| Extra fins | 16 50 |
| Sur extra fins | 18 00 |

FRENCH SARDINES.

HENRI JONAS & CO.

| | |
|---|---|
| ¼ Trefavennes | $9 50 |
| ¼ Rolland | 9 50 10 00 |
| ¼ Delory | 10 50 |
| ¼ Club Alpins | 2 50 |

### CHOCOLATES & COCOAS.

THE COWAN CO. LIMITED.

| Cocoa— | |
|---|---|
| Hygienic, 1-lb. tins, per doz | $7 25 |
| " ½-lb. tins " | 3 75 |
| " ¼-lb. tins " | 2 25 |
| " fancy tins " | 0 90 |
| Hygienic, 5-lb tins, for soda water fountains, restaurants, etc. per lb | 0 55 |
| Perfection, ½-lb. tins, per doz | 3 00 |
| Cocoa Essence, sweet, ½-lb. tins, per doz | 2 25 |
| Chocolate— | per lb. |
| Queen's Dessert, ⅛'s and ¼'s | $0 40 |
| " 6's | 0 42 |
| Mexican Vanilla, ¼'s and ½'s | 0 35 |
| Royal Navy Rock " | 0 30 |
| Diamond " " | 0 25 |
| " 8's | 0 28 |

JOHN P. MOTT & CO.'s

R. S. McIndoe, Agent, Toronto.

| | |
|---|---|
| Mott's Broma per lb | 0 30 |
| Mott's Prepared Cocoa | 0 28 |
| Mott's Homeopathic Cocoa (¼'s) | 0 42 |
| Mott's Breakfast Cocoa (in tins) | 0 40 |
| Mott's No. 1 Chocolate | 0 30 |
| Mott's Breakfast Chocolate | 0 28 |
| Mott's Caraccas Chocolate | 0 40 |
| Mott's Diamond Chocolate | 0 23 |
| Mott's French-Can. Chocolate | 0 18 |
| Mott's Navy or Cooking Chocolate | 0 28 |
| Mott's Cocoa Nibbs | 0 35 |
| Mott's Cocoa Shells | 0 05 |
| Vanilla Sticks, per gross | 0 90 |
| Mott's Confectionery Chocolate | 0 21 0 43 |
| Mott's Sweet Chocolate Liquors | 0 19 0 30 |

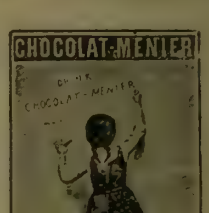
| Chocolate— FRY'S. | per lb. |
|---|---|
| Caraccas, ¼'s, 6-lb. boxes | 0 42 |
| Vanilla, ¼'s | 0 43 |
| "Gold Medal" Sweet, ¼'s, 6 lb. bxs | 0 29 |
| Pure, unsweetened, ¼'s, 6 lb. bxs | 0 42 |
| Fry's "Diamond," ¼'s, 14 lb. bxs | 0 24 |
| Fry's "Monogram," ⅛'s 14lb. bxs | 0 24 |
| Cocoa— | per doz |
| Concentrated, ¼'s 1 doz. in box | 2 40 |
| " ⅛'s, " | 4 50 |
| " 1 lbs. " | 8 25 |
| Homoeopathic, ¼'s 14lb. boxes | |
| " ½ lbs. 12 lb. boxes | |

| | |
|---|---|
| Epps's cocoa, case of 14 lbs., per lb | 0 35 |
| Smaller quantities | 0 37½ |

CADBURY'S.

| Frank Magor & Co., Agents. | per doz |
|---|---|
| Cocoa essence, 3 oz. packages | $1 65 |
| Mexican chocolate, ¼ and ½ lb. pkgs. | 0 40 |
| Rock Chocolate, loose | 0 40 |
| " 1-lb. tins | 0 42 |
| Nibs, 11-lb. tins | 0 35½ |

CHOCOLAT-MENIER.




| | |
|---|---|
| Chocolat-Menier | ¼ and ½s 36c per lb. |
| Croquettes and Pastilles of 108 $20. | ⅛s 20c. per case. |
| Menier Breakfast Cocoa ½-lb. tins | 13c. |
| " " ½-lb. " | 25c. |
| " " 1-lb. " | 50c. |

WALTER BAKER & CO., LIMITED.

| | per lb. |
|---|---|
| Premium No. 1 chocolate, 12-lb boxes | $ 38 |
| Vanilla chocolate 6-lb boxes | 47 |
| German sweet, 6-lb. boxes | 27 |
| B'kfast cocoa, ½-lb. tins, plain; 6-lb. boxes | 51 |
| Cracked cocoa, ½-lb. pkgs. 12-lb. bxs. | 35 |
| Caracas sweet chocolate, 6-lb. boxes | 37 |
| Soluble chocolate (hot or cold soda) 1-lb. cans | 45 |
| Vanilla chocolate wafers, 48 to box, per box | 1 56 |

### CHEESE.

| | |
|---|---|
| Imperial—Large size jars, per doz. | $ 8 55 |
| Medium size jars | 4 50 |
| Small size jars | 2 40 |
| Individual size jars | 1 00 |
| Imperial Holder—Large size | 18 00 |
| Medium size | 15 00 |
| Small size | 13 00 |
| Roquefort—Large size, per doz | 2 40 |
| Small size | 1 40 |

# "THE EDWARDSBURG BRANDS"

# Starch

## . . and Syrup

Are well known all over the Dominion as a **STANDARD OF QUALITY.** **ASSORTED STOCKS** of all styles of packages now on hand, and **PROMPT SHIPMENT** guaranteed.

## EDWARDSBURG STARCH CO'Y, Limited

**Established 1858.**

164 St. James St., MONTREAL. | Works: CARDINAL, ONT. | 53 Front St. East, TORONTO.


### COFFEE.

JAMES TURNER & CO.

| | per lb. |
|---|---|
| Mocha | 0 32 |
| Damascus | 0 28 |
| Cairo | 0 20 |
| Sirdar | 0 17 |
| Old Dutch Rio | 0 12½ |

E. D. MORCEAU, Montreal.

| | per lb. |
|---|---|
| "Old Crow" Java | 0 25 |
| " Mocha | 0 25 |
| "Condor" Java | 0 30 |
| " Mocha | 0 30 |
| 15-year-old Mandheling Java and hand-picked Mocha | 0 50 |
| 1-lb. Fancy tins choice pure coffee, 48 tins per case | 0 20 |
| Madam Huot's Coffee, 1-lb. tins | 0 31 |
| " " " 2-lb. tins | 0 30 |

100 lb. delivered in Ontario and Quebec.

### CONDENSED MILK.




Borden's Condensed Milk Co.

| | |
|---|---|
| "Eagle" Brand | $1 65 |
| "Gold Seal" Brand | 1 30 |
| "Peerless" Brand Evaporated Cream | 1 20 |

### CLOTHES PINS.

UNITED FACTORIES, LIMITED.

| | |
|---|---|
| Clothes Pins (full count), 5 gross in case, per case | 0 57 |
| 4 doz. packages 12 to a case) | 0 72 |
| 6 doz. packages (12 to a case) | 0 92 |

### COUPON BOOKS—ALLISON'S

For sale in Canada by—The Eby, Blain Co., Limited, Toronto C. O. Beauchemin & Fils, Montreal

$1, $2 $3, $5, $10 and $20 books.

| | Unnumbered | Covers and Coupons numbered. |
|---|---|---|
| In lots of less than 100 books. 1 kind assorted | 4c. | 4½c. |
| 100 to 500 books | 3½c. | 4c. |
| 500 to 1,000 books | 3c. | 3¼c. |

Allison's Coupon Pass Book

| | |
|---|---|
| 1 00 books | 3 cents each |
| 2 00 books | 3 cents each |
| 3 00 books | 3 cents each |
| 5 00 books | 4 cents each |
| 10 00 books | 5½ cents each |
| 15 00 books | 6½ cents each |
| 20 00 books | 7½ cents each |
| 25 00 books | 8 cents each |
| 50 00 books | 12 cents each |

### EXTRACTS.

HENRI JONAS & Co.

| | Per gross. |
|---|---|
| 8 oz. London Extracts | $6 00 |
| 2 oz. " " (no corkscrews) | 5 50 |
| 2 oz. " " | 9 00 |
| 2 oz. Spruce essence | 6 00 |
| 2 oz. " " | 9 00 |
| 2 oz. Anchor extracts | 12 00 |
| 4 oz. " " | 21 00 |
| 1 oz. " " | 36 00 |
| 1 lb. " " | 70 00 |
| 1 oz. Flat " | 9 00 |
| 2 oz. Flat bottle extracts | 18 00 |
| 2 oz. Square " | 21 00 |
| 4 oz. " " corked) | 36 00 |
| 8 oz. " " " | 72 00 |
| | Per doz. |
| 8 oz. " glass stop extracts | 3 50 |
| 8 oz. " " " | 7 00 |
| | Per doz. |
| 2½ oz. Round quintessence extracts | 2 00 |
| 4 oz. Jockey decanters " | 3 50 |

### FOOD.

| | Per doz. |
|---|---|
| Robinson's Patent Barley ½ lb tins | 1 25 |
| " " " 1 lb. tins | 2 25 |
| " " Groats, ½ lb. tins | 1 25 |
| " " " 1 lb. tins | 2 25 |

### LYE (CONCENTRATED).

GILLETT'S PERFUMED.

| | Per case. |
|---|---|
| 1 case of 4 doz | $ 3 60 |
| 3 cases " | 3 50 |
| 5 " | 3 40 |

### GINGER ALE & SODA WATER

| | per doz. |
|---|---|
| Cantrell & Cochrane's Imported Ginger Ale and Club Soda Water | $1 40 |

### JAMS AND JELLIES.

SOUTHWELL'S GOODS. per doz

Frank Magor & Co., Agents.

| | |
|---|---|
| Orange Marmalade | 1 |
| Clear Jelly Marmalade | 1 80 |
| Strawberry W. F. Jam | 2 00 |
| Raspberry " " | 2 00 |
| Apricot " " | 1 75 |
| Black Curran " | 1 85 |
| Other Jams, W. F. | 1 55 1 90 |
| Red Currant Jelly | 2 75 |

Jams— T. UPTON & CO.

| | |
|---|---|
| 12-oz. glass jars, per doz | $0 95 |
| 1-lb. glass jars 2 doz. in case, per doz | 1 50 |
| 2½-lb. tin pail, 2 doz. in crate, per lb. | 0 09 |
| 5-lb. tin pails, 8 pails in crate, per lb | 0 06 |
| 7-lb wood pails, 6 " " " | 0 05 |
| 14-lb. wood pails, per lb | 0 06 |
| 30-lb " " | 0 06 |

Jellies—

| | |
|---|---|
| 1-lb. glass jars, per doz | $1 50 |
| 7-lb. wood pails, per lb | 0 09 |
| 14-lb. " " " | 0 09 |
| 30-lb. " " " | 0 09 |

### LICORICE.

YOUNG & SMYLIE'S LIST.

| | |
|---|---|
| 5-lb. boxes, wood or paper, per lb | $0 40 |
| Fancy boxes (36 or 50 sticks) per box | 1 25 |
| "Ringed" 5 lb. boxes, per lb | 0 40 |
| "Acme" Pellets, 5 lb. cans, per can | 2 00 |
| "Acme" Pellets, fancy boxes 40) per box | 1 50 |
| Tar, Licorice and Tolu Wafers, 5 lb. cans, per can | 2 00 |
| Licorice Lozenges, 5 lb. glass jars | 1 75 |
| " " 20 5 lb. cans | 1 50 |
| "Purity" Licorice 10 sticks | 1 45 |
| " " 100 sticks | 0 73 |
| Dulce large cent sticks, 100 in box | |

### LIQUORS.

COGNAC IN CASES.

Ph. Richard.

| | |
|---|---|
| S.O. Quarts, 12's | $22 50 |
| F.C. " " | 15 00 |
| F.C. 1-15 bottles, 180's | 12 00 |
| V.S.O.P. " " | 12 00 |
| V.S.O.P. pints, 24's | 13 00 |
| V.S.O.P. ½-pints, 48's | 14 00 |
| V.S.O.P. 1-15 bottles, 180's | 20 00 |
| V.S.O. quarts, 12's | 10 00 |
| V.S.O. 1-15 bottles, 180's | 18 00 |
| V.O. quarts, 12's | 8 50 |
| V.O. pints, 24's | 9 50 |
| V.O. ½-pints, 48's | 10 50 |
| V.O. 1-15 bottles, 180's | 14 00 |
| V.O. decanters, 12's | 10 50 |
| V.O. pints, 20's | 13 00 |
| V.O. flasks, Imp. pints, with thumblers | 9 75 |
| V.O. " Reputed " 24' | 10 50 |
| V.O. " " no " 24's | 9 50 |

Chas. Couturier.

| | |
|---|---|
| Quarts, 12s | 7 00 |
| ½ bottles, 24's | 8 00 |
| ¼ " 48's | 9 00 |
| 1-15 bottles, 180's | 13 50 |
| Flasks, 24's | 8 00 |
| ½ Flasks, 48's | 9 00 |
| Flasks Imperial pints, Copsule, 16's | 8 00 |

F. Marion & Cie.

| | |
|---|---|
| Quarts, 12's | 6 00 |
| ½ bottles, 24's | 7 00 |
| ¼ " 48's | 8 00 |
| Flasks, reputed 24's | 7 00 |
| Flasks, ½-pints, 48's | 8 00 |
| 1-15 bottles, 180's | 12 50 |
| Flasks, Imp. pints with thumblers, 16's. | 8 00 |

Cognac In Wood.

Ph. Richard.

| | Gals. | Oct's. | Oct's. | Bbls. | Hhds. |
|---|---|---|---|---|---|
| Couturier | $4 00 | $3 95 | $3 85 | $3 80 | .... |
| Marion | 3 75 | 3 60 | 3 50 | 3 40 | .... |
| Ph Richard V.S.O.P | 5 50 | 5 35 | 5 25 | 5 00 | .... |
| Richard V.O. proof | 4 25 | 4 10 | 4 00 | 3 90 | 3 80 |
| Richard 5 up. proof V. O. | 4 00 | 3 80 | 3 70 | 3 50 | 3 40 |
| Richard Fine champagne | 6 00 | 5 90 | .... | .... | .... |

Gin—Pollen & Zoon, in Cases.

| | |
|---|---|
| Red, 15's | $10 00 |
| Green, 12's | 5 00 |
| Poney, 12's | 2 50 |

Gin Pollen & Zoon, in Wood.

| | Gals. | Oct's. | Oct's. | Bbls. | Hhds. |
|---|---|---|---|---|---|
| Gin, P. & Z. | $3 15 | $3 05 | $3 05 | $3 00 | $2 95 |

Mitchell Bros. Limited Scotch.

| | 1 case. | 5 cases |
|---|---|---|
| Heather Dew, ordinary qts. 12's | $ 7 00 | $ 6 75 |
| Heather Dew, stone jars, Imperial, 12 s | 12 50 | 12 25 |
| Heather Dew, oval flasks, quart, 12's | 11 25 | 11 00 |
| Special Reserve, oval, pts. 24s. | 11 75 | 11 50 |
| " " ordinary qts., 12's | 9 00 | 8 75 |
| Special Reserve, ½ bottles, pints, 24s | 10 00 | 9 75 |
| Extra Special Liqueur, flagon, 12's | 9 50 | 9 25 |
| Extra Special Liqueur, ordinary bottles, 12's | 9 50 | 9 25 |
| Heather Dew, flasks, 48's | 12 00 | 11 75 |
| " " ½ flasks, 60's | 9 00 | 8 75 |
| Mullmore, Imperial oval quart flasks, 12's | 10 00 | 9 75 |
| Mullmore, flasks, Imperial pints, 24's | 10 50 | 10 25 |
| Mullmore, flasks, ordinary pints, 24's | 7 75 | 7 50 |
| Mullmore, ½ flasks, ordinary, 48's | 9 00 | 8 75 |
| Mullmore, ordinary quarts, 12's | 6 50 | 6 25 |
| Mullmore, ordinary pints 24's | 7 50 | 7 25 |

### Scotch Whiskey in Wood.

| | Gals. ½ Oct's. | Oct's. | Bbls |
|---|---|---|---|
| | 9 gals. | 17 gals. | 40 gals. |
| Special Reserve | $4 50 | $4 25 | $4 15 | $3 90 |
| Heather Dew "A" | 4 00 | 3 85 | 3 75 | 3 65 |
| Extra Special Liqueur | 5 00 | 4 90 | 4 80 | 4 75 |
| Old Scotch | 3 50 | 3 70 | 3 65 | 3 50 |

### Whiskey in Cases.

Mitchell Bros., Limited—Irish

| | |
|---|---|
| Cruiskeen Lawn, stone jar, 12's | $12 50 |
| Old Irish, flasks, Imp. quarts, 12's | 11 25 |
| " Special, quarts, 12's | 9 00 |
| " " Imp. pints, 24's | 1 75 |
| " round bottles, quarts, 12's | 6 50 |
| " round ½-bottles, pints, 24's | 8 00 |
| " 10-oz. flasks, 48's | 12 00 |
| " 5-oz. flasks, 60's | 9 00 |

### Irish Whiskey in Wood.

| | Gal. | ½-Oct. | Oct. | Bbl. |
|---|---|---|---|---|
| Mitchell, "Special Old" | $4 50 | $4 40 | $4 25 | $4 10 |
| Mitchell, "Old" | 4 00 | 3 90 | 3 75 | 3 65 |
| " "B" | 3 50 | 3 40 | 3 30 | 3 25 |
| " "C" | 3 00 | 2 | 2 80 | 2 75 |

### Champagne Wine in Cases.

| | |
|---|---|
| Duc de Pierland, quarts, 12's | $11 00 |
| " " pints, 24's | 5 00 |
| Cardinal, quarts, 12's | 12 50 |
| " pint, 24's | 13 50 |
| Vve. Amiot Carte d'Or, quarts, 12's | 16 00 |
| " " pints, 24's | 1 00 |
| " " d'Argent, quarts, 12's | 0 50 |
| " " pints, 24's | 11 50 |

### Blandy Bros. Wine.

Blandy's Madeira Wine, in cases.

| | |
|---|---|
| Very Superior, quarts, 12's | 8 50 |
| Special Selected, quarts, 12's | 10 00 |
| London Particular, quarts, 12's | 13 00 |

Blandy's Malaga, in cases.

| | |
|---|---|
| Pale Sweet Blue Label, quarts, 12's | 7 50 |
| " White Label, quarts, 12's | 10 00 |

Blandy's Sherry, in cases.

| | |
|---|---|
| Manzanilla, quarts, 12's | 8 50 |
| Morosa, quarts, 12's | 11 00 |

Blandy's Port Wine, in cases.

| | |
|---|---|
| Good Fruity, quarts, 12's | 7 50 |
| Invalid Special, quarts, 12's | 12 00 |

Blandy Bros'. Wine in Wood.

| | Gal. | Octave. |
|---|---|---|
| Madere, No. ½ | $3 50 | $3 00 |
| " No. ¾ | 4 50 | 4 00 |
| Malaga Pale Sweet | 3 00 | 2 75 |

### Canadian Whiskies.

| | In barrels. per gal. |
|---|---|
| Gooderham & Worts, 65 O.P. | $ 4 50 |
| Hiram Walker & Sons " | 4 50 |
| J. P. Wiser & Son " | 4 49 |
| J. E. Seagram " | 4 49 |
| H. Corby " | 4 49 |
| Gooderham & Worts, 50 O.P. | 4 10 |
| Hiram Walker & Sons " | 4 10 |
| J. P. Wiser & Son " | 4 09 |
| J. E. Seagram " | 4 09 |
| H. Corby " | 4 09 |
| Rye, Gooderham & Worts | 2 20 |
| " Hiram Walker & Sons | 2 20 |
| " J. P. Wiser & Son | 2 19 |
| " J. E. Seagram | 2 19 |
| " H. Corby | 2 19 |
| Imperial, Walker & Sons | 2 90 |
| Canadian Club, Walker & Sons | 3 60 |

| | Less than one bbl. per gallon. |
|---|---|
| 65 O. P. | $4 55 |
| 50 O. P. | 4 15 |
| Rye | 2 25 |

## MINCE MEAT.

| | |
|---|---|
| Wethey's Condensed, per gross net | $12 00 |
| " per case of doz. net | 3 00 |

## MUSTARD.

COLMAN'S OR KEEN'S.

| | |
|---|---|
| D. S. F., ¼ lb. tins, per doz. | $1 40 |
| " ½ lb. tins, " | 2 50 |
| " 1 lb. tins, " | 5 00 |
| Durham 4 lb. jar, per jar | 0 75 |
| " 1 lb. " " | 0 45 |
| F. D., ¼ lb. tins, per doz. | 0 85 |
| " ½ lb. tins | 1 45 |

HENRI JONAS & Co. Per gross

| | |
|---|---|
| Pony size | $7 50 |
| Imperial, medium | 9 00 |
| Imperial, large | 12 00 |
| Tumblers | 12 00 |

| | Per gross |
|---|---|
| Mugs | 13 20 |
| Pint jars | 18 00 |
| Quart jars | 4 00 |

E. D. MARCEAU Montreal.

"Condor," 12-lb. boxes—

| | |
|---|---|
| ¼-lb. tins per lb. | 0 35 |
| ½-lb. tins " | 0 33 |
| 1-lb. tins " | 0 32½ |
| 4-lb. jars per jar | 1 20 |
| 1-lb. jars " | 0 35 |

"Old Crow," 12-lb. boxes—

| | |
|---|---|
| ¼-lb. tins per lb. | 0 25 |
| ½-lb. tins " | 0 23 |
| 1-lb. tins " | 0 22½ |
| 4-lb. jars per jar | 0 70 |
| 1-lb. jars " | 0 25 |

## OLIVE OIL

| | per case |
|---|---|
| Barton & Guestier's quarts | $8 00 |
| " " pints | 9 00 |

## ORANGE MARMALADE.

T. UPTON & CO.

| | |
|---|---|
| 1-lb. glass. 2 doz. case, per doz. | $1 00 |
| 7-lb. pails and 5 lb. tins | " 06 |
| 14 and 30-lb. pails | 0 06 |

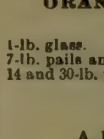
## PICKLES.

STEPHENS'.

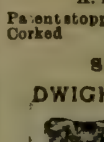
A. P. Tippet & Co., Agents.

| | |
|---|---|
| Patent stoppers (pints) per doz. | 2 30 |
| Corked (pints), " | 1 90 |

## SODA.—COW BRAND.




Case of 1 lbs. containing 60 pkgs. per box, $3.00
Case of ½ lbs. (containing 120 pkgs. per box, $3.00.
Case of 1 lbs. and ½ lbs. (containing 30 1 lbs. and 60 ½ lb. packages) per box, $3.00.
Case of 5c. pkgs (containing 96 pkgs) per box, $3.00.



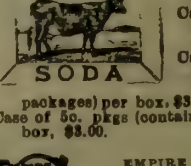

EMPIRE BRAND.

Brunner, Mond & Co.

Case 120 ½-lb. pkts. (60 lb.) per case $2 70.

Case 96 10c-oz. pkts. (60 lb.) per case $2.80.

## SOAP




A. P. TIPPET & CO., AGENTS

Maypole Soap, colors per grs. $10.20. black
Maypole Soap, per grs. $15.30
Oriole Soap, per gross, $10.20.

| | |
|---|---|
| Gloriola Soap, per gross | 13 00 |
| Straw Hat Polish, per gross | 10 20 |

## STARCH.

EDWARDSBURG STARCH CO., LTD.

| Laundry Starches— | per lb. |
|---|---|
| No. 1 White or Blue, 4-lb carton | 0 06½ |
| No. 1 " " 3-lb. " | 0 06½ |
| Canada Laundry | 0 05½ |
| Silver Gloss, 6-lb. draw-lid boxes | 0 08 |
| Silver Gloss, 6-lb. tin canisters | 0 08 |
| Edwards'g Silver Gloss, 1-lb. pkg. | 0 08 |
| Kegs Silver Gloss, large crystal | 0 07 |
| Benson's Satin, 1-lb. cartons | 0 08½ |
| No. 1 White, bbls. and kegs | 0 05¾ |
| Benson's Enamel, per box, $1 50 to | 3 00 |

| Culinary Starch— | |
|---|---|
| Benson & Co.'s Prep. Corn | 0 07¼ |
| Canada Pure Corn | 0 05¾ |

| Rice Starch— | |
|---|---|
| Edwardsburg No. 1 white, 1-lb. car | 0 10 |
| Edwardsburg No. 1 White or Blue, 4-lb. lumps | 0 08½ |

BEE STARCH.

| | |
|---|---|
| Cases, 64 pkgs. 48's | $5.00 |
| ¼ Cases, 32 pkgs. 24's | 2.50 |

Packages 10c. each.

BRANTFORD STARCH WORKS, LIMITED.

Ontario and Quebec.

| Laundry Starches— | |
|---|---|
| Canada Laundry, boxes of 40 lbs. | $0 05½ |
| Acme Gloss Starch— | |
| 1-lb. cartons, boxes of 40 lbs. | 0 06 |
| Finest Quality White Laundry— | |
| 3-lb. Canisters, cases of 48 lbs. | 0 06½ |
| 4-lb. " " " | 0 06½ |
| Barrels, 200 lbs. | 0 05¾ |
| Kegs, 100 lbs. | 0 05¾ |
| Lily White Gloss— | |
| 1-lb. fancy cartons cases 30 lbs. | 0 08 |
| 6-lb. toy trunks, 8 in case | 0 08 |
| 6-lb. enameled tin canisters, 8 in case | 0 08 |
| Kegs, ex. crystals, 100 lbs | 0 07 |
| Brantford Gloss— | |
| 1-lb. fancy boxes, cases 36 lbs. | 0 08½ |
| Canadian Electric Starch— | |
| Boxes of 40 fancy pkgs, per case | 3 00 |
| Celluloid Starch— | |
| Boxes of 45 cartons, per case | 3 60 |

Culinary Starches—

| | |
|---|---|
| Challenge Prepared Corn— | |
| 1-lb. packages, boxes 40 lbs. | 0 05¾ |
| No. 1 Brantford Prepared Corn— | |
| 1-lb. packages, boxes 40 lbs. | 0 07¼ |
| Crystal Maize Corn Starch— | |
| 1-lb. packages, boxes 40 lbs. | 0 07¼ |

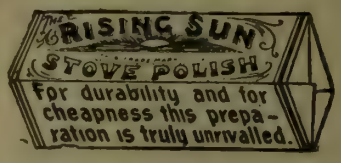
## STOVE POLISH.







| | |
|---|---|
| No. 4—3 dozen in case, per gross | 4 80 |
| " 6—3 dozen in case, " " | 8 40 |




| | Per gross |
|---|---|
| Rising Sun 6-oz. cakes, ½-gross bxs | 60 |
| Rising Sun, 3-oz. cakes, gross boxes | 4 50 |
| Sun Paste 10c. size, ½ gross boxes | 10 00 |
| Sun Paste, 5c. size, ¼ gross boxes | 5 00 |




## TEAS.




SALADA CEYLON.

| | Wholesale | Retail |
|---|---|---|
| Brown Label, 1's | 0 20 | 0 25 |
| " ½'s | 0 21 | 0 26 |
| Green Label, 1 and ½'s | 0 22 | 0 30 |
| Blue Label, 1s, ½s, ¼s and ⅛s | 0 30 | 0 40 |
| Red Label, 1s and ½s | 0 36 | 0 50 |
| Gold Labe ½s | 0 44 | 0 60 |

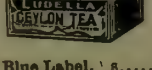



Ceylon Tea, in 1 and ½ lb. lead packages black or mixed.

| | |
|---|---|
| Black Label, 1-lb., retail at 25c. | 0 19 |
| " " ½-lb., " " " | 0 20 |
| Blue Label, retail at 30c. | 0 22 |
| Green Label " 40c. | 0 28 |
| Red Label " 50c. | 0 35 |
| Orange Label, retail at 60c. | 0 42 |
| Gold Lab " 80c. | 0 55 |




| | |
|---|---|
| Cases each 60 1-lbs. | 0 35 |
| " " 60 ½-lbs. | 0 35 |
| " " 30 1-lbs. | 0 35 |
| 120 ½-lbs | 0 35 |




LUDELLA CEYLON, 1's AND ½'S PKGS.

| | |
|---|---|
| Blue Label, 1's | 0 18½ 0 25 |
| Blue Label, ½'s | 0 19 0 25 |
| Orange Label, 1's and ½'s | 0 21 0 30 |
| Brown Label, 1's and ½'s | 0 28 0 40 |
| Brown Label, ½'s | 0 30 0 40 |
| Green Label, 1's and ½'s | 0 35 0 50 |
| Red Label, ½'s | 0 40 0 60 |

CROWN BRAND

| | Wholesale | Retail |
|---|---|---|
| Red Label, 1-lb. and ½'s | 0 35 | 0 50 |
| Blue Label, 1-lb. and ½'s | 0 28 | 0 40 |
| Green Label, 1-lb. | 0 19 | 0 15 |
| Green Label, ½'s | 0 20 | 0 25 |
| Japan, 1s | 0 19 | 0 25 |

E. D. MARCEAU, Montreal.

| Japan Teas— | |
|---|---|
| "Condor" I 40 lb. boxes | 0 37½ |
| EMD AAA 40-lb. boxes | 0 37½ |
| "Condor" II 40-lb boxes | 0 36 |
| " II 80-lb. " | 0 35 |
| " III 80-lb. " | 0 32½ |
| " IV 80-lb. " | 0 30 |
| " X 80-lb. " | 0 0 |
| " V 80-lb. " | 0 2½ |
| " XXXX 80-lb. boxes | 0 24 |
| " XXX 30-lb. " | 0 25 |
| " XXX 80-lb " | 0 21 |
| " X 30-lb. " | 0 22½ |
| " XX 85-lb. " | 0 19 |
| " LX lead packets | |
| " Assorted assts (1 and ½ lb.) to retail at 40c. | 0 2½ |
| " L lead packet | |
| " Assorted cases (1 and ½ lb.) to retail at 25c. | 0 19½ |

| Black Teas—"Nectar," in lead packets— | |
|---|---|
| Green label re ails 0 26 at | 0 20 |
| Chocolate label " 0 35 " | 0 25 |
| Blue label " 0 50 " | 0 36 |
| Maroon label " 0 60 " | 0 45 |
| Fancy tins—Chocolate, 1-lb. | 0 32½ |
| " " - Blue, 1-lb. | 0 42½ |
| " " - Maroon, 1-lb. | 0 50 |
| " " Maroon, 1-l | 1 50 |

| B'ack Teas—"Old Crow" Blend | |
|---|---|
| Bronzed tins of 10, 25, 50 and 80 lb. | |
| No. 1 per lb. | 0 35 |
| No. 2 " | 0 30 |
| No. 3 " | 0 25 |
| No. 4 " | 0 20 |
| No. 5 " | 0 17½ |

LIPTON'S TEA (in packages).

| | Price per lb |
|---|---|
| No. 1, cases 50 lb., (50 ½-lb. pkgs | $0 35 |
| (25 1-lb. pkgs | 34 |
| No. 1, cases 50 lb., in 5-lb. tins | 35 |
| No. 2, cases 50 lb., (50 ¼-lb. pkgs | 29 |
| (25 1-lb. pkgs | 28 |
| No. 2, cases 50 lb., in 5-lb. tins | 29 |
| No. 3, cases 50 lb., (50 ½-lb. pkgs | 23 |
| (25 1-lb. pkgs | 22 |
| No. 3, cases 50 lb., in 5-lb. tins | 23 |
| Green Ceylon, No. 1, (50 ½-lb. pkgs | 35 |
| (25 1-lb. pkgs | 34 |
| Green Ceylon, No. 2, (50 ½-lb. pkgs | 29 |
| (25 1-lb pkgs | 28 |

## TOBACCO

THE EMPIRE TOBACCO CO., LIMITED.

| | |
|---|---|
| Smoking—Empire, 3½s, 5s and 10s | 0 39 |
| Royal Oak, 2 x 3, 8c ace, 8s | 0 52 |
| Something Good, 7s | 0 48 |
| Chewing—Bobs, 5s and 10s | 0 36 |
| Currency, 13¾ oz. bars, spaced 9s | 0 39 |
| Currency, 6s and 10s | 0 39 |
| Old Fox, narrow 0s | 0 39 |
| Snowshoe, 1-lb. bars, spaced 6s | 0 43 |
| Pay Roll, 6s | 0 44 |

## VINEGARS.

E. D. MARCEAU, Montreal.

| | Per gal. |
|---|---|
| EMD, pure distilled, highest quality | 0 30 |
| Condor, pure distilled | 0 25 |
| Old Crow | 0 20 |

Special prices to buyers of large quantities.

MICHEL LEFEBVRE.

| | |
|---|---|
| Bull Dog, quadruple strength, registered | 0 55 |
| Lion "L" brand, registered | 0 38 |
| Imperial, triple strength, registered | 0 33 |
| Cole D'Or, extra super, registered | 0 30 |
| " household vinegar, registered | 0 28 |
| Crystal Pickling, extra | 0 28 |
| " " ordinary | 0 23 |
| White Wine, XXX | 0 25 |
| " " XX | 0 20 |
| " " X | 0 17 |
| Cider, XXX | 0 27 |
| " XX | 0 22 |
| " X | 0 17 |
| Pure English Malt, triple strength | 0 45 |
| " " " double strength | 0 35 |
| " " " single strength | 0 25 |
| Distilled white malt vinegar | 0 50 |

JOHN HOPE & Co., MONTREAL.

| | |
|---|---|
| Sir Robert Burnett & Co.'s English Malt Vinegar | 0 40 |

WORCESTERSHIRE.

UNITED FACTORIES, LIMITED.

| | |
|---|---|
| Washboards, Leader Globe | 1 50 |
| " Improved Globe | 1 60 |
| " Standard Globe | 1 80 |
| " Solid Back Globe | 1 95 |
| " Jubilee (perforated) | 1 95 |
| " Crown | 1 35 |

| | Per doz. |
|---|---|
| No. 1 2-hoop pails | 1 55 |
| " 1 3 " " | 1 70 |
| " 0 Tubs | 8 50 |
| " 1 " | 7 00 |
| " 2 " | 6 00 |
| " 3 " | 5 25 |

## YEAST.

| | |
|---|---|
| Royal yeast, 3 doz. 5c. pkgs. in case | 1 00 |
| Gillett's Cream yeast, 3 doz | 1 00 |
| Jersey Cream yeast cake, 4 doz. 5c. | 1 00 |
| Victoria " " 3 doz. 5c. | 1 00 |
| " " " 3 doz. 10c. | 1 80 |

NIXEY'S REFINED BLACK LEAD

By Appointment to H.M. the KING of the British Empire.

Sole Manufacturer of "Cervus" Square and Bag and Pepperbox Blues, and "Silver Moonlight" Stove Polish.

W. C. NIXEY, 12 Soho Square, LONDON, ENG.

Canadian Representative: MR. H. T. BAKER.

OUR TRADE A MARK — AUER LIGHT MANTLES LONGEST LIFE & BRIGHTEST — OUR TRADE A MARK

## The Value of Annealing.

Annealing is the most costly step of mantle making—consequently a cheap mantle cannot be properly annealed—That is the reason a cheap mantle caves in like this if you lay it on its side, after burning off the coating—Try one—They injure your trade.



Mantles branded A are thoroughly annealed over pressure gas—They fit the burner—They don't shrink—They stand up this way—They are reliable—They help your trade.



—We are the sole manufacturers of A mantles.
—Write us if you are interested.

Lowest prices on Mantles, Shades, Chimneys, Globes and Sundries.

AUER LIGHT CO., MONTREAL.

You can't do better than give your customers the best. That means more sales and a good profit for you when that best is

## "Empire" Soda

BEST FOR BAKING.

Manufactured by

BRUNNER, MOND & CO., NORTHWICH, ENG.

SOLE AGENTS FOR CANADA,

WINN & HOLLAND, MONTREAL, QUE.

**ADVERTISING in WESTERN CANADA**
will be Carefully, Efficiently, and Promptly attended to by
**The Roberts Advertising Agency,**
WINNIPEG, CANADA

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The Newspaper with the Largest Circulation in Jamaica and the West Indies.

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Write for scale of charges, etc., to

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Limited
"Gleaner" Office, . . . KINGSTON, JA.

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We make them in all shapes and sizes. We have

*Grain and Root Baskets,*
*Satchel Lunch Baskets*
*Clothes Baskets,*
*Butcher Baskets,*

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .
Oakville Basket Co.
Oakville, Ont.

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of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

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232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
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Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER.

The Best Grocers make a point of Keeping it always in Stock.




**Don't use this kind of a light**

but write us for prices on any kind of Lamps or fittings.

We manufacture lamps and can suit you.

**LAMP CHIMNEYS**

WITH THESE LABELS

**ARE THE BEST.**

For Lime Flint. For Lead Flint.

# GOWANS, KENT & CO.

Wholesale

**Crockery and Glassware**
**China and Lamp Goods**

TORONTO and WINNIPEG.




# WETHEY'S CONDENSED MINCE MEAT

Exactly meets the requirements of the lady who is desirous of making a really excellent Mince pie. Wonderful how well it sells, even during the warm weather. A good thing is wanted all the time.

**Manufactured by . . .**

## J. H. WETHEY,

LIMITED,

ST. CATHARINES, ONT.

# Crosse & Blackwell, Limited

## *Pickles, Sauces, Jams and Preserved Provisions.*

## C. E. COLSON & SON, MONTREAL.

**CHAS. P. CLARK, President.** **JARED CHITTENDEN, Treasurer.**

...ESTABLISHED 1849...

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VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

**OAKEY'S** The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters.

'WELLINGTON'

**KNIFE POLISH**

## JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

**Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.**

**Wellington Mills, London, England.**

Agent:

**JOHN FORMAN, 644 Craig Street**

MONTREAL

VOL. XVI. MONTREAL AND TORONTO, SEPTEMBER 12, 1902 NO. 37

PUBLISHED EVERY FRIDAY

THE CANADIAN GROCER AND GENERAL STOREKEEPER

CIRCULATES IN EVERY PROVINCE

SELL ONLY THE BEST!

In Competition with the World we have received the

**Highest Awards Made . . .**

These substantiate our claim that : : : : :

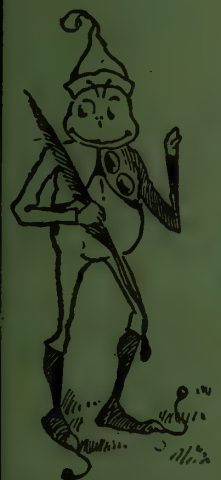
# Colman's Mustard

**IS THE BEST IN THE WORLD**

## NOTHING HAPHAZARD

**about the manufacture of**

# "IMPERIAL" White Wine Vinegar



"Imperial"—the Pickle-Keeper that never disappoints.

No guesswork—no experimenting—but the scientific art of vinegar-making applied in the truest sense of the word—under the direct supervision of a processor who knows the business from A to Z.

**That Accounts** for the superiority of **"IMPERIAL"** over ordinary vinegar—made in the ordinary way—in flavor, appearance and uniformity. None just like **"IMPERIAL"**—none quite up to its high standard.

**"IMPERIAL" WHITE WINE VINEGAR** gets business—holds business—increases business—in fact, makes money for you from start to finish.

If your customers desire a really fine, pure Table Salt, give them

# Rice's Pure SALT.

It gives Universal Satisfaction.

R. & J. RANSFORD,

Established 1886 Clinton, Ont.




# LICORICE . . .

We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, plain and corrugated; Acme Licorice Pellets; Y. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLIABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and Golf-Sticks, 100 to box; Blow Pipes, 200 and 300 to box; Manhattan Wafers, 2½-lb. boxes; Curved Stem Pipes, 200 to box. Write for illustrated catalogue.

YOUNG & SMYLIE

Established 1845. BROOKLYN, N.Y.

## TO LIVE GROCERS ONLY

We are putting up and are having a LARGE SALE on our famous . . . .



# "VICTORIA CROSS" CEYLON TEA

BLACK and MIXED.

Every package guaranteed finest grade grown. 25-40-50 cents per lb., in Handsome Lead Packages.

Write us for Samples and Prices.

J. F. SMYTH & CO.

Tea Packers. WINDSOR, ONT.




# The Australasian Grocer

The Organ of the Grocery, Provision and kindred Trades of the Antipodes.

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# Canned Where Caught.

The "Thistle" Brand of Canned Haddies, Kippered Herring, and Herring and Tomato Sauce are canned right where they are caught—at the water side. How better could you preserve the natural richness and delicate flavor of the fish? ***Impossible !***

But that is not all, because Captain Austin has the unequalled skill of a lifetime of experience. There is no dirt or slime—no uncleanliness to be found in the "Thistle" Brand. The reputation of the foremost fish-curer in the country is at stake under the label of the "Thistle" Brand. ***Buy it and you buy the best.***

**"Thistle" Brand Fish.**

# Bottled in England.

Macurquahart's Worcester Sauce is bottled where it is brewed—in England. It matures for many months in the vats before it is ready for the bottles.

The fact that it is not brewed in a hurry, to sell in a hurry, and that unremitting care is exercised at every stage of the brewing gives it a richness, a full "body" and strength that makes it the most economical sauce your customers can buy.

**Macurquahart's Worcester Sauce.**

ARTHUR P. TIPPET & CO., Agents,

8 Place Royale, Montreal. 23 Scott Street, Toronto.

FRASER GROWS RUIT

WRITE OR WIRE

**J. D. FRASER**
**Leamington,**

for Early Tomatoes, Cucumbers, Muskmelons, **PEACHES** and Watermelons by the car load.

**TRADE WITH ENGLAND**

Every Canadian who wishes to trade successfully with the Old Country should read

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**(The address is 168 Fleet St., London, England.)**

The cost is only 6c. per week. (Annual subscription, including postage, $1.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

Try the **"Imperial"** Brand

—OF—

**Peaches, Pears, Apples, Corn, Tomatoes, etc.**

They are packed from the choicest fruits and vegetables.

Packed by

**The IMPERIAL CANNING CO.**

**KINGSVILLE, ONT.**




**Downweight is a Thief**

**Stealing Your Profits Every Time You Use Your Scales. . . .**

The Toledo Springless, Automatic, Computing Scale, **"The Scale with Brains,"** is the only scale in the world that positively stops the giving of **DOWNWEIGHT.** It is the only Automatic Computing Scale in the world without springs No hand operation in weighing; no prices to set; no levers to move; no weights to lift; no poises to shift; you simply place the article to be weighed on the scale, and the scale instantly and automatically shows in plain figures:

1. The weight of the article in pounds and ounces.
2. The price per pound.
3. The total value of the article in dollar and cents.

It is a mechanical wonder, marvelous in its Simplicity, Sensitiveness, Accuracy and Rapidity of Operation. Made in many styles and sizes for all kinds of stores. Write to-day for illustrated catalogue.

**Toledo Computing Scale Co.**

**DEAN & McLEOD,**
**Canadian Agents, HAMILTON, ONT.**




**The warm weather quickly tires.**

**Don't it make you think of HIRES'?**

Beware of cheap imitations which are offered every season to the trade.

**HIRES' ROOT BEER**

was the first on the market; holds first place to-day and has never yet been equalled for quality.

**Price, in lots of one gross and over - - - - per gross $20.40**
**Price, in 5-gross lots and over - - - - - - " $19.40**
**Freight Prepaid on Two Gross and Upwards.**

SEND YOUR ORDER TO.... **W. P. DOWNEY, Sole Canadian Agent,**
**20 and 22 St. Peter Street, - MONTREAL.**
**Handbills, Showcards, etc., on receipt of Business Card.**

**It's no Trouble** to sell a man more

**"MARGUERITE"**

**CIGARS.**



If he needed persuasion the first time, he jumps at the offer the second.

It's all in the cigar. We are as careful in the manufacture of "Marguerites", as a "chef" in the preparation of his special dish. If we went on the "anything-will-do" principle, our sales in 1901 wouldn't have been

**3,566,565** as against **820,960** in 1897.

Send along for a trial lot. They run off beautifully at "three for a quarter" and leave a good profit.

**The Geo. E. Tuckett & Son Company, Limited, Hamilton**

# Payne's "Pharaoh" and .. "Pebble"

are Good Cigars.
They Win Trade and Hold Trade—for Me and for You.

J. Bruce Payne,
Cigar Mfr. GRANBY, QUE.

# "Sterling" Brand Pickles.

Grocers should prepare for a busy Fall by stocking up in this brand of pickles, as a customer satisfied is a customer gained.

High-grade Canadian Pickles.

T. A. LYTLE & CO.
124-128 Richmond St., West, TORONTO.

# A Steady Rise

## MOLINA BREAKFAST FOOD

has grown in popular favor steadily. It is not a sky-rocket—a brilliant flash and then ashes. Every year has shown a marked but material increase as its general merits become more widely known. When it makes friends it keeps them. It is a natural and wholesome food of Wheat sterilized and kiln-dried, but not predigested.

Grocers, your customers will appreciate

## MOLINA BREAKFAST FOOD.

The Breakfast Food that "has a flavor like popcorn."

THE TILLSON CO., Limited, Tillsonburg, Ont.

THE POPULARITY OF

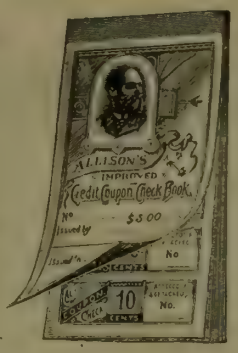
# JAPAN TEA

is in a large measure attributable to its *strength and delicacy of flavor.*

It comes from a country where modern ideas prevail—where the soil is most adaptable to the growing of such healthy, strengthening tea.

## Japan Tea is a winner.

## They Cost Something, Of Course!




But enough Allison Coupon Books to last a year won't cost as much as the amount you will lose by the carlessness of your clerks in forgetting to "charge up" numerous small purchases; and disputed pass-book entries, where you have to allow your customer's kick, or lose him.

### If a Man Wants Credit

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

**For Sale in Canada by** **The Eby, Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.**

***ALLISON COUPON CO.,*** *Manufacturers, Indianapolis, Indiana.*

IT IS NOT TOO EARLY TO BEGIN YOUR INQUIRIES ABOUT THAT TRIP YOU ARE GOING TO TAKE TO THE

# British West Indies

**this winter. We have just issued a booklet telling what some people saw and did on the same voyage last winter, and if you write us we will send you one.**

THERE IS NO MORE DELIGHTFUL WAY OF SPENDING SIX OR SEVEN WEEKS THAN ON SUCH A TRIP AS THIS. THE WHOLE COST FROM HALIFAX AND RETURN IS $130.00.

**Pickford & Black - Halifax.**




# IMPERIAL MAPLE SYRUP

The Standard from Ocean to Ocean.

**Merit Acknowledged**
**Superiority Admitted.**

## YOUR MONEY BACK

IF NOT SATISFACTORY.

ROSE & LAFLAMME, Agents
**Montreal.**

## "IT MUST PLEASE"

in order that

# IVORY GLOSS STARCH

gain the recognition necessary to make it a success. Our maxim from the beginning of its manufacture has been, "IT MUST PLEASE"—please the consumer, and thereby make it a profitable article for the retailer to handle.

The present popularity of IVORY GLOSS STARCH is altogether due to its many good qualities, recognized by all who use it.

Manufactured by
**THE ST. LAWRENCE STARCH CO.,**
LIMITED
**PORT CREDIT, ONT.**

## WHITTEMORE'S POLISHES.

THE WORLD'S STANDARD.

THE OLDEST AND LARGEST MANUFACTURERS OF SHOE POLISHES IN THE WORLD.




## "GILT EDGE"

The only Ladies' Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful finish. Once tried always used.

LARGEST QUANTITY, FINEST QUALITY.
**For Sale by all Wholesale Grocers.**

# MOLASSES

When ready to buy don't forget to ask us for our quotations on a carload delivered at your station; you will be glad you did so.

**The Dominion Molasses Co.,**
Limited
Halifax - Nova Scotia.

HAY CASTLE BRAND
CHOICEST SELECTED CURRANTS
CAREFULLY SELECTED BY THE GROWERS.
BY APPOINTMENT – W. H. GILLARD & CO., – SOLE AGENTS. HAMILTON, ONT. FOR CANADA.

PARADISE BRAND
SELECTED CURRANTS.
CAREFULLY SELECTED BY THE GROWERS.
BY APPOINTMENT – W. H. GILLARD & CO., – SOLE AGENTS. HAMILTON, ONT. FOR CANADA.

Choicest Productions from the Most Favored Districts in Greece. Fine Flavored, Full, Blue Fruit. Just the kind of currants to please your trade and win their confidence. Our contracts with growers enable us to offer these at about the price of ordinary currants. To sell Haycastle and Paradise means to give unequalled satisfaction. Our range of fruits is full and contains exceptional values. **W. H. GILLARD & CO., Wholesale Grocers, Tea and Coffee Importers, HAMILTON.**




THE DOMINION BREWERY CO., LIMITED

**Brewers and Maltsters**

TORONTO

**Manufacturers of the Celebrated**

# WHITE LABEL ALE

**ASK FOR IT AND SEE THAT OUR BRAND IS ON EVERY CORK.**

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

WM. ROSS, Manager.



# A Constantly Growing Business

**is the surest indication of Progress.**

TRADE MARK

GROCERS' WHOLESALE CO., LIMITED
UNITY AND QUALITY
HAMILTON.
REGISTERED

Never has more care been taken, or more careful research been made in an article of merchandise, than with our **Coffee.** No matter how large the quantity, or where the buyer is, we can sell him Coffee if he is an impartial buyer, and wants the best goods for the money. We have demonstrated this to the satisfaction of many merchants and earned a reputation for **Unity and Quality brand.**

Our system of doing business has already given satisfaction to our shareholders. It will do the same for you. The method is simple.

***THE MAN WHO IS TOO OLD TO LEARN IS READY TO DIE.***

## GROCERS' WHOLESALE COMPANY, Limited

HAMILTON.

**CORRESPONDENCE SOLICITED**

# MANAGING THE BUSINESS.

## THE GOLDEN RULE IN BUSINESS.

PHILLIP PRESENT, Rochester, N.Y.

WE learn through history and experience that men through the instinct of self-preservation formed organizations. When two or more men found something in common, the same interests to protect, the same ideals to attain, they united, knowing well that in unity there is strength. We have also learned that through selfishness and the clashing of interests the strongest organization, whether civil, political, or religious, will be wrecked. So we have this lesson; if our organization is to be a power for good we must not base our existence entirely on selfishness, although the germ that produced it, like any other production of man, usually is selfishness. It must be built on the broad principle of a great moral and ethical platform, where all good men can support it. It is true that we are supposed to be watch-dogs of our household; we bark frightfully, snap or bite according to the nature of the beast if someone attempts to steal that which it is our duty to protect. We would not be worthy of our trust if we did not strive to do so. We want our customers to meet their obligations when due so that we can meet ours. We want to impress upon them, that it is neither honest nor honorable to order goods from us, and afterwards cancel the order or return the goods; that it is plain stealing to take a discount of 10 per cent. when 6 per cent. was specified; and that 60 days does not mean six months. Too long have we allowed the tail to wag the dog. We place too little value on our goods when we sell merchandise to parties in amounts equal to ten times as much as we would be willing to loan in cash, and allow trade abuses to continue through the fear of competition. We ourselves have two kinds of ethical rules, one for those who steal money, and another for those who steal merchandise. Public opinion, therefore, is not shocked or outraged by dishonest failures in mercantile life as it is by any other transgression of morals, and for that reason the law-making bodies of our States have statutes entirely in favor of the debtor class. It is a natural consequence that we usually get no more than we deserve, considering we are the first to suffer under the present state of affairs. It follows, that the duty devolves upon us to educate the public to a higher standard of ethics in business life. It is as rare now to see a smile on the face of a credit man as a 25 per cent. dividend in a bankruptcy case; and what can we expect? In every commercial death we occupy the mourner's bench on the first row; it is our funeral and no one else's. We used to have a laugh once in awhile when in a failure we would get ahead of the other fellow, but since the National Bankruptcy Law has come into existence we are deprived even of that. I have stated to you conditions which you all know by experience. You will ask, what is the remedy? First, let us eradicate selfishness and be what we wish the other fellow to be, honest and honorable. If the creditor class, manufacturers and jobbers, agree among themselves to abolish trade abuses and have an association for that purpose, they should live up to it, even at the cost of some sacrifice; the end will justify the means. Second, let us pledge ourselves to do all we can and drive the rascals out of business life by not supplying them with goods, even for cash; it will have a greater effect than a prosecution fund and be more justifiable. Third, having set a standard of integrity among ourselves we can have the courage of our convictions and educate others, as well as compel them, to be honest.

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## FAILURES AND THEIR CAUSES.

J. J. DOLPHIN, Buffalo, N.Y.

The subject is a very broad one, and in competent hands would afford a great fund of instruction for credit men. I confess inability to do the subject even moderate justice; however, I will present to you some statistics taken from Bradstreet's Record, which will give you a partial idea of the wide extent of the subject, and afford a beginning for further discussion.

Failures in the United States for the last four years are as follows, as to numbers in business and numbers failed:

| | Number in Business. | Number Failed. |
|---|---|---|
| 1898 | 1,093,373 | 11,615 |
| 1899 | 1,125,873 | 9,642 |
| 1900 | 1,161,639 | 9,912 |
| 1901 | 1,201,862 | 10,648 |
| Totals | 4,582,747 | 41,817 |
| | **Liabilities.** | **Assets.** |
| 1898 | $141,611,413 | $73,161,328 |
| 1899 | 119,775,255 | 60,140,250 |
| 1900 | 127,177,909 | 60 128,006 |
| 1901 | 130,109 678 | 61,098,831 |
| Totals | $518,674,255 | $254,528,415 |

Showing a net loss in the four years of $264,151,840.

There are eleven causes assigned for failures, and placed under the following headings:

Incompetence, inexperience, lack of capital, unwise credits, speculation outside of business, neglect of business, extravagance, fraudulent disposition, specific conditions, failure of others, undue competition.

Under these headings we have the following percentages, first, as to members, and second, as to liabilities:

| | 1900. Per cent. | 1901. Per cent. |
|---|---|---|
| Incompetence | 17 9/10, 16 6/10 | 19, 16 6/10 |
| Inexperience | 7 7/10, 3 2/10 | 7 8/10, 2 8/10 |
| Lack of Capital | 32, 23 8/10 | 30 3/10, 22 1/10 |
| Unwise Credits | 2 9,10, 2 2,10 | 3 6 10, 6 4/10 |
| Speculation | 2 2,10, 8 3/10 | 2 3/10, 6 4/10 |
| Neglect of Business | 3 4/10, 1 4/10 | 1, 1 6/10 |
| Extravagance | 9/10, 1 | 3, 1 |
| Fraudulent Disposit'n | 11 3/10, 8 | 4 4/10, 2 4/10 |
| Specific Conditions | 14 4/10, 31 2/10 | 16 4/10, 30 1/10 |
| Failure of Others | 2 3/10, 4 6/10 | 1 3/10, 3 4/10 |
| Undue Competition | 6, 2 3/10 | 10 2/10, 7 2/10 |

From these last figures it would appear that there are three conspicuous causes of failures, viz.: Incompetence, lack of capital, and specific conditions; the latter covering any happening out of the normal, such as strikes, great calamities, failure of crops, etc. Fraudulent disposition takes fourth place as to number and liabilities, and seventh place as to assets. There is a noticeable feature in this cause to which I would call your attention, viz., a marked decrease in the number and liabilities in 1901 as compared with former years. In 1898 the number per cent. was 10 2-10 per cent., the liabilities, 8 per cent.; in 1901 the number per cent. was 4 4-10, and liabilities, 2 4-10, while in 1899 and 1900, the number and per cent. of both liabilities and number was almost the same, 11 3-10 number, and 8 per cent. liabilities. There is opportunity for speculation in this as to what may have been the cause which produced the result. Specific conditions leads the list as to liabilities; lack of capital, second; incompetence, third; fraudulent disposition, fourth; failures of others, fifth; speculation outside, sixth; unwise credits, seventh; undue competition, eighth; inexperience, ninth; extravagance, tenth, and neglect, eleventh.

As to assets, the relative positions are changed, with the exception of specific conditions, lack of capital and incompetency, each of which holds relatively the same place with the liabilities. Failures

Don't forget that **we guarantee** the

# Sun Paste Stove Polish.

If these goods are not perfect in every way we shall protect our guaranty.

## MORSE BROTHERS, CANTON, MASS.,

**Proprietors Rising Sun Stove Polish and Sun Paste Stove Polish.**

**For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.**

of others comes fourth; unwise credits, fifth; speculation, sixth; fraudulent dispositions, seventh; undue competition, eighth; inexperience, ninth; neglect, tenth; extravagance, eleventh. Eight of the causes of failure are within the control of the trader, three are practically beyond his control, namely, specific conditions, undue competition and failure of others.

To go into the analysis of each of the causes and their effects would require much time and labor, together with the ability to draw a correct conclusion. I will, therefore, not attempt this, but leave it for others. There are, however, four prominent causes which present themselves most forcibly to our attention; one of these, specific conditions, is a difficult problem for the credit man, and almost, if not quite, beyond his control as well as that of the trader. The three others are conditions more nearly within the vision of the credit man, though one is also a difficult problem, and usually almost out of the vision, namely, fraudulent disposition.

It would be a bright man who could foresee that disposition in the majority of cases. The other two causes are more nearly within the control of the credit man, and may be foreseen by careful study of the trader's condition.

### THE WOES OF A RETAIL MERCHANT.

In order to show up the fallacy of the credit system and the unreasonableness of most debtors, the following tale of woe is related by a Canadian business man:

A man dealt with a merchant for several years and paid his bills promptly for some time, but he unfortunately conceived the idea of building a house. Now, because he did not have the necessary cash, he left the merchant after he had run up an account of some $40 and spent his spare cash on the construction of his house. This same plan was likewise followed with the other ten merchants in the town and the man gets ahead, say, $250. This pays for his lot and in addition allows him $150 to apply on his loan.

After awhile Merchat A. begins to want his money, and of course he very impertinently writes to the man, saying, as the latter is now buying his goods elsewhere, he would like to have his account settled. This makes the debtor very indignant, and he says to himself, "Here, I have been dealing with Mr. A. for a good many months and I always paid him promptly and now, even if I am dealing elsewhere, it is mean and contemptible of him to demand his money. I'll just go down and give him $10 and a piece of my mind "into the bargain."

This he proceeds to do, and the merchant, who has been used for years to hold himself in, takes it all in good part, and hands out a receipt for $10. The balance is to be settled next pay-day.

Pay-day comes and goes, and many another pay-day comes and goes, but the account is not paid. Naturally, creditors make demands on the merchant, and he is forced to ask for the settlement of the account with interest, adding the threat that, if not paid, it will be placed in court for collection. This is more than Mr. Debtor can stand. He gets very angry and goes to his employer and tells him what a mean man this merchant is to ask him to pay interest. However, he gets a sufficient advance of wages to pay the merchant off. He walks into the store with an air of injured innocence and explains that he wants to pay up his balance. The merchant is so pleased to get his money that he accepts payment without interest, notwithstanding that he has been paying the bank interest on this amount and others as well for the past two years.

### JAMAICA FRUIT RIVALRY.

At a meeting of the fruit growers of Jamaica, Kingston, on the 4th instant, it was decided to form a pool for the regulation of the quality, quantity and price of fruit sold to shippers for export. The step is the result of the formation of the recent Anglo-American combine, it being taken in order to protect the growers against the lowering of prices by the combine, which the growers agreed completely dominates the market.

### RETURN OF MR. IRELAND.

Mr. F. C. Ireland, well known as the founder of The Ireland National Food Company, who has been engaged in the milling business in England for the past few years, has recently returned to Canada and will make his home permanently in Montreal. Mr. Ireland was among those who came to Toronto for the second week of the Fair.

### ADVICE TO EMPLOYERS.

NEARLY all of the retail merchants began their business careers as clerks, and for this reason they should better appreciate how to assimilate the services of those employed by them in the business of selling goods, says Trade.

Occasionally a man who has risen from the position of clerk to proprietor is inclined to undervalue the usefulness of his employes, forgetting that to depend upon himself alone to do all the thinking is as great a mistake as if he were to undertake to perform all the details of the store.

With reasonable encouragement the clerks will supply the employer with many bright ideas that will give value to the business. It can readily be supposed that the clerks, if they may be made to understand that their suggestions are appreciated, will take more interest than if held off at arm's length.

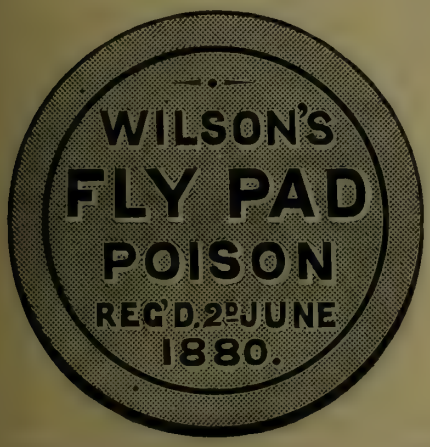
The proprietor cannot see everything. As a rule he cannot do more than exercise a general supervision, but among his assistants will be found material for the originating of winning business schemes and he will be an unwise man who does not invite and welcome the co-operation of his assistants. Give the clerks a chance and their interest will be made apparent.

**Just what you want**

# Dold's Soups.

They are time and labor savers—they are positively good. We have **Vegetable, Ox Tail, Consomme, Beef and Mock Turtle.** Packed in cases 2 doz. each. 5-case lots freight paid.

**Lucas, Steele & Bristol - Hamilton, Ont.**




# The Pad That Did.

One packet of **Wilson's Fly Pads** has actually killed a bushel of flies. More than can possibly be stuck on three hundred sheets of Sticky paper.

SELL THE ARTICLE THAT DOES THE WORK.

**Archdale Wilson - Hamilton.**

# "Imperial" Vinegar.

In the history of the vinegar business, no one other year records the enormous output of last year. Never before have the merchants and the consumers of Canada been so well satisfied with this choice condiment. Since the inauguration of the Imperial Vinegar and Pickling Company's Works, at Hamilton, the merchants of Ontario, Manitoba, the North-west Territories and British Columbia are a unit in awarding the palm for excellency of quality and flavor to the "Imperial."

The leading pickle manufacturers of Ontario tell us that, since the inception of "Imperial" Vinegar, the quality of their goods has improved very much, and the demand for them greatly increased.

**A bargain is not always what you pay.**
**It is what you get for what you pay.**
**"Imperial" Vinegar is always a bargain.**

**For Sale by** **James Turner & Co.**

**HAMILTON.**

# To Our Many Customers.

We cordially invite you to call at 49 Front East. Our travellers will be there to welcome you.

## THOS. KINNEAR & CO.,

**Wholesale Grocers,** **49 Front St. East, TORONTO**


### HINTS TO BUYERS.

Contributors are requested to send news only not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

MERCHANTS desiring a very choice Rio coffee, aged 4 years, absolutely perfect, can secure it from Grocers' Wholesale Co., Limited, Hamilton.

"Empire" baking powder can be sold only by Lucas, Steele & Bristol.

Dold's soups, now being offered by Lucas, Steele & Bristol, are most attractively put up.

L. Chaput, Fils & Cie have received 1,000 cases of French sardines in assorted sizes and quality, which they are offering at very low prices; also 100 cases of French peas.

Note Lucas, Steele & Bristol's attractive line of dressings, etc., in screw top bottles.

Lucas, Steele & Bristol offer their "Empire" peels at low figures; quality is said to be of very first order.

L. Chaput, Fils & Cie are just in receipt of 150 one-gallon tins of olive oil, shipped by the celebrated firm of Dandicolle & Gaudin, of Bordeaux. Each tin is supplied with a faucet.

### VISITORS TO A YEAST FACTORY.

Mr. S. J. Carter, of Carter, Galbraith & Co., wholesale grocers, Montreal, and Miss Carter visited Toronto last week on their way to Winnipeg and the West. During their stay they paid a visit to E. W. Gillett Company's offices and factory, and expressed themselves highly pleased and entertained by their trip through the works.

Other visitors who honored the company with a call were Mr. T. Mitchell and daughter, of St. John's Nfld. It was Mr. Mitchell's first visit to Toronto, and he did not fail to express himself as highly astonished at what he saw of the "Queen City" and its enterprising, bustling activity, its buildings, streets, and the general air of prosperity evidenced on all sides. Mr. Mitchell, who is engaged in the baking business in St. John's, was a delegate to the master bakers' convention held last week, and at the banquet at McConkey's Friday evening was a responder to the toast of "Our Native Land," and though somewhat pessimistic at present in his views of the union of the old colony with the Dominion, he hoped such a desirable end would be ultimately reached. Mr. and Miss Mitchell are continuing a tour of Western Canada this week.

### PROMOTING TRADE WITH GREAT BRITAIN.

Mr. C. F. Strangewayes Barker, representing the Incorporated Chamber of Commerce, Liverpool, England, has been touring in Canada and calling on several manufacturers with a view to procuring agencies in England for any of the more important manufacturers who wish to extend their business with the Old Country. Those who are interested in this might find it to their advantage to communicate with Mr. Barker. His address is B10, Exchange Buildings, Liverpool, England.





# One Case Snider's Catsup Free.

With each 5 cases of Snider's Tomato Catsup, pints, that you purchase, we will give you one case Snider's Tomato Catsup, pints, **free.** For a limited time only. Orders must be sent in promptly.

**A. F. MacLaren Imperial Cheese Co., Limited**
**Agents.**

When visiting the city we cordially invite you to make

# 36 YONGE STREET

Your down town headquarters. Our staff and services will be at your disposal.

# THE DAVIDSON & HAY, LIMITED

Wholesale Grocers. TORONTO.

### TAYLOR, SCOTT & CO.

THE firm of Taylor, Scott & Co., manufacturers of brooms, brushes and woodenware, etc., Bay street, Toronto, are about to make extensive alterations in their already large premises, and have bought the property immediately to the north and east of their present building, a large portion of which was formerly occupied by Grand's Repository. In an interview with Mr. Geo. C. Taylor, who is head of the firm (Mr. Scott having died some 10 years ago), he said :

"We found it necessary to make an extension owing to the increasing volume of business. The building just to the south of where the office and warehouse is now, and used as part of the factory, is to be created into a handsome office and warehouse, and the other building, with the extensions which will be added, will be exclusively used for the factory. It will be six flats high, and the whole establishment when completed will cover nearly one acre of ground. The factory will be fitted up with all the latest known improved machinery for the manufacture of brooms and brushes, etc., and when complete will be the largest and most up-tc-date factory on the continent.

"I have recently returned," said Mr. Taylor, "from the large cities and centres of the United States, inquiring into and finding out all the latest improvements and ideas, all of which and many more will be included in the new factory. The alterations are expected to be finished this fall."

### CANED MR. WILKINS.

Employes of T. Kinnear & Co. presented T. J. Wilkins with a handsome gold headed cane, he having severed his connection with that firm after representing them for 11 years. He is starting business for himself in Stratford.

### DEATH OF W. L. SHIELDS.

At Coboconk, Ont., the death occurred of W. L. Shields, general merchant and sawmill owner, in his 30th year. Mr. Shields was in business at Coboconk for about 10 years and was well known to the wholesale trade in Toronto. He was popular with his fellow citizens, a successful merchant and a reader of THE GROCER for a number of years. He is survived by a wife ; his father, J. C. Shields, and his brother, J. W. Shields, both general merchants at Victoria Road. THE GROCER sympathizes with the relatives and friends of deceased in their bereavement.

### FOUR FIRMS AMALGAMATE.

Four of the leading firms of Kaslo, B.C., have consolidated. The new company is composed of H. Giegerich, Green Bros., H. Byers & Co., and A. B. Morris, and is incorporated under the name of The Byers-Giegerich-Green Co., Limited, with a capital of $100,000, making it one of the strongest corporations of its kind in the interior of British Columbia. It is understood that the business will be under the joint supervision of H. Giegerich and R. F. Green. A. B. Morris will be manager of the hardware department and Geo. Stott, of Green Bros., will be in charge of the other departments. The other branch stores of Messrs. Giegerich and Byers at Sandon, Ainsworth and Nelson are not included in the combine, but will be continued as heretofore. The idea is to make Kaslo more of a centre for wholesale business and the new firm will endeavor to supply the wants, and to create a strong commercial connection with retail stores in the surrounding neighborhood. With the capital at command, and with experienced men like the members of the new corporation, it is fully expected that not only will the firm themselves be financially benefited, but that Kaslo generally will find trade brisker.




There are no goods that can approach

# UPTON'S

## Jams, Jellies and Marmalade

for their high quality.

The best people use it.

The best grocers handle it.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited.

# THE PROVISION TRADE.

**Preventing Waste in Eggs—The Markets—Miscellaneous Notes.**

### PREVENTING WASTE IN EGGS.

THE problem of how to prevent the great loss in eggs by waste that occurs during the summer months forms the subject of an article in a recent issue of The New York Produce Review. It has the following to say on the subject:

"One can hardly watch the egg market critically during the summer season—even when it is a reasonably cool one, like the present—without being impressed with the enormous loss to which the egg industry, as a whole, is subjected by waste. It seems as if the methods of egg collecting and marketing must be capable of much improvement when it is considered that of the hundreds of thousands of cases sent from country points into the large cities every week so large a proportion is of inferior quality and so many absolutely worthless as far as table uses are concerned. It is safe to say that during the three months from June 15 to September 15 the receipts of eggs in New York will average to lose four dozen to the case, and if we estimate the receipts during that period at 750,000 cases this means a loss of 2,860,000 dozen, equal to more than 95,000 cases upon which the cost of packages, transportation and other handling would amount to many thousands of dollars besides the enormous loss of value in the eggs themselves.

"Of course, the ordinary course of egg marketing from the farms to the big cities, which is sufficiently quick in the early spring and other cool seasons to preserve good quality, cannot be continued in the heat of summer without occasioning this deterioration and enormous loss. To overcome it would necessitate a considerable change in the methods of country egg movement during the summer and the provision of cool rooms and cool transportation at innumerable points where these are difficult to establish. The deterioration undoubtedly occurs chiefly before the eggs reach the larger collectors who have adequate facilities for the preservation of quality, and if there is ever to be an elimination of the major part of this waste, it would seem that the incentive to greater care and more expeditious marketing must come from those collectors who purchase the goods either from farmers direct or from country merchants who deal directly with the producers.

"Probably the most practical way to make a beginning towards lessening this waste and encouraging an improvement in quality would be for all egg collectors to make a proper discrimination in the price paid for eggs of different qualities and buy all goods subject to grading before the candle. This matter is certainly worthy of consideration and agreement by associations of egg collectors and shippers.

"As for the loss in packages, freight and handling occurring between egg collectors and the large distributing markets, this can be largely eliminated by candling the goods before packing, but in no other way. A good many of the large egg packers have already adopted this plan and succeeded in getting their goods forward free from the serious shrinkage that afflicts uncandled summer shipments; but there are still hundreds of small shippers who pack everything in the cases and who thus bear the loss of many thousand dollars yearly in freight, packages and handling of worthless eggs in addition to the loss of value occasioned by the mixture of good and bad eggs in the same packages."

### THE HOG PACK.

Special reports show the number of hogs packed in the United States since March 1 as follows:

| March 1 to September 3— | 1902. | 1901. |
|---|---|---|
| Chicago | 3,120,000 | 3,265,000 |
| Kansas City | 900,000 | 1,790,000 |
| Omaha | 1,055,000 | 1,215,000 |
| St. Louis | 517,000 | 860,000 |
| St. Joseph, Mo. | 781,000 | 1,039,500 |
| Indianapolis | 447,000 | 580,000 |
| Milwaukee | 72,000 | 152,000 |
| Cudahy, Wis. | 119,500 | 199,000 |
| Cincinnati | 205,000 | 259,000 |
| Ottumwa, Iowa | 193,000 | 280,000 |
| Cedar Rapids, Iowa | 188,000 | 235,000 |
| Sioux City, Iowa | 443,000 | 391,000 |
| St. Paul, Minn. | 275,000 | 249,000 |
| Louisville, Ky. | 113,000 | 173,000 |
| Cleveland, Ohio | 205,000 | 238,000 |
| Above and all other | 9,435,000 | 11,840,000 |

### SAUSAGE STUFFER AND LARD PRESS.

The Enterprise Manufacturing Co., of Philadelphia, Pa., having in mind at all times the improvement of the articles of their manufacture, assert that the "Enterprise" sausage stuffer and lard press as now furnished is undoubtedly the very best machine of the kind ever offered.

Each and every stuffer cylinder is bored true so that when stuffing, there being no space between the edge of the plunger plate and cylinder, the material must pass through the spout.

The lips on the tin cylinder make the handling and emptying of same very easy and prevents burning of the hands which is often the case with cylinders not so fitted.

The new patented spout furnished with each stuffer is vastly superior to the old style, in that the corrugations prevent air



entering the casing while stuffing, thus obviating the necessity for puncturing the casing, which must be done when using the old style spout, and assuring the preservation of sausage. The "Enterprise" stuffer is the only one possessing these features.

### TO INCREASE CAPACITY.

The Cudahy Packing Co. is to spend half a million dollars in enlarging its plant at Sioux City, Iowa. The beef and hog killing capacity will be increased greatly, so that 1,000 cattle and 10,000 hogs can be slaughtered daily. A corresponding increase in the cold storage capacity will be made.

### MEAT INSPECTION EXPENSES IN GERMANY.

The following is from the U.S. consul at Berlin, Germany:

The Frankfort Zeitung, of August 5, contains an analysis of the methods prescribed for assessing official fees for the inspection of lard and meats under the new law of June 3, 1900, which, as has been heretofore explained, will enter into full effect from October 1, this year.

The article deals especially with the additional expenses that will be added to the cost of meats, both native and imported, under the new system, and the following deductions are substantially translated from

Are you selling

REGISTERED

*Bow Park*

BRAND

# Cream Cheese?

Just the thing this hot weather. It sells fast.

Send us your order or ask your wholesaler.

**The Brantford Packing Co.**

LIMITED

**BRANTFORD, ONT.**

When you have any

# BUTTER OR EGGS

to offer, write or wire us. We are buyers.

**The J. A. McLean Produce Co., Limited**

75-77 Colborne Street

Telephone Main 2491. Toronto.

# HAMS

that are good hams.

If you have not had a shipment of

# Three Star Hams

we solicit a trial order for them. Unequalled for the family that stays at home or goes to the summer cottage. Just the thing for camp or excursion. A little higher in price, but worth it.

**F. W. FEARMAN CO.**

(Limited)

**HAMILTON, ONT.**

# Long Clear Bacon.

Your trade demands the best quality obtainable. WE HAVE IT. Cured and stored in Cold Storage of uniform temperature and is absolutely free from Rust.

Quotations on Case or Car-load lots on application.

**The Park, Blackwell Co.,**

LIMITED.

PORK PACKERS,

TORONTO, ONT.

it as of presumable interest in the United States. In respect to lard, The Zeitung says :

In a shipment of 1,000 tubs of lard, each containing 12.5 kilograms (27.55 lb.) net, 27 tubs will have to be opened, and from the whole number samples of 250 grams (about ½ lb.) will be taken. Six of these samples will then be submitted to examination to prove whether they are pure lard and contain no adulteration or antiseptic preservative. After this inspection each package in the entire shipment will be stamped with two seals. The cost of each analysis will be 10 marks ($2.38), and for sampling and stamping each package 1 pfennig (0.238 cent), which will amount in all to 75 marks ($17.85).

In respect to small pork shoulders, which weigh on an average 3 kilograms (6.6 lb )—that is, 100 pieces weighing 300 kilograms (661 lb.)—the 100 pieces would pay for inspection fees as follows :

| | Marks. | |
|---|---|---|
| (a) For the general inspection..... | 7.50 | = $1.78 |
| (b) Examination for prohibited preserving materials..... | 6.00 | = 1.43 |
| (c) Examination for trichinæ..... | 50.00 | = 11.90 |
| Total..... | 63 50 | = $15.11 |

Or 21 marks ($5) per 100 kilograms (220 lb.) To this must be added the duty, 17 marks ($4.04), so that a grade of meat, the price of which has been during the past five years about 55 marks ($13) per dozen pieces, will have to pay in duty and inspection fees 38 marks ($9.04).

The same is true of the full-grown bacon "bellies," which are imported in pieces of 4 to 5 kilograms (8.8 to 11 lb.) weight, and in the meaning of the meat-inspection law would be classed as pickled meat. As such it will be subject to the same charges as the above-cited shoulders, and will cost in fees for 100 pieces weighing net 450 kilograms (992 lb.):

| | Marks. | |
|---|---|---|
| (a) For general inspection..... | 11.25 | = $2.87 |
| (b) For chemical examination..... | 9.00 | = 2.14 |
| (c) For inspection for trichinæ..... | 50.00 | = 11.90 |
| Total..... | 70.25 | = 16.91 |

Or 15.50 marks ($3.68) per 100 kilograms (220 lb ). To this amount must be added the duty, 20 marks ($4.76)—in all 35.50 marks ($8 44) per 100 kilograms (220 lb.) for duty and importation charges.

**The net effect of the new system, as illustrated by these examples, will be to restrict the supply of meat and more or less advance its price in the markets of Germany.**

### THE PROVISION MARKETS.

TORONTO.

The prices of hogs, beef, lambs and veal are unchanged this week. A good demand is reported for beef and a moderate amount of pork is moving. We quote : Dressed hogs, $9.00 to $9.25; beef carcasses, $6.50 to $8.00 per 100 lb.; hind quarters, $8 50 to $9.50 per 100 lb.; front quarters, $4.50 to $5.50 per 100 lb.; veal, 8 to 9c. per lb., and lambs, 7 to 8c. Select live hogs are worth $7.25 and fat and lights, $7 per 100 lb. Choice export cattle are worth $5.25 to $5.75 per 100 lb., and lights, $4 25 to $5.

A good active trade is doing in all lines of hog products and the stocks in the hands





C. P. FABIEN

Manufacturer of Refrigerators and Ice Chests Diplomas awarded at Montreal, Toronto and Ottawa Exhibitions. Over 50 patterns to choose from. Proprietor of Aubin's Patent Grocery Refrigerator, New Dominion, Imperial Dominion, special improved Dairy Palace for Hotels—all hardwood.

3169 Notre Dame St., MONTREAL.

It is to YOUR ADVANTAGE

to use our Brown or Manilla Wrapping. They are strong and durable, and will stand any reasonable test.

FULL WEIGHT. FULL COUNT.

CANADA PAPER CO., Limited

TORONTO and MONTREAL.

"TOMAHAWK"

BRAND

Hams and Bacon

Are rapidly cutting their way into popular favor.

The secret of their success is their uniformly excellent quality and flavor.

Grocers and Butchers are fast recognizing these facts, and orders are correspondingly on the increase.

If you are not handling the "Tomahawk" Brand do so at once and gain the thanks of your customers.

The Farmers' Co-Operative Packing Co.
of Brantford, Limited.

All first-class Grocers and Provision dealers should handle the

"L. & S." and "Imperial"

Brands of Smoked Hams, English Breakfast Bacon, Backs, Lard, Etc.

Long Clear Bacon.

New cured, free from rust, light or medium weights. Write or wire us for quotations in case or car lots.

Fowler's Canadian Company, Limited

HAMILTON.

of the jobbers here are becoming low. Quite a demand is being experienced for lard. We quote as follows: Long clear bacon, 11 to 11½c.; smoked breakfast bacon, 14½ to 15c.; roll, 12 to 12½c.; medium hams, 13½ to 14c.; large hams, 12½ to 13c.; shoulder hams, 11 to 11½c., and backs, 14½ to 15c.; Canadian heavy mess pork, $21.50; short cut, $23.50 to $24; lard, in tierces, 10¾ to 11c. per lb.; tubs, 11 to 11¼c., and pails, 11¼ to 11½c.; compounds, 8¾ to 10¼c; plate beef, $15 per 100 lb.

MONTREAL.

The tone of the provision market continued firm throughout the week for most lines. Business in lard has been of a satisfactory nature, and in smoked meats the demand has been steady. A fairly active market is reported for fresh-killed abattoir dressed hogs, and the market is steady at somewhat higher quotations than last week, namely, $9 50 per 100 lb. We quote: Pure Canadian lard, $2.37½ to $2.40 per pail. Fairbank's "Boar's Head" lard compound, 9⅝c. tierce basis, with extras as follows: 60-lb. tubs, ¼c. over tierce: 20 lb. tin pails, ¼c.; 20-lb. wood pails, ½c.; 10-lb. tins, ⅝c.; 5-lb. tins, ¾c.; 3-lb. tins, ⅞c. Snow White and Globe compound, $1.80 to $1.90 per pail; Cottolene, 11¼c. for 20 lb. pails, and 11⅛c. for 60-lb. tubs, for Quebec and Ontario; hams, 12 to 14c.; heavy Canadian short cut mess pork, $24.50 to $25.00; Canadian short cut clear pork, $23.50 to $25.00; American short cut clear pork, $24 to $24.50; American fat back, $24.50 to $25.00; bacon, Wiltshire, 14 to 15c. per lb.; extra plate beef, $14 50 to $15.00 per bbl.

WINNIPEG.

DRESSED MEATS — The supply of beef is none of the best, as a large percentage of the animals offered are not well fed, the fact being that the best grades are going through for export. We quote: Beef, 6½ to 7c.; veal, 8 to 9c.; mutton, 8c.; lamb, 12½c.

CURED MEATS—This market is a firm and active one. The following are the current prices: Hams, sugar cured, 14½ to 15c. per lb.; breakfast bacon, bellies, 15¼c.; backs, 14c.; spiced rolls, short, 11¾c.; long, 12½c.; dry salt long clear 12c.; dry salt backs, 12½c.; lard, tins, 11⅞c.; 50-lb. tubs, $6.05; 20-lb. pails, $2 50; 10-lb. tins, in cases, $7.60; 5-lb. tins, $7.70; 3-lb. tins, $7.75.

With the coming of cooler days there is an increased demand for sausage.

ST. JOHN, N. B.

American pork has turned higher, but beef is easier. Trade in this line will now improve, as the lumber operators will be in the market for supplies.

HALIFAX.

There is a large quantity of light beef coming into market at present, but as this weight is not profitable for cutting up by the retailers, the price is only 5 to 6c. Heavy beef is in good demand, and is quoted at $8.50 to $9 per cwt. The market is much better stocked now than earlier in the season, when butchers could hardly find enough to supply the regular local demand from day to day. Lamb is plentiful and of good size and quality.

## MY GROCER.

Who fed me when I was dead broke
And had my silver watch in soak?
My Grocer!

Who never asked me for a cent,
And made me good for two months' rent?
My Grocer!

Who was it put me on my feet—
Got me a job at twelve per week?
My Grocer!

And when I moved to a flat uptown,
Who was it that I did throw down?
My Grocer!

Who was it that's the easiest mark
From Sunnyside to Munro Park?
My Grocer!


LARD

TRADE MARK



Orders can be filled by any of the leading packing houses or jobbers in Canada or direct.

Because a merchant has been selling one thing for a long time is no reason that he should not get out of the rut. There are illicit distillers in Tennessee who think that the Government is wrong and they are right simply because their fathers and grandfathers made "Moonshine" whiskey for a long time before them. The fact that you have been doing something for a long time does not make it right. If you follow that principle you would want your goods delivered in an ox-cart and would be satisfied with a tallow-dip candle. Get in line. Because you have never sold **FAIRBANK'S BOAR'S HEAD** brand of **REFINED LARD COMPOUND** does not argue that it will not give your trade better satisfaction than any other lard. About 2c. per lb. less at present than hog lard.

| | | | |
|---|---|---|---|
| Tierces - | 400 lbs. | Pails, tin - | 10 lbs. |
| Tubs - - | 60 lbs. | " " - - - | 5 lbs. |
| Pails, wood | 20 lbs. | " " - | 3 lbs. |
| " tin - | 20 lbs. | | |

THE N. K. FAIRBANK COMPANY.

Wellington and Ann Sts., MONTREAL, QUE.

Chicago. New York. St. Louis. New Orleans. San Francisco. Baltimore. Boston. Philadelphia. London, Eng. Hamburg, Ger.

## A NEW ASSOCIATION FORMED.

THE first annual convention of the Licensed Victuallers' Association of the Province of Quebec was held in Montreal on September 3 and 4. One of the chief aims of this Association is to form a strong body of licensed victuallers, like that of Ontario.

The morning session of the first day was spent in greetings. Liquor dealers from all over the Province attended.

Laurence A. Wilson, president of the Montreal Association, who has been so prominent in forwarding the interests of the licensed victuallers in Quebec, was unanimously elected president of the Provincial Association, and was accorded a splendid ovation. The vice-president was P A. H. L'Oiseau, and L. A. Lapointe was appointed secretary.

Ald. Lamarche made a short address of welcome to the members, and President L. A. Wilson replied.

Mr. Wilson also welcomed the members from outside points to the city. He proceeded to show the advantages that would accrue from having an association including the whole Province, saying that although the Montreal Licensed Victuallers' Association was the most important body in the Province, yet they could only reckon with the six members of Parliament from that city, when any question concerning their business came up in the House. But with a federation of the trade throughout Quebec Province every one of the 73 members could be reckoned with. And what applied to the dealers of Montreal applied also to every dealer in the Province. With the motto, "An injury to one is the concern of all," the organization could present a front that would make them respected.

A resolution to the effect that "The different branches of the Wine and Liquor Dealers' Association desire to form themselves into a Provincial federation of wine and liquor dealers," was referred to a committee composed of L. J. Primeau, E. D. Barrette, J. Lalonde and the boards of directors of the licensed victuallers of Montreal, St. Henri and Lachine. This committee, on the following morning, reported, in substance, that such a federation should be formed by the various local associations, each of which would continue to control its own members. Any member in good standing of one of the local associations would be considered a member of the Provincial body. The central association should have no power to tax individual members, but should be supported by a tax on the local organization in proportion to membership.

**The following resolutions were carried at Thursday's sittings :**

That the Quebec License Law be amended so that on presentatiou of a petition asking for the granting of a license, signed by the majority of the electors of a municipality, the municipal council be bound to grant such license provided the applicant conforms to the conditions exacted by the License Law.

That the law limiting licenses according to the figure of the population in the cities of Montreal, Quebec, St. Henri, Ste. Cunegonde be applied to all rural municipalities.

That all licenses should be permanent unless revoked for cause by competent authority.

That this convention has no objection to the appointment of an inspector of licenses.

That this convention recommends to the Provincial Legislature and to Parliament to decree the most severe penalties possible, as well against the illicit manufacture as against the unlicensed sale of intoxicating liquors.

That, among other measures, this convention suggests the public destruction of all alembics or other seized apparatus which has been used for the illicit manufacture of intoxicating liquors.

That fines higher than those now existing be imposed on unlicensed dealers and that those repeating the offence be imprisoned for a long term.

That in order the more easily to reach the unlicensed dealers, articles 99 and 100 of the License Law be amended by striking out the last paragraph of each.

That this convention demand of Parliament, of the Legislature, and of the municipalities a protection proportionate to the high amount paid by the liquor dealers as well for the excise as for the granting of licenses.

That the Government prohibit the entrance into the country of alcohols distilled abroad within less than two years, and not kept during that time in wooden butts.

That in default of such prohibition the manufacturers of this country be allowed to place their alcohols on the market immediately after their distillation.

That the Legislature be asked to establish a new scale for the cost of licenses in the city of Montreal. That all fines collected from delinquents be turned into the Provincial treasury. That the Legislature limit the number of licenses for retail liquor shops.

Copies of these resolutions will be forwarded to the Federal and Provincial Governments.

A luncheon was given in the afternoon at the drill hall, L. A. Wilson presiding. A number of distinguished guests attended, including Hon. Mr. Tarte, Minister of Public Works ; Major Bittinger, United States consul ; Hon. L. P. Brodeur, Speaker of the House of Commons ; Mr. Maurice Perrault, ex-Ald. Brunet, Ald. Lavallee, Ald. Laporte, Ald. Martineau, who sat on the chairman's right, and Ald. Lamarche, representing the city ; Senator J. P. Casgrain, ex-Mayor Prefontaine, Hon. Lomer Gouin, Minister of Public Works for Quebec; F. D. Monk, M.P.; Hon. P. E. Leblanc, ex-Mayor R. Wilson Smith and Lieut.-Col. Gordon on the left.

Messrs. Tarte, Brodeur, Casgrain, Monk, Bittinger, Gouin, Prefontaine, Leblanc, Maxey and Dickey, all delivered short speeches and declared their sympathy with the objects of the Association.

In the afternoon the members attended the horse races, and the evening the members and their families spent in enjoyable car rides around the city.

The officers for the ensuing year are as follows: President, Laurence A. Wilson, Montreal; 1st vice-president, P. A. L'Oiseau, Chambly ; 2nd vice-president, Adelard Gauthier, Three Rivers ; secretary, L. A. Lapointe, Montreal; treasurer, T. A. Chagnon, Montreal ; directors, Louis J. Primeau, Beauharnois ; Domina Martin, Laprairie ; Remi Guinard, Sorel ; Charles Jesmin, Coteau Station ; Henri Veuilleux, Sherbrooke ; J. A. Carrignan, Grandmere ; John J. Boyce, Quebec ; J. T. Lavallee, Quebec ; T. Arpin, Marieville ; J. Tarte, Farnham ; H. Bourque, St. Hyacinthe; M. Carbonneau, M.P., L'Islet ; J. Patenaude, Valleyfield ; M. Poutre, St. Johns, Que.; H. Bonefant, Charlemagne ; M. Gagnon, Riviere du Loup en bas ; Ovide Perrault, St. Jerome ; P. Vincent, St. Henri ; M. Garceau, Magog ; P. Ropel, Joliet. A representative from Levis will be chosen later.

The next convention will be held at Three Rivers in September 1903.

## MAJOR C. A. SMYLIE KILLED.

Major Charles A. Smylie, president of The National Liquorice Co., New York, was accidentally shot and almost instantly killed on September 4, by Judge C. B. Starrs, while deer hunting on Blue Mountain Lake, in the Adirondacks.

Deceased was well known to many in the grocery trade in Canada, he having made periodical visits to this country in the interests of his firm. Those who had the privilege of his acquaintance esteemed him highly, and the news of his lamentable death was received by them with profound sorrow.

At the time of his death Major Smylie was 44 years of age. He was in a canoe with his guide when shot, and the cause of the accident is said to have been his return to the lake after he had waved his lantern as a signal to Judge Starrs that he was through hunting.

The remains of the late Major Smylie were interred in New York on Monday, and among those present to pay their last token of respect were some of the Canadian friends of the deceased.

**Columbia Goods** { Have you tried them? If not—why not?

THE LINE INCLUDES:

**Soups, Catsups, Salad Dressings, Pork and Beans in Chili Sauce, Potted Meats and Sweet Piccilette.**

THESE GOODS ARE SIMPLY DELICIOUS AND EVERYONE WHO HAS THE INTERESTS OF HIS CUSTOMERS AND THE ENLARGEMENT OF HIS OWN BUSINESS AT HEART SHOULD STOCK THEM.

SEE OUR TRAVELLERS FOR PRICES AND SAMPLES.

WE ARE SOLE SELLING AGENTS FOR CANADA.

THE **EBY, BLAIN CO.,** LIMITED

**WHOLESALE GROCERS,** ETC. **TORONTO.**

## BACK FROM EUROPE.

MR. HENRI JONAS returned on Thursday, September 4, from his annual tour through Europe. This year Mr. Jonas' wife and daughter accompanied him and their trip occupied 10 weeks, visiting in Germany, Holland, Belgium, France and England.

Mr. Jonas was in England during the Coronation and was enthusiastic over the appearance of the troops. What impressed him most while watching the procession was the order maintained by the immense crowd that lined the route.

Mr. Jonas found business in France, in his line, very good, the great difficulty being that exporters of prunes, plums, apricots, etc., found it impossible to obtain sufficient supplies, such was the failure of the crops. The demand for home consumption was almost enough to absorb supplies, while for export there was less than had been the case for years. The smallness of the crops, Mr. Jonas said, was not put down to the somewhat cold weather. No good reason had been given for the failure of the crops. Cherries, however, were plentiful, and also vegetables of most kinds. The demand for peas was far greater than the supply. Buyers in many countries, if able to obtain supplies at all, will, in many cases, have to take very small fruit.

Mr. Jonas himself was very fortunate in securing what he did of the stocks that were held. A personal visit to the market usually results in obtaining some supplies, when continued correspondence by mail would altogether fail.

The sardine pack, he declares, will be smaller than ever this year. The run of fish has been getting smaller and smaller for the past few years from some cause or other. It would not do to say that the fish were becoming extinct, as, very often after many years of small runs, they would be in great numbers for a season or two. It was possible that next year there would be an abundance of sardines. But for the coming year they would surely be scarce and high in price.

Mr. Jonas expects good results from the visit of Sir Wilfrid Laurier to France. If the French-Canadian steamship line can be made an established fact, there is, he says, a good trade to be done. "French business men are anxious to trade with us, and this is the only great obstacle. We could export to France grain, flour, pulpwood, etc., if we had the necessary shipping facilities. At present what France buys from this side of the ocean comes from the United States. That is only because they have proper facilities for transportation between the two countries. The trade in boots and shoes, by the way, is one in which there are great possibilities with France. This is a growing trade between the United States and France, the latter importing an increasing quantity every year of boots and shoes. A French-Canadian line would, I believe, pay after a short time. While in France I heard some talk of it, always favorable to the project, but they were apparently waiting for Sir Wilfrid, to see what his views would be."

A. Poindron, who has recently been appointed to look after Canada's commercial affairs in France, is the right man in the right place, thinks Mr. Jonas. For some time he was the agent for a steamship line in this country, and in this way has had experience, which will benefit him in his new duties. "He is a man, too, who can impress his ideas on the Ministers of the Republic and the commercial men alike."

## C.P.R. EXHIBIT.

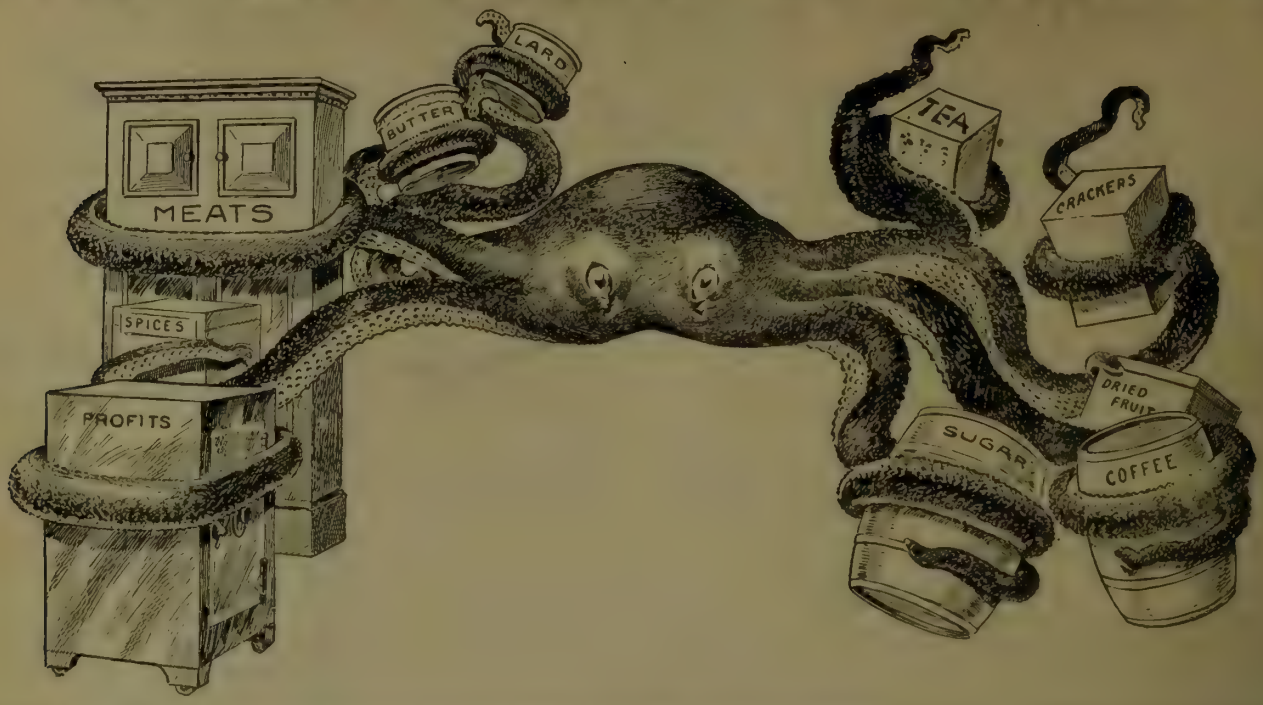
It was an excellent idea of the Canadian Pacific Railway Co. to establish a building of their own at the Toronto Exhibition. Apart from the fact that the railway's exhibit is much more easily and comfortably inspected in a separate building than it would have been in the crowded main building, it obtains a certain distinction of its own by reason of its isolation.

This year the exhibit has been completely, or almost completely, devoted to illustrating the capabilities of the Canadian Northwest as a grain-producing country. The large, bright building of the company has been artistically decorated with the yellow grain. This has been arranged in a clever manner to cover the walls and to form arches across the ceiling, and it is done in such a way as not to appear the least monotonous. On the long western wall surrounding the C.P.R. coat of arms, grain from Sir William Van Horne's farm at Selkirk is disposed. This exhibit elicited much favorable comment. On tables along the western wing choice specimens of vegetables, pumpkins, beets, turnips and many other varieties were shown. There were also several of the company's handsomely-framed pictures on view, which added to the attractiveness of the interior. Altogether, the C.P.R. building was a decided relief from the confusion surging around other exhibits. The entire charge of the exhibit is in the hands of W. S. Dockrill, who has made an excellent disposal of the ample materials at hand.

## ADVERTISING THE WEST.

The Winnipeg Free Press is evidently bound to make the wonders of the Western wheatfields known to the rest of the world. Its latest scheme has been to utilize the post office system to carry samples of Manitoba No. 1 hard wheat all over the country. The little bags containing the wheat are attached to large cards, on one side of which two pictures of the wheatfields are shown, giving a splendid idea, first of the vastness of the fields and secondly of the size of the growing grain. On the reverse side of the card, some facts about Winnipeg, the West and The Free Press itself are supplied.

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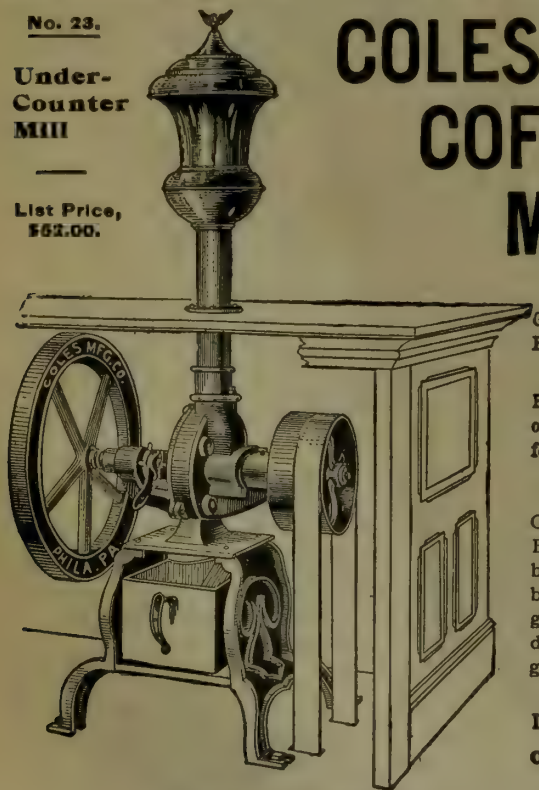
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## RECIPROCITY WITH THE UNITED STATES

CANADIANS are aware that there is at present a growing feeling in the United States towards the securing of better trade relations with this country. That is to say, the people of the United States are beginning to feel that their policy of exclusion has about played its part and that, if they are to continue their industrial growth, they must have some consideration for other people.

The citizens of the United States cannot be blamed for any efforts they may make towards conciliating those against whom their tariff has hitherto opposed an unpleasant barrier. It is human nature that even a nation should act to its own advantage, and if, in so doing, it is acting to the advantage of other nations as well, then let the other nations welcome the change in policy, even if they cannot applaud the motive which prompted it.

Speaking at Lake Mohonk in June, Mr. William F. King, former president of the Merchants' Association of New York, came out boldly in support of all around reciprocity. His address has just been published verbatim in the bulletin of the Association, and, as it probably gives the opinion of the average advocate of reciprocity in the United States, a consideration of its main outline should afford some interesting material for thought.

For once we are not informed that the wonderful growth of the United States has been due to "Yankee" push and shrewdness. No—"this nation is the greatest and most prosperous of all of the nations of the world, because here, and here only, has the Golden Rule been the recognized foundation upon which the life of the nation has rested and from which the nation has sprung." It was the Golden Rule that was at the back of the Revolution, and it was the Golden Rule that has guided the destinies of the country ever since. To-day, according to Mr. King, the United States has reached such a height of progress that her manufactories are producing surpluses. For these surpluses, markets must be found elsewhere. That is to say, it is now time for the Golden Rule to be extended to other nations and the tariff wall removed.

As for Canada, that sister country of the Western Hemisphere is "knocking at the doors of Congress," and, presumably, imploring for reciprocity. At one time, it is true, Canada did, figuratively speaking, knock at the doors of Congress, but those days are now past. Canada is day by day becoming less concerned about the United States, and a rejection of reciprocity, that was once viewed as a certainty, may now be considered in the light of a blessing. Therefore, it is not improbable that the state of affairs supposed to be in existence by Mr. King may be reversed in the near future. With the immense resources lying ready for development in this country, Canada is in a position to impose conditions, not just to implore consideration.

Notwithstanding the fact that American motives and methods are ridiculed, yet any overtures for reciprocity that may come from the United States Government will be courteously received here. Canada has long desired to see a restoration of the principle of reciprocity, and it will be some satisfaction to feel that at length the United States is coming round to view the project favorably.

## A COMMERCIAL EVOLUTION.

A MOVEMENT of an unique nature is at present on foot in Germany, the result of a conference of the leading citizens of Baden. It takes shape in the foundation of a national school to be opened during the coming fall, in which a practical type of German patriotism is to be taught.

If we are to believe the report of the United States consular agent, the promoters of this school have come to the conclusion that, if Germany is to take a place in the race for the world's commercial supremacy, she must make an effort to keep all expatriated natives in touch and in sympathy with the Motherland. Millions of Germans have crossed the seas, have settled in foreign countries and have eventually become citizens of those countries. As it is too late now for Germans to think of establishing a colonial empire of their own, they intend to do the next best thing and to establish relations with the people of German birth or German descent across the seas.

The promotion of this connection with the Old Country is to be made through the young Germans who are hereafter to pass through the national school. They are to go forth to all parts of the world, where Germans live or may yet live, and set to work to promote a German spirit and a German trade.

No one can deny but that this is a bold step. If, as it is predicted, the wars of the future are to be commercial wars, then mayhap this movement is one of the evolutions of the future method of warfare. But it is questionable if a foreign nation will submit to any such movement. Canada for the Canadians is a kind of motto which is not peculiar to this country alone, and other nations are just as jealous for their own national identity. So long, of course, as there is no interference with the industries of a country, any preference for German-made goods will not be objected to, but the minute rulers begin to find their German population favoring the goods of a foreign nation in preference to their own goods, then a sudden stop will be put to the matter.

The question of commercial supremacy is one of vital importance to an over-populated country like Germany, with but small hope now of securing colonies in which her surplus population can be provided for. The home population cannot live without a demand for their manufactured articles, and, if by reason of the successful countries this demand be diminished, the problem for statesmen to meet is next thing to insoluble.

## THE INTERESTS OF THE RETAIL MERCHANT.

WHILE the attendance at the convention of the Retail Merchants' Association of Canada in Toronto this week was not as large as it should be, it was sufficiently large to prove that the retail merchants of the country are becoming alive to the importance of the organization. But numbers at best are not always indicative of the utility of an organization of the kind. In commercial bodies as well as in all others it is usually upon the few workers that life and energy depend.

That the Retail Merchants' Association is developing strength and influence must be apparent to everyone who has perused the annual reports of the president and secretary.

This is an age of organization. And, while none need organization more than the retail merchants of the country, no class has been so slow to take advantage of it.

It is not in getting together and attempting to fix prices that lies the centre of usefulness in commercial organizations. That is the most difficult of all aims to accomplish ; and is the rock upon which more than one organization has been wrecked.

The first aim when forming associations among business men, be they manufacturers, wholesalers or retailers, should be the dissipation of jealousies and prejudices, which can only be accomplished by those engaged in particular branches of trade being brought into contact with each other. It is only when these prejudices and jealousies have been dissipated that unity of purpose can be obtained.

It is in the wake of unity that follow the reform of all such abuses as price cutting, long credits, iniquitous devices to catch trade, trading stamps and unfair and unjust business methods generally. Victory is not possible where disruption is prevalent.

The members of the Retail Merchants' Association have contented themselves in getting together and concentrating their forces against evils which elicited their common co-operation. In other words, they have trained their guns upon common foes. Discriminating laws, trading stamps, departmental stores, have all been foes of this type. Had they undertaken to grapple with certain other questions which might appear to more directly concern them, there would possibly have been disruption and not unity and its accompanying strength.

There are many evils against which organizations of business men can turn their hands without trying to meddle in each others method of doing business. There are not enough business men in town and city councils and in Provincial and Dominion Parliaments. And when questions of commercial importance are being discussed by parliamentary or municipal bodies it seems to seldom occur to the mind of anyone that there is a great retail commercial class whose wide interests are entitled to consideration.

It is evident the Retail Merchants' Association of Canada is gradually bringing about a reform in this respect. Retail merchants are not being ignored as they once were by political or any other interests. And just as their organization becomes more perfected will their influence in matters relative to the commercial welfare of the country become more potent.

### FOUR-SCORE.

MR. J. A. MATHEWSON, of the firm of J. A. Mathewson & Co., importers of teas, coffees, spices, etc., Montreal, celebrated his 80th birthday on Monday, September 1. The occasion was made one of great felicitation by many of his descendants, relatives and friends who were at Little Metis, Que., to tender him their hearty congratulations.

Mr. Mathewson's business is one of the foremost of its kind in Canada, having ramifications in Europe, China and Japan. He was the first to import Japan tea into Canada, an event that happened about 50 years ago.

In spite of the attention required in building up such a large business, Mr. Mathewson has found time to devote to other things, and he is known as one of the most earnest and conscientious church-workers in Montreal, few laymen of the Methodist Church having done more for that body than he.

His wife died a short time ago, but not before their golden wedding was celebrated on Tuesday, August 10, 1897. On this occasion, together with many friends, their five sons, with their wives and 14 grandchildren, participated in the interesting proceedings.

### THE GENTLEMAN-MERCHANT.

MERCHANTS now-a-days are so liable to become engrossed in the mere mechanism of business that they become indifferent to the many smaller qualities besides business ability which go to make their business successful. Business ability is the main essential, but, if it is not supplemented by attention to the lesser details, it is not of much avail.

All the lesser attributes may be summed up in the word gentlemanliness. This word includes everything and excludes nothing. By a gentleman is not meant the individual who is dubbed a gentleman by society, and who in many cases is no more a gentleman than the seediest looking tramp on the road, but it is the man who sums up in his nature those qualities which make him respected and honored by all who meet him, that is the true gentleman.

With this basis of division, no retail merchant, however small his shop or however shabby his appearance, may be a gentleman-merchant. There are merchants who always show the utmost courtesy to customers but whose clerks lead dogs' lives. These cannot belong to the gentleman class, nor can their discourtesy to their employes remain long without its reward. Courtesy always pays well, and courtesy does good to good clerks and can do little harm to poor ones.

Then, many merchants have a way and a most discourteous way of receiving commercial travellers and other agents who are not customers. If it involves the payment of money or the spending of half a minute in conversation, they believe in making the unfortunate client feel as miserable as possible. They fail to realize that the agent's time is, mayhap, as valuable as their own, and they go on laughing and joking with cronies or working at their books till the unfortunate agent is so worked up that he swears to get even with the merchant some time.

Of course, many agents are undeserving of attention and the merchant may act thus in self-defence, but it is a pity that the worthy should suffer with the unworthy. Let the gentlemanly spirit predominate in every action and it will be found that undeserving agents can be turned down in a gentlemanly manner much more severely than in an ungentlemanly manner.

# THE RETAIL MERCHANTS OF CANADA.

## THIRD ANNUAL MEETING IN TORONTO.

THE Retail Merchants' Association of Canada held their third general convention in the fine Temple Building at Toronto, on Tuesday and Wednesday, September 9 and 10. The opening session took place on Tuesday afternoon. John Hargreaves, the president of the Association, was in the chair, and Secretary E. M. Trowern was on hand in charge of his department. The hall was tastefully decorated with flags and mottoes, such as "Organized to protect the commercial interests of all classes of the retail trade of Canada"; We want the golden rule on every counter."

President Hargreaves welcomed the visitors with a few words and introduced to the assemblage Mayor Howland, whom he said had always been a friend of the retail merchants.

The Mayor was pleased at having an opportunity of greeting those men who had come in from parts of the country far and near. He recognized that it was of great advantage to them to meet periodically in convention together, such as this, to discuss public affairs of importance to them. There was much to hope for from such meetings. One of the

### DUTIES OF THE ASSOCIATION

was to prevent any tradesman from obtaining any advantage over the other. Their condition was subject to change, sometimes for the worse, often for the better. It would be much to the advantage of some corporations if the retailer were abolished. But the retail merchant was helpful to the general public in more ways than one. He was a constant source of credit to his friends, and while the credit system had its disadvantages it had also its advantages. In times of distress and trouble the retail merchant would supply all that was necessary for the sustenance of his friends. He was

### A SMALL RESERVOIR

in his section of the country, supplying nourishment to its surrounding populace. The bank would not do as he did, neither would the departmental stores, for if they did they would have to change their system and this would place them on an equal footing with the retailer and they would not be to him such a serious competitor. The retail store was always a centre of enterprise and development, and so was entitled to a fair share of the public interest in struggling for its rights.

Alderman J. J. Ward, Chairman of the Reception Committee, was then introduced. Himself, a retail merchant, he was pleased to welcome the retailers of the Province of Ontario assembled in convention. They were the

### MEN WHO HAD FOUGHT

and effected the abolition of trading stamps. They had done excellent work in combatting fake schemes and false business methods. Forty per cent. of the taxes in Toronto were paid by the retail merchants, and so they were entitled to some influence in its affairs. The same held true about the retail merchants all over the Province.

### DISAPPOINTED WITH ATTENDANCE

Rev. A. L. Geen, president of the Belleville section, was disappointed in one way with the attendance, the smallness of which he attributed to the selfishness of those who stayed at home. They,



Mr. John Hargreaves, Toronto, Retired President.

down in Belleville, had been struggling along for some time when they were visited by Secretary Trowern, who came at an opportune moment. They found the merchants of Belleville had no faith in such an organization and were lukewarm. They successfully fought the trading-stamp people, who were very bitter opponents. In other respects they had not succeeded as well as he thought they should. They would have a good meeting and things would go along swimmingly for a time. Then the interest of the members of the Association would weaken. When he went back he hoped to be able to arouse their interest again during the fall. The merchants of Belleville paid a large proportion of the taxes there, he concluded.

Mr. Geen is a druggist as well as a clergyman.

### APPRECIATION OF MAYOR HOWLAND.

J. G. St. Leger, in a few words, expressed his gratitude to the Mayor and Alderman Ward for their warm welcome to the delegates. The Mayor, he said, had shown himself to be a large man in every way. He had placed himself in the position of a country merchant and spoken from that standpoint. The city council, as the Mayor, was always willing to assist people who desired and needed assistance. He concluded by moving a vote of thanks, which was seconded by Samuel Corrigan, and carried with loud applause.

### EXPERIENCES IN THE WEST.

B. G. Davis, president of the Windsor branch, took the floor and gave their experience in the west. They had formed a local association 12 years ago, which had lasted for a short time and then died a natural death. No attempts were made to revive the association till a short time ago, when they began organizing again. Secretary Trowern had then come along and rendered them valuable assistance, so that from then out things progressed satisfactorily and the membership had increased until it now embraced 45 merchants engaged in the retail trade. They were taking steps to bring into the organization merchants from the surrounding towns and villages and from now on looked for much prosperity to attend their labors. They had had a hard fight in getting The Trading Stamp Company put out of business. It had taken six months for them to effect this reform. At last they had gotten the members of the city council on their side and the anti-trading stamp measure was placed on the statute book of Windsor after they had aroused the interest of nearly all the merchants in their favor. They hoped to have successful meetings in the long evenings of the fall and were determined to keep up and expand the organization.

### BELIEVED IN ORGANIZING.

Ex-Mayor Bond, of Toronto Junction, believed in organizing. He had found that it was co-operation which had made the British army so powerful and had seen that every other body were binding themselves together in corporations, keeping in mind this principle. The trade unions organized under a central executive, and he believed that it was advantageous for the retail merchants so to do. They thus could more effectively further their own projects. He had heard

that all the wise men came from the East. That is why there are so many in the west. They, in Toronto Junction, had found that some merchants had kept open nearly all night and were at business again sometimes at daybreak. He had tried this method of doing business and found that he became thinner and thinner until he had to quit it entirely. The Junction Association was now trying to have enacted a law enforcing early closing. There were about 40 merchants in the town. The rest tapered down until you could not tell what line of business they were in. He was a grocer, and the best he could say was "Grow, Sir."

LETTERS OF REGRET.

Letters of regret were read from a number of wholesale merchants, who, on account of the Exhibition rush, were unable to be present.

PRESIDENT HARGREAVE'S ADDRESS.

President John Hargreaves addressed the meeting as follows :

Fellow merchants and Members of the Retail Merchants' Association of Canada, allow me to draw your attention to the fact that the origin of our Association dates from 1897. Previous to that time the Retail Merchants' Association of Toronto had been energetically engaged in an endeavor to lay before the merchants of Toronto the advantages that can only result from a thorough combination of our scattered forces, and the necessity for an organized effort to protect the interests of honest and fair trading in the commercial community of Toronto.

We quickly decided that Toronto was not the commercial world, but that retail merchants outside of Toronto were similarly situated, and were just as influential and equally as needy, and that complete success must come only with the co-operation of merchants in all the towns and cities and villages in Canada. In 1899 canvassers started to work to establish the organization of an association of merchants for the Dominion, and, in November, 1899, the first convention of the Association assembled in this building. The work since then has progressed and improved, until to-day we have an Association that with wise and judicious control should wield greater influence than any other organization in Canada and secure a just and equitable recognition of the rights and interests of all those engaged in retail trading in the Dominion of Canada.

We admit that Toronto does not possess all the intelligence and power of retail merchants, but we also hold that for many reasons evident to you all Toronto is destined to be the core or centre from which must spring the channels or forces necessary to effectively and successfully secure a just recognition of our rights and objects.

This Association is largely indebted therefore for the success that has been achieved, to the Toronto branch, and the very efficient and energetic executive officials that have composed that branch. They have labored in season and out, have eschewed politics in any form from all meetings and discussions, and have piously refrained from any religious controversy ; but to my mind it occurs that the Association, if it has any orthodox religious creed, leans strongly to the Church of England, from the fact that in thinking on its past life we may truly say that we have left undone many things that we ought to have done, and because we have been very slow in passing the collection plate around.

The general working methods and plans by which we have endeavored to promote and advance the various interests of our members will be fully outlined in the report of our secretary, but I may be pardoned for stating this opinion, that our organization is unapproached by any similar commercial organization in America. We want a branch in every city, town and village in Canada. We wish every merchant to be a member of our Association, and to aid us in our efforts to elevate and educate higher commercial aims and objects. We require the brightest intellects, the most forceful energy, and the enormous influence, possessed only by the merchants of Canada, to unite in one solid body, to enable us to demonstrate our aims, and to enable us to demand from any power a just and fair recognition and our desire only for fair play and no favor. Fellow merchants, this means you must be ready and willing with your time and money. You must give freely of both. Can I convince you of this fact ? The time and money that you devote to this work is just that much capital in an investment that will surely realize you greater profits than you require on any merchandise you retail over your counters ; you therefore require to zealously watch and guard the investment ; it is thoroughly secure ; if you don't receive the returns this year, they must come, and the more loyal you are to the cause, the larger and quicker will be the returns that are required. Our duty should be for each to resolve to do all that we can and to leave as little as possible for the other fellow to do.

Our Association has done some vigorous work. We have had great expectations, and have put forth efforts in which we have not succeeded, but I may truly say that the results, when calmly considered, are very satisfactory, and should stimulate us to expend more energy and more influence at our work.

A very full outline of our plans and objects was laid down by the able chairman of our last convention. I may say that we have endeavored to assist in carrying out those plans, and to keep the same objects continually before us. We stated then that our plan was to unite all classes of merchants in our organization with one common object, the protection of the individual merchant against common enemies, such as capitalists, corporations, departmental stores, misrepresentation, adulteration, false weights, unfair taxation, false advertising, and any and all systems that are injurious to the retail merchant. Every one of such enemies can be reduced and placed upon their proper level only by a perfect organization, and by the same organization and co-operation only can we expect to accomplish reforms and improvements in fair and honest methods of retail trading.

We have petitioned the Legislature of Ontario on different occasions, and have requested amendments to the Assessment Act, an Act asking that corporations or incorporated companies be not allowed to perform acts and escape punishment for which an individual can be summarily punished under the Criminal Code.

To prohibit and make illegal the carrying on of departmental stores, to tax departmental stores on an increasing scale, to abolish trading stamps, coupons, and such. To place a law on the statutes making it a criminal offence to fraudulently advertise goods, to compel departmental stores to pay their fair share of the taxation.

We have not succeeded to the extent that we desire in all our attempts, but we have abolished the trading stamp iniquity, we have showed the Government that personal property of retail merchants is most unfairly taxed, we have had the Transient Trading Act and the Pedlars' License Act improved. I believe we have convinced the Government that departmental stores are a curse to the country.

Let me ask the hearty and energetic assistance of merchants outside the city where a departmental store is thriving, for "Canada has only one greatest store," let me request your assistance and co-operation in a struggle for self-preservation against these departmental stores for the following reasons :

Their methods have destroyed that confidence which should exist in a business community of the entire Province, and have educated the public to believe that all kinds of deception are necessary to successfully retail merchandise over a counter. They have reduced the value of labor, and have destroyed the purchasing powers of many classes, thereby affecting all other classes.

They have lowered the moral standard of commercial life ; they have concentrated the business into one small circle, and the power into the hands of very few. They are practically endeavoring to concentrate the business of the Province into one city or centre. Now, I ask the merchants of Toronto, Is it in the interests of the city of Toronto that there should be one huge prosperous financial concern in one small circle, and a large portion of the outside business surroundings at a standstill, or in almost a condition of decay ? I ask merchants from outside towns, Is it in the interests of the Province of Ontario that there should be one city in it in which there are a few huge prosperous corporations, thriving and fattening at the expense of all the outside towns and villages ?

Pardon me for devoting so much time and space to departmental stores, but they are the root and factor of the most of the injurious conditions that surround us to-day, and if they prosper in the city they will be imitated in the country. Then the disaster will spread like smallpox, and honest and fair trading merchants will be considerd unprogressive, behind the times, old fogy, etc. Our Association aims at building up, not destroying, at elevating, not degrading. We do not desire to have every business man considered a small retailer, nor do we wish to discourage manufacturers, but we do object to manufacturers and large corporations and companies receiving unfair advantage over other citizens, by their system of pulling down and killing out the small business so that they may grow larger and prosper. Our contention is that a thorough organization of prosperous retail merchants, doing business on fair legitimate methods, scattered throughout city, Province and Dominion, is a power that will tend to elevate the commercial and moral condition of the country, while, on the contrary, business methods as introduced and practised by

departmental stores are comparatively, in direct ratio, disastrous and degrading to the country from all stand points. We want a free and independent people, free and independent farmers, free and independent merchants, free and independent mechanics; not a few great landowners, a few merchant princes, etc. We object to a return of the old-time customs, where one man has the money, the power, the control, and the people are his tenants and hirelings.

Allow me to draw attention to one special feature of work done by our Toronto Association, and for which the drug section deserve a large measure of credit. I refer to what we call the Price Restrictive Plan, and as the plan is of vital importance to all branches of trade, I earnestly trust that every section here represented will consider the details of that plan. The plan has been tested, it is workable, and its legality is thoroughly established in Great Britain and the United States as well as Canada. Great credit is due The Ozone Company of Toronto, and The Shredded Wheat Company who have adopted the plan and are putting forth every possible effort to prove that the plan is all that we claimed for it. Let me urge every retailer to assist to his utmost any article honestly put on the market under this plan.

There is a necessity at this juncture for defining or classifying the different lines of business so that we can legally define what is a wholesaler, who is a grocer, etc. This is a question that interests merchants to-day, and the time may come when success to our hopes and plans will depend on a proper legal classification of retail and wholesale merchandising. Our Association has outspread our calculations, and is now at a stage in which it is important to revise the by laws and constitution governing our work. I hope a competent committee will be appointed who will devote due consideration and endeavor to improve and perfect our organization.

A finance committee should be appointed, composed of members who can and will devise ways and means by which our Association may hereafter be in that happy financial condition that the question of money need never be a consideration that will deter us from undertaking any work deemed advisable and advantageous to our Association.

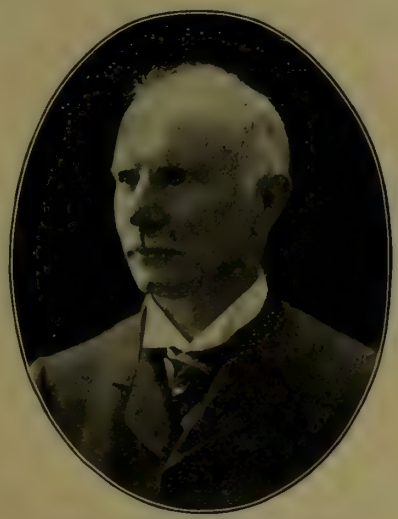
I would recommend that active committees be appointed on organization, its extension—legislative committee and committee on resolutions—and that the result of the deliberations of these various committees may so facilitate and perfect the carrying on of our good work that our successors may convene here next year with a record of greater achievements, greater and brighter prospects and a very large surplus, so that our most serious undertaking will be a consideration of properly and wisely investing the surplus funds of the Association.

I beg to thank the members of the Executive for the work done during the year, and in which they most faithfully and earnestly assisted. I must specially mention the consistent, persevering and energetic work done by our secretary, Mr. Trowern. We are largely indebted to him for the proud position we occupy to-day; indeed, were it not for him, I doubt if there would be a Retail Merchants' Association of Canada. I will not say that he is perfection, nor that our Association is perfection, but I believe that both he and the Association only require more encouragement and assistance to bring them to a state of perfection.

Gentlemen,—I thank you for the honor conferred on me nearly three years ago. If I have not been a very profitable officer, I trust I have always been faithful and earnest, and I hope my successor may be more worthy and competent, that he may be able to grace and honor the position as I have not been able to do, and if he is as sincere as I have endeavored to be our organization will prosper and the high position of excellency at which we aim will surely be attained.

### SECRETARY TROWERN'S ADDRESS.

Secretary E. M. Trowern followed with his report. Mr. Trowern dealt chiefly with the doings of the Toronto branch of the Association. He was proud to say that they had at their back men who felt that the retail trade should be placed on a higher level. He traced the history of the Retail Merchants' Association of



Mr. W. B. Rogers, Toronto, Treasurer.

Canada from its commencement in 1897 until the present time. The first work to which the organization had set itself about to do was to see that the streets of Toronto were properly cleaned. Before that time these streets were in a filthy condition, but some of the merchants appeared before the city council and caused that body to take measures for the proper cleaning of the streets. They found that the departmental stores were not sufficiently taxed and that the smaller merchants bore an unequal and unfair share of the taxation of the city. They had set themselves about to remedy this state of affairs, and now the large corporations had to pay their share of the taxes as well. They had got the Provincial Government to appoint a Royal Commission to investigate into their charges as to the taxation of the same departmental stores. But the report of this commission had not been brought down yet. They had also caused to be passed the Exhibition by-law and had obtained representation on the Toronto Exhibition Board for two of their members. They had inspected the books of the Board and found that everything was conducted in a businesslike way. They had supported the appeals of the Yonge street merchants against their taxation and had opposed the election of the Board of Control from the whole city. Through their efforts, mainly, the present Mayor and several of the aldermen were elected. Ald. J. J. Ward had been by them placed on the Exhibition Board. They had appealed against the Merchants' Exchange, a campany which was working in Hamilton, and had the appeal carried to the courts. When the magistrate had decided adversely against them (in this matter), they had appealed against his judgment. They had considered the merits of the metric system and were urging its adoption. They had appealed against the Italians being allowed certain privileges around the Customs house, which other merchants were not accorded. They were at present making every effort to have the assessment commissioner's department thoroughly investigated. Instead of having "one commissioner, who did not understand his duties at all," they would try and get an assessment committee of their own that would be alive to the business of the city. They had formed the Retail Merchants' Association into 13 sections of the trade whereby they were enabled to better transact the particular business pertaining to each trade. During the summer they had had a number of excursions to points outside the city, picnics, and a moonlight excursion.

### TOOK THEIR CUE FROM THE UNIONS.

W. B. Rogers, president of the Toronto branch, made a vigorous address. He was firmly convinced of the benefits of organization among the members of the trade. It was necessary to do this to protect their interests. For a long time the retail merchants had been separate units, with no cohesion amongst them. It was the retailers of Toronto who first formed the idea of forming the Association. They drew their model from the labor unions, who had quickly perceived the benefits of co-operation, under one central head, into a compact body. The cutting of prices by the merchants was one of the evils they had to contend against, and they were now feeling their way towards a condition of affairs that would better things in general. He praised the Price Restrictive Plan, which, he said, showed that something could be done to improve their positions as merchants. Their duty was to patronize Canadian manufacturers and build up the Dominion, making it a mighty nation.

The evening and morning of the next day was taken up with the meetings of various committees and several sections

of the Association. The press was excluded from these gatherings.

The concluding session on Wednesday night of the retail merchants was held in the Temple Building, with President John Hargreaves in the chair.

DELEGATES' EXPENSES.

Mr. Hargreaves attached considerable importance to the fact that members were present from as far west as Fort William and Windsor. While the attendance was not large it was representative. The merchants should impress upon everyone with whom they come in contact that they form an Association. Provision should be made to provide the delegates with money to pay their expenses. A good many representatives were present from a distance at their own expense, which, in some cases, was considerable. He was of the opinion that some way might be thought out whereby the expenses could be supplied without much trouble. He was strongly in favor of the

PRICE RESTRICTIVE PLAN.

The only man who could control the retail prices of the goods was the manufacturer. This had been demonstrated both in Great Britain and the United States, and after carefully consulting their solicitor, they found that it would be workable here and was legal in every way. Its conditions are that the manufacturers are to only sell to the retailer who agrees to dispose of his goods at a price to be fixed by the agreement. What they wanted was fair play and no favor. He was hot

AGAINST DEPARTMENTAL STORES

and was opposed to any system that was wrong. He advised outside merchants to keep their eyes on the e stores, which through their mail-order system were reaching out everywhere in the country and taking away trade that rightfully belonged to the small retailer. One departmental store alone paid $17,000 duty on one order they had received through the Customs house.

THE NEW OFFICERS.

The following officers were elected :

Central President—G. J. St. Leger, Toronto.

Central Vice-President—Rev. A. L. Geen, Belleville, Ont.

Central 2nd Vice-President—B. G. Davis, Windsor, Ont.

Central Treasurer—W. B. Rogers, Toronto.

Central Secretary—E. M. Trowern, Toronto. (Accl.)

Mr. Hargreaves had declined to stand for re-election as president. Business matters and his health required that he should retire from the position that he held. So the election was proceeded with and resulted as above.

THE HAMILTON ASSOCIATION

A. M. Ballantine, Hamilton, said that the Hamilton branch of the Association was prospering well. Some merchants, it was true, were holding back, watching for results before they would join the new organization, but things looked bright for a prosperous future for the Association there. He was pleased at the election of Mr. St. Leger to the presidency. He would make a good business president, and would take much interest in the Association. Mr. Ballantine, himself, is a grocer, and he found that section prosperous at his home, and they, in Hamilton, were determined to succeed.

RESOLUTIONS RECOMMENDED.

The Committee on Resolutions recommended that resolutions be adopted as follows :

1. That the metric system be adopted and first taught in the public schools so that it should afterwards be brought into general use.

2. That the present fee system in the inspection of weights and measures be abolished.

3. That the railways should reduce their rates to the members of the Association when travelling.

4. That the fees for the collection of debts in the Division Court be reduced.

5. That the Price Restrictive scheme elsewhere set forth be more widely adopted.

6. That the Government should initiate legislation to amend the Insolvency Act.

7. That the Association was in favor of a revision of the Toronto Peddling License By-Law.

8. That corporations should be made amenable to the law the same as individuals, and that all stamps and coupons should be redeemed at their face value.

9. That the false stamping of goods should be prevented.

10. That legislation should be brought about to bring the departmental stores to time.

11. That amendments should be made to the Assessment Act.

12. That Canadian merchants should be encouraged to buy and handle Canadian-made goods as far as possible.

13. That goods of Canadian manufacture should be prevented from being slaughtered on the bargain counter.

14. That the Transient Traders' Act be amended.

W. B. Rogers said that it was an act of patriotism, too, for Canadian merchants to handle only goods of Canadian make. It was in the interests of all the retail merchants to view this matter from a selfish standpoint as well, for it would greatly increase the home market if they should unite to handle only Canadian goods.

WISE WORDS FROM NEW PRESIDENT

J. G. St. Leger, the new president, thanked the Association for his election and said that he would do his best to look after their interests. But there was a danger of their being too selfish. The interests of their customers should be the interests of the retailer. By giving a man honest measure and value for his money merchants could make their businesses prosperous. The Association need not be too selfish. They could debate on Imperial defence and other matters as well as the Board of Trade. We ought to use home-made goods, but in his opinion the proper way to do this was not to put a high tariff on things. "If we put high ideals before our workmen we can secure a proper share of trade for our home-made goods." He cited a case where he bought a consignment of shoes from the United States, which he was able to sell more rapidly and yet make a larger profit on than a consignment of the same value of shoes made in the Dominion. He believed that arbitration should be made compulsory. There were a number of other things that should be remedied. "Every man is our brother and God is our father." This, he said, should ever be borne in mind by the members of the Retail Merchants' Association of Canada.

LEGISLATION NECESSARY FOR DEFENCE

Rev. A. L. Geen believed that it was necessary to have legislation to defend their interests. The druggists, doctors of medicine, lawyers, all had legislation. "What would we have done without legislation, for, by it we secured the abolition of trading stamps ?" They had a good organizer in Mr. Trowern, and they would go home with a determination to improve their own association. They would better be able to help one another after this convention.

MISSIONARY WORK

B. G. Davis said they would have to do some missionary work when they went home. From his short experience in Toronto, he thought there was lots of room for this same work there.

W. B. Rogers said they would be glad to receive as much help as would be forthcoming from outside.

APPRECIATION OF MR. TROWERN

E. M. Trowern, the central secretary, was thankful for their kindness in continuing him in the secretaryship. He would stay with them until he had accomplished what he started out to do. They had gained much from this convention by having many merchants present from outside the city, like Mr. Davis, from Windsor, and Mr. Geen, from Belleville, men from two points a long distance apart. He believed this was the beginning of the greatest mercantile organization in the Dominion. Their motto should be "This Association expects every man to do his duty."

The next convention of the Association will be held in Hamilton.

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"How's this, my son ?" Here is a big bill for sporting goods. Don't you remember I expressly ordered you not to contract any more debts without my knowledge ?"

"Certainly, father, but I haven't contracted any debts. On the contrary, I've expanded them."

# HINTS FOR PROGRESSIVE RETAILERS.

## HOW SUCCESS CAME TO ONE MAN.

NOT very many years ago, according to an exchange, D. H. Church was an itinerant watchmaker—a very good workman to be sure, but just a plain artisan. Of a roving nature, he left the east, where he was born half a century ago, and sought fortune in the West.

His bent was for mechanics; he liked to tinker with machines. In St. Paul he met a watchmaker named Gridley, from who he learned his trade. While working at his bench one day Gridley stopped to examine a watch Church had been at work on.

"Is that the best you can do?" he asked.

"Mavbe I might do a little better," replied Church.

"Then, young man," said Gridley, "you just begin and do it all over again, and remember this: Never leave a piece of work until you have done the best you know how to do."

The great watchmaker says that he began to achieve success from that day. He has always done his best.

Leaving St. Paul he drifted about the West, working at his trade. He wanted to travel and found a place with a watch company as an "advance agent" for its make of watches.

He was to travel through the West ahead of the sales agent, proclaiming the praises of their wares. After four weeks on the road he went back to the Chicago office and turned in the watches he was carrying.

"Here's your truck," he said to the manager. "I am tired of trying to make other folks believe things about these watches that I don't believe myself."

"Could you make any better watches?" asked the manager, jokingly.

"If I couldn't I wouldn't call myself a watchmaker."

"I'll take you at your word. I'll set you to work in the shops to see what you can do."

That was 20 years ago. Mr. Church had not been long in the factory before it was found that he was a rare genius. He told his employers that their watches cost too much to make. They were spending too much for raw material and their wage account was extravagant.

"Give me a free hand in this factory," he said, "and I'll save you money."

So Mr. Church was made mechanical superintendent of the works and told to go ahead and do whatever he liked.

He saw that men were performing purely mechanical operations that might better be done by machines, which could work more rapidly and more accurately.

He set himself to the task of devising the wonderful automatons that have made him the first watchmaker in America, if not in the world. Mr. Church is constantly at work making more wonderful machines, and more than 150 watchmaking machines bear his name and the stamp of his genius.

So rapidly does he work that the machine shop where his tools are made is five years behind his designs.

## USE AND ABUSE OF FLOORS.

Snap Shots has something to say on the use to which merchants put their floors. It starts off in this way:

Say, brother, what is the floor of a retail grocery for, any way? We are all supposed to know what an ordinary floor is for, but it would make some men guess to know why some floors, and dirty ones at that, are used as counters and tables by some retailers. Things to eat should not be handled and thrown around like a piece of iron or a bar of soap—a little care and attention in such matters would help your business. Why will you persist in making your customers walk all over everything in your store?

Why will you continue to use the floor as a counter or table? Why will you put down on the floor the order that you put up?

We have seen in hundreds of stores the vicious and dirty habit of clerks filling orders and throwing the packages right down on a dirty floor that has not been scrubbed for months—why will you allow packages of tea, crackers, coffee, spices—everything to be strewn all over the floor? Why let this thing go on? Why let your customers see such a slovenly way of doing business? Why use the floor at all?

Drygoodsmen and shoe dealers do not fill their orders on the floor. They have a counter for that purpose. Have you?

Did it ever strike you, what an impression this method of doing business must make upon your customers?

Do you think it adds to your prestige as a dealer in fine goods? Would you like to have things that you are going to eat thrown and dragged over a nasty, dirty floor. Not even in a box or delivery basket. What do you gain by such methods? What is the floor for? Certainly not for that.

## TURNING OVER STOCK.

How often should a retail merchant turn over his stock? One of the best firms in Cleveland, Ohio, turns over the value of the stock twelve times every year, says American Grocer. Others do not turn their stock more than five or six times a year, and that in some localities may be good work. The trouble with many retailers is in carrying too heavy a line of slow-selling goods. If they would make frequent purchases, the stock would be kept in better condition, be under more thorough supervision, and turned quicker.

The art of display has much to do with increasing sales, and therefore, windows, counters, and shelving should all be so arranged as to make them silent but very effective salesmen. There cannot be too much store space, nor too great an effort to so arrange the stock as to invite visitors and make such an impression that they will go away and talk about the store. Goods in sight move faster than goods out of sight, even though they may be the best known proprietary articles. There are some retailers who make it imperative to rearrange show-windows every two or three days. If one is deficient in that knowledge which leads to happy combinations in color, to artistic forms, and effective grouping, they will find it pays to hire a professional window dresser.

But, says our friend in a small country town or restricted city district: "I cannot afford that expense, and lacking taste and style, I jam anything that comes handy into the window and take my chances." Possibly such a retailer could invite hints from some of his customers, whose artistic sense is manifest in dress or the furnishing of their homes. Once get them interested and the novelty of assisting in fixing a window display will become a matter of pride.

Always keep in mind that the rapid turning of stock means greater profit and that display is a very great factor in securing the desired result.

**WE'VE A SCANTY** reverence for anything in this world that is not of the best of its kind--and the generality of people are of the same way of thinking.

The daily increasing demand for **"SALADA"** Ceylon Teas (Black or **Green**) shows conclusively how quickly the world's appreciation of "Superior Merit" is brought forth.



Are you selling these teas ?
If not, it's time you gave a thought to the matter.
They're profitable to handle, and will increase your Tea sales remarkably.

**"SALADA," TEA CO., Toronto and Montreal**

Offices at Boston, Buffalo, Pittsburg, Detroit, Philadelphia, Cleveland, New York, Washington, Newfoundland, Toledo, Wheeling, W. Va.

**Drawing Trade By Selling Nasmith's Bread and Cakes.**

Out of town grocers are doing this daily. Write us for information.

**THE NASMITH CO., Limited**
66 Jarvis Street, TORONTO.

***LILY WHITE GLOSS STARCH***

In 6-lb. Toy Trunks with real locks and keys.

This beautiful and useful package will be appreciated by every householder.

Try a case or two with your next ten-box order.

**The Brantford Starch Works,**
LIMITED,
**Brantford, Ont.**

# MARKETS AND MARKET NOTES

## ONTARIO MARKETS.

Toronto, September 11, 1902.

### GROCERIES.

IN the wholesale trade groceries continue active this week. A good many buyers from the country have taken advantage of the low railway rates to come to the city on purchasing trips, and the sales of the wholesale grocery firms show quite an improvement. The buying is well distributed along the several lines of groceries and prices are stationary, the only change being in Fairbanks' lard, the prices of Boar's Head and cottolene easing off ½c. The salmon markets keep strong and the inquiry continues active at the prospect of further advances in prices. The sugar market is also active and unchanged. An improvement has taken place in the demand for syrups, and quite a few inquiries are reported from the lumber camps. The spice market is experiencing moderate activity, there being quite a trade in pickling spices, but the lateness of the crops this year has kept back trade to some extent. In teas, Ceylons continue strong and the demand for them is good. Very little Japans are offering at present. Shipments of the new crop of Valencia raisins are now two weeks on their way and should be on the market here in the course of a couple or three weeks' time.

#### CANNED GOODS.

During the week nothing new has come to light in the vegetable situation. The prices of peas and corn are very high, and the factories continue to claim that they are not in a position to completely fill their orders in these lines. There are no tomatoes offering, but the new crop seems to be yielding much better than was expected, and so supplies of the new article ought soon to be obtainable. The quotations this week are unchanged and are as follows Peas, 82½c. up; corn, 80c. up and tomatoes, $1.15 up. In salmon, nothing new has come from the Coast beyond confirmation of the shortage in the pack, which seems to be a fact. This has stimulated buying on the local market and the prices are firm at the advance of last week. Other lines of potted meats and fish are quiet. We quote: Salmon, Fraser River sockeye, $1.50 to $1.52½; Horseshoe, $1.50 to $1.52½ and Northern, $1.40 to $1.45.

#### COFFEES

There continues to be a moderate demand for green Rio coffees on the local market, and trade in other lines is quiet. The European markets are reported to be quite strong for this product and in New York a better tone dominated the market, resulting in more active speculative buying induced by the stronger outside markets and vague rumors to the effect that the additional cable advices reported unfavorable prospects for coffee. We quote: Green Rio, No. 7, 7⅞c.; No. 6, 8c.; No. 5, 8¼c.; No. 4, 9c.; No. 3, 10 to 12c. per lb.

#### NUTS.

No improvement has occurred in trade in this line. New-crop nuts are due on the local market in about a month. On the outside markets several descriptions of nuts are showing stronger features. Tarragona almonds are firm in tone, owing to the lateness of the crop of this year, and the feeling in Brazilian nuts is strong. The prices of shelled almonds are firmly maintained.

#### RICE AND TAPIOCA.

On the local market trade continues steady in rice and tapioca at unchanged prices. The tone of the outside rice markets are stronger, owing to reports from the South of a slight decrease in the movement of the river crop and a slight advance in prices last week. We quote: B rice, 3½c.; Japan, 5½ to 6c.; sago, 3¾ to 4c.; tapioca, 3½ to 3¾c.

**See pages 45 and 46 for Toronto, Montreal, St. John and Halifax prices current.**

#### SYRUPS AND MOLASSES.

More activity is being shown on the local syrup market by reason of inquiries which are coming in from the lumbering districts for the lumber camps, as lumbering operations will commence in a few weeks. A steady trade is doing in molasses. The demand for black strap on the outside markets continues moderate and the prices hold steady. The market outside for syrups is active and strong.

#### SPICES

A fair amount of business is reported in spices, the chief call being for the pickling varieties, but the lateness of the crop this year has had the effect of retarding trade a little. Cable advices report the foreign markets firm for cloves.

#### SUGAR

The tone of the local sugar market is steady and the demand is moderately active. London cable advices report a firm and fairly steady market for beet sugar and the United States raw sugar market continues to hold firm, but the prices of beet sugar have a tendency to sag. Refiners were willing to make large purchases on the basis of 3 7-16c. for centrifugal, 96 deg. test, but were not willing to make additional purchases on the basis of 3¼c., it being understood that sugar for shipment from Cuba was on offer at that basis and not taken. Regarding the growing crop in the United States it is estimated that the yield will be under 236,000 tons, which is less than looked for last June. Some factories there have already begun operations, and others will soon follow, so that the crop will be coming to market in a large way by the middle of October, at which time the requirements for meltings by the refineries at the four ports will be smaller than at present.

The tone of the refined sugar market in the United States continues firm and business is active. A good run of orders is reported, but refiners and brokers state that the demand was not so heavy as it was some days ago, the extensive buying of last week evidently protecting many of the trade against their requirements for the balance of the month. The consumptive demand for all classes of sugars was heavy and refiners were hard at work melting the sugar, but they are becoming badly oversold and are at present from one to three weeks behind in their shipments.

#### TEAS.

There has been no change in teas locally during the week, the tone of the market holding steady. If anything, there has been a little improvement in the demand for Ceylon greens and blacks, which are strong and in good demand. Japans also are firm, but very little are offering. Reports by mail from Kobe, Japan, state that owing to a considerable falling off in the arrivals of teas at that point a steadier feeling was imparted to the market, giving the prices a rising tendency. The falling off in the arrivals was due to the goods hitherto being hurried to the market in consequence of the favorable prices ruling and a sudden increase in the demand for home consumption. Stocks of desirable descriptions of medium and lower grades were nearly all disposed of. The unfavorable weather and exceptional rainfalls of the summer experienced in Japan much interfered with the budding of the leaf of the third-crop teas, limiting the production. The stocks now consist generally of undesirable descriptions of low-grade teas, and

it appears that the season is likely to close without any decline in the existing prices.

### FOREIGN DRIED FRUITS.

CURRANTS.—Advices from the markets of Greece report that the currant market has eased off a little. The demand, locally, is moderate. We quote: Filiatras, 5¾ to 6c. and Patras, 6¼ to 7c. per lb.

VALENCIA RAISINS.—The local market is about cleaned out of these. Shipments of new crop, two weeks on the way, are expected to arrive in about three weeks. Selects are quoted at 8½ to 9c. per lb.

DATES.—Little demand is being experienced for dates and the market is unchanged. We quote: Dates, in bulk, 4½c. and in packages, 6¼ to 6½c. per lb.

PRUNES.—The market for prunes is featureless, and our quotations are now as follows: Californian prunes, 100-110's, 5c.; 90-100's, 5½ to 6¼c.; 80-90's, 6½ to 7c.; 70-80's, 6¾ to 7¼c.; 60-70's, 7½ to 8c.; 50-60's, 8 to 8½c.; 40-50's, 8¾ to 10c.

CALIFORNIAN EVAPORATED FRUITS.—Trade in these is experiencing the usual dullness prevalent at this time of the year. We quote: 11 to 14c. per lb. for peaches and 13 to 17c. for apricots. New Santa Clara apricots are quoted f.o.b. the Coast at 7c. in 50-lb. boxes, and 7½c. in 25-lb. boxes in carload lots.

### GREEN FRUITS.

There is a good demand for all classes of green fruits, particularly for apples, peaches and pears, the receipts of which are freer. Plums, also, are active. Grapes of good quality are coming forward in slightly increasing quantities, but the crop this year is later than usual and the prices are well sustained. Larger offerings of tomatoes are coming forward and the prices, though still high, as compared with last year, are easier than they were. We quote: Apples, 75c. to $1.25 per bbl. and 10 to 15c. per basket; pears, 15 to 25c.; peaches, 20 to 60c.; grapes, 30c. for small and 40 to 50c. per large basket; plums, 25 to 40c.; muskmelons, 20 to 35c. per basket and 50 to 60c. per case; crab apples, 15 to 20c. per basket; watermelons, 20c. each; Californian late Valencia oranges, $5.50 to $5.75; Messina lemons, $1.50 to $2 per box; bananas, $1.25 to $1.75 per bunch; Jersey sweet potatoes, $4 per barrel.

### VEGETABLES.

Trade is keeping up fairly well in vegetables at unchanged prices, and our quotations now are: Green onions, 8 to 30c. per dozen; rhubarb, 20 to 30c. per dozen; lettuce, 20 to 25c. per dozen; radishes, 20 to 25c.; mint and parsley, 20 to 25c.; turnips, 30c. per dozen; cauliflower, 50c. to $1.50 per dozen; cabbage, 30 to 50c. per dozen and $1 per barrel; carrots, 15c. to 20c. per dozen; beets, 15c. per basket; new potatoes, 50 to 60c. per bush; beans, 20c. per basket; celery, 50 to 75c. per dozen; vegetable marrow, 75c. per doz.; corn, 8 to 15c. per doz.; squashes, $1 to $1.50 per doz.; egg plant, 75c. to $1 per basket; pickling onions, 75c. per basket; ditto cucumbers, 15 to 20c. per basket; asparagus beans, $1 per bushel.

### COUNTRY PRODUCE.

EGGS.—Large shipments of eggs continue to arrive on the local market, which is steady for strictly fresh stock. Second grades are easy. Strictly fresh are quoted at 15 to 16c.; ordinary, store collected, candled, 14½ to 15c. and seconds and checks, 10 to 11c.

BEANS.—The season is yet early and few are offering. The prices are firm at $1.50 to $1.60 for handpicked and $1.40 to $1.50 per bushel for prime.

HONEY.—A fair amount of honey is offering at outside points at the prices quoted below: Honey, in 60-lb. tins, 8 to 8½c.; in less quantities, 9 to 9½c.; combs, $1.40 up.

POULTRY.—The demand still continues good. We quote: Live chickens, 50 to 60c. per pair; ducks, 65 to 85c. per pair and turkeys, young, dry picked, 11 to 13c. per lb.

POTATOES.—There continues a good demand for these at 30 to 40c. per bush.

### BUTTER AND CHEESE.

BUTTER.—There are more sellers of butter at outside points this week, but the demand has shown no improvement since last week. The make continues large and stocks of secondary and low grades keep accumulating. We quote as follows: Choice 1-lb. rolls, 15 to 16c.; dairy tubs, best quality, 15c.; store packed, uniform color, 13½ to 14c. and low grades, 12 to 12½c.

CHEESE.—The cheese market is in about the same condition as it was last week. The English markets have hardened a little, which has had the effect of slightly improving things over here. There is a large make this season, but the outlook is fair for a big export trade. We quote 10 to 10½ for finest and 9½ to 9¾c. for seconds.

### FISH.

Trade in fish is active and the prices are firm and unchanged. Dealers are still suffering from a scarcity in stocks of trout and whitefish. We quote: Fresh fish—Lake Erie herring, 4 to 5c.; perch, 4 to 5c.; trout, 8½ to 9c.; pike, 6c.; British Columbian salmon, 20c.; whitefish, 8½ to 9c.; blue fish, 15c. per lb.; mackerel, 15 to 20c.; rock bass, 4c.; speckled trout, 25 to 30c.; halibut, 15c.; Niagara whitefish, 9c. per lb.; blue pike, 4c. per lb.; live lobsters, 25c. per lb., with very few offering.

### GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.—Prices in Manitoba and Northwestern wheat are a little easier this week. Harvesting in the West seems to be progressing satisfactorily and the only difficulty seems to be the lack of hands to look after the crop. The yield is heavy. We quote: Manitoba No. 1 hard wheat, 81½c.; Northern, 83½ and No. 2 Northern, 81½c. grinding in transit. On the St. Lawrence Market the arrivals are fair and owing to competition among two or three local mills, in some cases, 5c. more than the prices quoted below was paid for Ontario red and white wheat. We quote prices paid on the street: Red Ontario wheat, 67 to 69c.; white Ontario wheat, 66 to 68c.; goose wheat, 63 to 64c.; oats, new, 32c. and old, 48c.; barley, 42c. and rye, 47c. per bushel.

FLOUR.—Buying on the flour market is fairly free this week and the prices are steady. We quote: Ontario patents, in bags, $3.60 to $3.70; Hungarian patents, $4.05 to $4.15; Manitoba bakers', $3.80 to $3.85; straight roller, $3.30 to $3.40 per bbl.

BREAKFAST FOODS.—There continues a fair demand for rolled wheat and oatmeal and rolled oats, and the prices are steady. Our quotations are now as follows: Oatmeal, standard and granulated, in carlots on track here, $5.20; standard rolled oats in carlots on track here, $4.90 per bbl.; in wood, 10c. extra; broken lots are 20c. per bbl. extra; rolled wheat, $2.50 in 100-lb. bbl.; cornmeal, $4; split peas, $4.75; pot barley, $4.25 in 196-lb. bbls.

### HIDES, SKINS AND WOOL.

HIDES.—A steady business continues in hides. Quotations are as follows: No. 1 green, 8c.; No. 2 green, 7c.; No. 1 green, steers, 9c.; No. 2 green, steers, 8c.; cured, 8½ to 9c. per lb.

SKINS.—The volume of trade in skins keeps steady, and we quote as follows: Veal skins, 6 to 14 lb. inclusive, No. 1, 10c.; No. 2, 8c.; do., 15 to 20 lb. inclusive, No. 1, 9c.; No. 2, 7c.; deacons (dairies), 60 to 70c. each; shearlings, and lambskins, 45c.

WOOL.—The wool market is featureless. Fleece wool is quoted at 13½c. and unwashed at 7½c.

TALLOW.—The market is still weak. We quote 6½ to 7c. per lb.

### SEEDS.

A good deal of alsike is offering at outside points. There is also a little doing in timothy. For good samples of alsike, $5 to $7 per bushel will be paid and $1.75 to $2 for timothy.

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MARKET NOTES

The prices of Fairbanks' Boar's Head and Cottolene lard compounds have eased off ½c. per lb.


## To Commission Agents.

An old-established firm of Sauce Manufacturers require the services of Commission Agents to push the sales of their goods in Canada. Only those with first-class references and who can influence trade need apply to "Prize Medal," care CANADIAN GROCER."

(35-3)

QUAKER BRAND

SELECT TENDER

EARLY JUNE PEAS.



TRADE MARK.

QUAKER BRAND

EARLY JUNE PEAS

SELECT TENDER

GARDEN GROWN

BLOOMFIELD PACKING CO. (LIMITED)

BLOOMFIELD, ONT.

QUAKER

BRAND

BLOOMFIELD PACKING CO., (LIMITED)

BLOOMFIELD, ONT.



TRADE MARK.

QUAKER BRAND

SWEET WRINKLED PEAS.

# "QUAKER" BRAND Canned Goods

ALL GOODS in the fruit and vegetable line packed under this label are grown among the Quaker Community of Bloomfield, Prince Edward County, Ontario, Canada.

This place is situated in the garden of the Bay of Quinte district—celebrated for growing the finest flavored fruits and vegetables in the world. Surrounded as it is, on one side by the waters of Lake Ontario, on another by West Lake, and on still another by the Bay of Quinte, the growing crops have at all hours the benefit of the cool breezes that continually sweep across one or other of these sheets of water. For this reason the crops in this locality—even in the dryest and hottest weather—have never been known to shrink or dry up, and always retain their pure, sweet, natural flavor. It is no exaggeration to say that there is not a spot on the Continent so splendidly adapted for the perfect growth of fruits and vegetables.

Recognizing that it was an ideal spot for a canning factory, two years ago the Bloomfield Packing Co. erected a plant and factory in this locality, at an expense of $40,000.00, solely for the purpose of canning fruit and vegetables. This is recognized as the most complete canning factory in Canada, and pronounced by visitors, conversant with the canning business in the United States, the equal of anything in that Country. One of the first things we did in starting was to register the word "QUAKER" as a trade mark, so that consumers could, under this label, find canned goods that would be known as the standard in quality from one end of the Dominion to the other. No expense has been spared in procuring the most experienced and practical men for the packing and management of the business, so as to insure perfection in the class of goods placed before the public.

The retail trade throughout the Dominion can procure
"QUAKER" BRAND CANNED GOODS
from the following wholesale firms:

| | | | |
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| H. N. BATE & SONS, | Ottawa, Ontario. | DEARBORN & CO., | St. John, N. B. |
| H. P. ECKARDT & CO., | Toronto, " | BAULD BROS. & CO., | Halifax, N. S. |
| GEO. WATT & SONS, | Brantford, " | CODVILLE & CO., | Winnipeg, Man. |
| JOHN GARVEY, | London, " | W. J. McMILLAN & CO., | Vancouver, B. C. |
| RANDALL & ROOS, | Berlin, " | W. H. MALKIN & CO., | " " |
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**Wholesale**
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Special attention given Mail and Telephone orders.

Your consignments, produce and fruit carefully handled.

WRITE US FOR PRICE LISTS.

## QUEBEC MARKETS.

Montreal, September 11, 1902.

### GROCERIES.

As the season advances business in groceries becomes more active. This week an increased trade is reported; people are coming back from their holidays, and the fall season is commencing to make itself apparent. The market for nuts of almost all sorts continues to go higher, and a number of advances are quoted this week. New-crop pickles, of the lower grades, are now on the market and are selling at 95c. to $1.25, according to quality. This price is thought likely to be well maintained throughout the year, as the crop of cucumbers has been no more than fair.

Oatmeals have all gone down, the decline amounting to 50c. per barrel and 25c. per bag. Pot barley is also lower and is now quoted at $4.50 per barrel or $2.20 per bag. In American pork the prices prevailing at present are $24.75 for Jones' short cut clear; Armour's, 50-60's, short cut clear, $25.50; Armour's, 30-40's, short cut clear, $26.50.

SUGAR.

Orders for sugar are arriving freely now, this being always one of the busy seasons of the year. No change in price is reported although an advance was reported from New York on September 3, when the Arbuckles raised all grades of soft sugar 10 points. On the local market granulated sugar is quoted at $3.65 and yellows at $3.00 to $3.55. The opinion among jobbers is that no further advance will be found necessary on this market. It is expected that the demand throughout the present month will be greater than usual, and refiners believe that they will experience some difficulty in making prompt deliveries. In the New York raw sugar market advices state that refiners are willing buyers of all supplies available on the basis of 3⅜c. for centrifugals, 96 deg. test.

TEAS.

The trade doing locally has improved somewhat over that of last week and dealers have experienced a fair demand from country buyers. There is, however, much room for improvement in the demand. A number of buyers are still holding off from taking Japan teas at present prices, believing that lower quotations will be given. Those dealers who have secured supplies are satisfied with the condition of things and do not share the view that the market will become lower. High prices still prevail. Teas, for the American standard, were quoted at the lowest at 16½c. One report states that picking has stopped in Japan, which, if true, means that prices will likely be maintained, or, at least, will not take any material drop. It is stated that the high price of Japans will create a better demand for Ceylon and China teas. The Ceylon market is firmer and green teas have again advanced ½c., making an advance of 1c. during the past two weeks. China teas, which eased off for a time, are again reported firm.

SYRUPS AND MOLASSES.

In corn syrups some slight improvement in the demand is reported, but the market is still quiet and the prices are unchanged. Our quotations on corn syrups are: 3½c. in bbls.; 3⅝c. in half bbls.; 3¾c. in quarter bbls.; $1.60 in

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38½-lb. and $1.20 in 25-lb. pails. In molasses there is very little doing. Barbados is quoted at 23 to 24c.; Antigua, 24c. and Porto Rico at 38c. for best grade.

### SPICES.

Nothing of importance has occurred on this market. There is a good demand for all kinds of spices. Our quotations are now as follows: Nutmegs, 35 to 55c. per lb., as to size; penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 22c., according to grade; white, 25 to 27c.; ginger, whole Cochin, 15 to 17c.; Japan, 13 to 14c.; Jamaica, 16 to 20c.; Afghan, 12 to 13c.; ground, Japan, 15c.; Cochin, 16 to 17c.; Jamaica, 20 to 22c.; and Afghan, 13 to 14c.

### RICE AND TAPIOCA.

The demand for rice is reported to be considerably better, but the market is not particularly active. In tapioca, there is still a fair trade, with no change in prices, and our quotations are as follows: B rice, in bags, $3.02½; in ½ bags, $3.07½; in ¼ bags, $3.12½; in pockets, $3.17½. In 10-bag lots an allowance of 10c. is made. CC rice, $2.92½ in bags; $2.97½ in ½ bags; $3.02½ in ¼ bags and $3.07½ in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4 to 5c. per lb. and tapioca, 3⅛c.

### CANNED GOODS.

Tomatoes continue to be the most interesting feature in this line. One jobber said: "Canners of Quebec tomatoes are saying that the fine weather of the past few days has had a material effect on the tomato crop, and the fruit is arriving very freely. In fact, I have been told by two or three canners that they believe they will have plenty of tomatoes to fill all their contracts, and if the fine weather continues through September, the crop will be fully as large as last year. One canner expects to be open for new orders next week." We hear, however, that many jobbers have had to follow in the footsteps of the canners, and stop offering future tomatoes; but there are still a few firms doing business in this line, and they are offering western tomatoes at $1.12½ to $1.17½. This advance in prices indicates the situation with western canners, and a shortage in the western crop must result in a corresponding firmness in the Quebec goods. As to corn, no change in price has been made, and orders are being freely booked for future corn at the prices quoted below. There is an impression that we will have high prices in this article as well later on, one jobber expressing his conviction that corn would go as high as $1, being effected by the limited pack in other lines. Both tomatoes and corn are two or three weeks late in the canning, and an Ontario cannery reports the pack of corn to be not much more than 25 per cent. of the average. Canned blueberries, to arrive, are scarce on this market, and the situation is such that most packers have withdrawn quotations until the situation could be more clearly comprehended. We quote new-crop goods as follows: Tomatoes, $1.05 to $1.10; corn, 80 to 85c.; peas, 80c. to $1.20; string beans, 80 to 85c.; strawberries, $1.45 to $1.60; blueberries, 87½ to 90c.; raspberries, $1.45 to $1.60; gooseberries, $1.45 to $1.60; pears, 2's, $1.60 to $1.70; 3's, $2.10 to $2.15; peaches, 2's, $1.65 to $1.70; 3's, $2.50 to $2.75; 3-lb. apples, 85 to 90c.; gallon apples, $2.10 to $2.20; 2-lb. sliced pineapples, $2.20 to $2.30; grated pineapples, $2.50; pumpkins, 95c. to $1; spinach, $1.50; sugar beets, 95c. to $1. We quote spot goods: Peas, 82½c. to $1.15; corn, 82½ to 85c.; tomatoes, $1.12½ to $1.17½; gallon apples, $2.50; salmon, pink, 92 to 95c.; spring, $1.25; Rivers Inlet red sockeye, $1.30; Fraser River red sockeye, $1.40.

### FOREIGN DRIED FRUITS.

CURRANTS.—There is not a great demand for currants at the present time. Foreign advices indicate that although the crop was damaged to a certain extent, yet supplies can be obtained in all cases. Our quotations are as follows: Fine Filiatras, 5⅛ to 5½c. in ½ cases; cleaned, 5⅝ to 5¾c.; 1-lb. cartons, 6½ to 7c.; finest Vostizzas, 6¼ to 7c.

VALENCIA RAISINS.—The market is practically bare of old Valencias and many houses are doing no business whatever, as they have no stock. Early arrivals of High grades of Valencias are expected here via Liverpool about the third week of the present month. They are quoted at 7¾ to 8c.

SULTANA RAISINS.—Nothing further has been learned from the primary markets in regard to Sultana raisins. On this market 9½c. per lb. is quoted, but there is not much trade doing.

CANDIED PEELS.—There has been no change in this line. Citron peel is selling at 15c.; orange peel at 11½c. and lemon peel at 10½c. per lb.

MALAGA RAISINS.—Almost no business is doing in spot stock and prices are nominal. Some jobbers have started to offer new-crop Malaga table raisins. Our quotations are as follows: London layers, $1.50 to $1.60; "Connoisseur Clusters," $2.15 to $2.25; ½'s, 65 to 70c.; "Royal Buckingham Clusters," $3.30 to $3.35; ¼'s, $1.05 to $1.10; "Excelsior Windsor Clusters," $4.50 to $4.60; ¼'s, $1.30 to $1.40.

DATES.—Trade is of moderate proportions. Hallowee dates are selling at 5c. per lb.

FIGS.—There is nothing new to report on this market. Trade is very quiet.

CALIFORNIAN EVAPORATED FRUITS.—There is a continued fair demand for these at the prices here quoted: Pears, 10c.; peaches, 10½c. and apricots, 14½c.

CALIFORNIAN RAISINS.—The demand for seeded raisins keeps up on this market and trade is fair at 9¾ to 10½c. per lb.

PRUNES.—The market is not especially active but business is improving. We quote: 8½c. for 40-50's; 8c. for 50-60's; 7¾c. for 60-70's; 7½c. for 70-80's; 6¾c. for 80-90's; 6½c. for 90-100's.

### NUTS.

As indicated in our last report, regarding the probable high price of shelled almonds of this year's crop, there has been an advance this week and some jobbers have started to offer shelled almonds, to arrive, at 27 to 28c., according to quality. This is an advance of ½ to 1c. over prices for spot goods. Pecans are also quoted higher, being now 15 to 17c. for medium size. Tarragona soft-shell almonds, on spot, have advanced considerably, in sympathy with the primary market, which is ruling very high, and are now selling at 12 to 13c. The prospects are that continued high prices will prevail for Tarragona almonds, shelled almonds and Sicily filberts. Our quotations are as follows: Walnuts, 10 to 11c.; Tarragona almonds, 12 to 13c.; shelled walnuts, 17½ to 18½c.; shelled almonds, 27 to 28c.; filberts, 9c.; Pecans, 15 to 17c.

### GREEN FRUITS.

Business in green fruits has continued active throughout the week. Lower prices are quoted on Jamaica oranges this week, barrels being $1 lower and boxes, 25c. lower. Canadian peaches are higher. Canadian cabbage are now quoted per dozen, the price being 25 to 40c. We quote: Jamaica oranges, in bbls., $6 to $6.50, boxes, $4; Sorrento oranges, $3.75 to $4 per box; Messina lemons, $3.50 per box; pineapples, 13 to 20c.; cocoanuts, $3.25 per bag of 100; bananas, No. 1, $1.25 to $2 and eight-hands, $1 to $1.50; cucumbers, 11c. per doz.; Canadian cabbage, 25 to 40c. per doz.; potatoes, $1.15 to $1.30 per bbl.; watermelons, 25c.; muskmelons, $3.50 per crate; blackberries, 5 to 7c. per box; peaches, $1.25 per box; plums, $1.25 to $1.75 per box; pears, $2.50 to $2.75 per box; limes, $1.50 per box; Canadian peaches, 35 to 65c. per basket; plums, 40c. per basket; blueberries, $1.50 per box; Canadian apples, in bbls., $1 to $1.50, in baskets, 20 to 30c.; egg plant, $1.10 per basket; Canadian basket tomatoes, 30 to 40c. per basket; Canadian pears, 40c. per basket; Spanish onions, $1 per crate, $2.50 per case.

### FISH.

Fresh haddock and cod and pike are each ½c. lower this week. Some haddock and cod have been sold at 3½c. during the week, but at this season of the year buying is done in lots of 100, 200, 300 lb., etc. In other lines there have been no quotable changes. Prices now are: Haddies, 7 to 7½c.; smoked herrings, 9 to 10c. per box; fresh haddock and cod, 4c. per lb.; whitefish, 7½ to 8c.; dore, 7½c. to 8c.; pike, 6c.; halibut, 12c.; salmon, 16c.; trout, large and medium, 8½ to 9c.; No. 1 herring, Nova Scotian, $4.75 to $5.25 per bbl. and $2.50 per ½ bbl.; No. 1 Holland herring, $6.50 per ½ bbl.; No. 1 Scotch herring, $6.50 per ½ bbl., and 95c. per keg; Holland herring, 75c. to 85c. per keg; No. 1 green codfish, $5 per bbl.; mackerel, $12.50 per bbl.; boneless cod, 1 and 2-lb. blocks, 6c. per lb.; loose, boneless cod, 5c. per lb. in 40-lb. boxes; dried codfish, $5.00 per 100-lb. bundle; No. 1 Labrador salmon, $17.50 in tierces, and in barrels, $12.50; No. 1 British-Columbian salmon, $6 per ½ bbl., and $12 per bbl.; standard bulk oysters, $1.50 per gallon; Marshall's kippered herring, $1.45 per doz.; Canadian kippered, $1 per doz.; Canadian ¼ sardines, $3.75 per 100; canned Cove oysters, No. 1 size, $1.30 per doz.; canned Cove oysters, No. 2 size, $2.20 per doz.

### BUTTER AND CHEESE.

BUTTER.—Although somewhat higher prices have been paid in the country, the butter market is not much firmer. Trade has continued quiet and no new feature has developed in the market. Finest Townships creamery is now quoted at 19¼ to 19½c. and finest Ontario creamery, 18¾ to 19c., an advance of ¾c. There has been no change in the price of dairy butter, which is still selling at 15½ to 16c. per lb.

CHEESE.—The cheese market is about ⅜ to ½c. higher than last week and the price of finest Quebec, white and colored, is now 9¾ to 9⅞c. Finest Townships is quoted at about the same price. Finest Ontario, white and colored, now sells for




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## Taylor, Scott & Co.

**TORONTO.**

9⅞ to 10¼c. Though the present feeling in the cheese market is firm and prices steady, yet the opinion prevails that top prices have not been reached. Shipments under the advanced prices have been smaller than for some time, and stocks are accumulating more rapidly. The present situation is much like that of last year, and some dealers are looking for history to repeat itself. Prices advanced, it will be remembered, last year until well into September, when there was a sudden decline, and during the latter part of that month 8½c. was the price for cheese, the best cheese of the season selling at the lowest price of the season Although nothing of this sort may occur this year, it would not come as a surprise by any means if things were to turn out much the same.

### COUNTRY PRODUCE.

EGGS.—The demand for eggs has improved and trade is now fair. Prices on almost all lines show a greater range, and are higher and steady. We quote: Selected, 18 to 19½c.; candled stock, 16c., straight receipts, 15½ to 15½c.; No. 2, 13 to 13½c. in round lots.

BEANS.—There has been some improvement in this market. A fair trade is now doing in a jobbing way and primes are quoted at $1.40 to $1.45 per bushel.

HONEY.—White clover comb is a little higher and firmer. For white strained a lower price is quoted. The market is steady. We quote: White clover comb, 11c. per lb. and white strained, 8c. per lb.

POTASH.—The advance in prices last week was not maintained and values dropped below previous quotations. The market is quiet. We quote: First pots, $4.20 to $4.25; seconds, $3.50 to $3.55; pearls, $6 to $6.10 per 100 lb.

POTATOES.—No quotable change occurs this week. The market is fairly active at 75c. per bag for choice stock and 60c. for ordinary.

MAPLE PRODUCTS.—Trade continues quiet and prices are little better than nominal. We quote: Syrup, in large tins, 70 to 80c.; in small tins, 50 to 60c.; in wood, 5 to 5½c. per lb. Sugar, 7 to 8c. per lb.

### FLOUR AND GRAIN.

FLOUR.—The market for flour was in considerably better condition this week than last. Prices have advanced in some lines, and at the new figures the market is active and steady. We quote: Manitoba spring wheat patents, $4 to $4.10; strong bakers', $3.50 to $3.80; straight rollers, $3.50 to $3.65; winter wheat patents, $3.75 to $4.

GRAIN.—Business has become more active in grain and a good trade is reported, both for local and export account. New Ontario oats are lower, while old stock has sold at an advance. We quote: No. 1 Northern Manitoba wheat, 73½c. afloat, Fort William; and No. 2, 71½c. September shipment. New crop rye is quoted at 56c., September shipment; new peas, at 84 to 85c. Corn sells at 71c.; buckwheat, 63c.; barley, 52 to 53c.; No. 2 Ontario oats, 35½ to 36c. New oats are quoted at 35¼ to 35½c. afloat here, September shipment.

FEED.—Bran was a little easier during the week and lower prices are now quoted, but the market has become steady. A good trade is doing. We quote as follows: Manitoba bran, $16.50 to $17; Ontario bran, $15 to $15.50; Manitoba shorts, $23 and Ontario shorts, $22 to $23.

OATMEAL.—A decline took place last week in all oatmeals. The price of rolled oats is now $4.90 per barrel, a drop of 50c., and $2.42½ per bag, a drop of 25c.

BALED HAY.—The new crop has now been put on the market and is selling at $7 to $7.50 per ton, in round lots. In old-crop hay, Nos. 1 and 2 have advanced considerably. We quote old crop as follows: No. 1, $9.50; No. 2, $8 to $8.50, clover, $7 to $7.50 per ton in carlots.

### MONTREAL NOTES.

Pecans are 1c. higher.
Eggs have gone up 1c.
Canadian peaches have advanced.
Shelled almonds have advanced 1c.
Spanish onions are 50c. per case lower.
Jamaica oranges are $1 to $1.50 lower per barrel.

### NEW BRUNSWICK MARKETS.

St. John, N.B., September 9, 1902.

BUSINESS is resuming its normal condition after the Exhibition of last week, which crowded the city for six days to an unheard of extent for so many days with visitors from all parts of the Provinces and the State of Maine. Retail business was exceptionally heavy. Of course, wholesalers had recall-

ed most of their travellers, and were very busy paying attention to visiting customers and taking orders from these personally. The attendance at the Exhibition for the six days was about 80,000. The most any previous show had in ten days was but little over 60,000; therefore this year's fair breaks all records. It was also superior to all former shows in the excellence of its varied features. It required a special lodging bureau to provide for the crowd of people that could not be accommodated at the regular hotels and boarding houses. Merchants report a good business and declare that the fair was a distinct benefit to the city. In trade, generally, the conditions are active with a promising outlook, to which big crops and excellent prices for lumber contribute largely.

OILS.—Trade in burning oils continues active. The same is true of lubricating and paint oils. The market conditions remain without notable change.

SALT.—The supply is equal to the demand and the market is steady, and we quote: Liverpool coarse, 55 to 60c.; English factory-filled, 95c. to $1; Canadian fine, $1 per bag; cheese and butter salt, bulk, $2.40 per bbl.; 5-lb. bags, $2.75 to $2.85 per bbl.; 10-lb. bags, $2.60 to $2.65 per bbl.; 20-lb. wood boxes, 22-23c. each; 10-lb. wood boxes, 14c. each; cartons, $2 per case of 2 dozen; English bottled salt, $1.25 to $1.30 per dozen; mineral rock salt, 60c. per 100 lb. (Selected lumps.)

CANNED GOODS.—The situation has not materially changed for several weeks. The market is a waiting one, to be determined by the action of the packers. Peas are firmly held. The tendency in salmon still appears to be upward. The movement in canned goods, generally, is limited, but the demand is increasing.

GREEN FRUITS.—New Brunswick apples are now on the market and are plentiful. Their season is short, but they are an excellent crop. The price is $1 to $1.75 per bbl. Nova Scotia is reported short on Gravensteins, but with a good crop of Baldwins and Nonpareils. Their plum crop is short. Ontario peaches, plums and pears are offered freely at moderate prices, although the former have advanced a little. Champion grapes are now on the market as well as the tinted Spanish grapes. Californian fruit is about done. Jamaica oranges are selling at $7 per bbl. and will be regularly received every month, with the price tending lower. Sorrento oranges are about out and Valencias are not due till about November. Lemons are weak, the cool weather in the States having lessened the demand. Bananas, of good quality, are regularly received via Boston, but no cheaper grades are out until the next direct steamer arrives from Jamaica.

DRIED FRUITS.—The spot market is almost bare of raisins, and the new crop have not yet arrived. Prices are expected to rule higher than last year. Currants are easier than last year. New evaporated apples are lower than a year ago, and it is expected that supplies now about due will be offered in a small way at about 8c. New Spanish onions, of choice quality, are quoted at $3.50 per case. Stocks of figs, dates, apricots, etc., are very light. New figs will leave Smyrna this month, and dates will be here in December. Apricots and peaches will come along in about six weeks, and prunes later. Orders for these have, of course, been placed.

DAIRY PRODUCE.—Butter has advanced in the last week or two and good dairy tubs are selling at 17 to 19c. and rolls, 20 to 22c. Cheese sells in a jobbing way at 10½ to 10¾c. Eggs continue to bring a good price, with case stock at 16 to 18c.

SUGAR.—The market is firm with quite a large demand. Dealers are well supplied.

MOLASSES.—The market is steady, and as the demand will now steadily increase there is a prospect of a little higher prices.

FISH.—Fines aggregating $1,100 were imposed on fishermen down the bay last week for the illegal seining of herring. Bay herring have sharply advanced in price, and are held at $2 to $2.10, with Grand Manan at $2.30 to $2.35. Smoked herring are in large supply and extremely dull. Fresh fish are scarce. We quote: Haddies, 4½ to 5c.; smoked herring, 6½ to 7c.; fresh haddock and cod, 2 to 2½c.; boneless fish, 4 to 5c.; pollock, $1.60 to $1.70 per 100 lb.; pickled herring, $2 to $2.35 per half barrel; dry cod, $3.40 to $3.55; halibut, 11 to 12c.; pickled shad, half barrel, $6.

FLOUR, FEED AND MEAL.—Manitoba flour is easy. Barley has advanced. New oats are daily expected. Middlings are now expected to tend lower. New hay will sell lower. Our quotations are as follows: Manitoba flour, $4.60 to $4.70; best Ontario, $4.10 to $4.15; medium, $3.95 to $4.10; oatmeal, $5.10 to $5.50; cornmeal, $3.20 to $3.25; middlings, $26 to $28; oats, 56 to 57c.; handpicked beans, $1.75 to $1.80; prime, $1.65 to $1.70; yellow eye beans, $2.80 to $3.00; split peas, $5.15 to $5.25; barley, $4.40 to $4.50; hay, new, $9 to $10.

## MANITOBA MARKETS.

Winnipeg, September 8, 1902.

SOME heavy showers in the Red River Valley have retarded harvesting and threshing somewhat, but elsewhere throughout the Province and Territories the weather has been ideal for both operations and work is in full blast. There is a scarcity of harvest hands and wages are very high.

Considerable new wheat has been sold, and by next week the amount will be more than doubled. One of the greatest drawbacks caused by the shortage of labor is the fact that so little stacking can be done, and in this way the crop is protected from damage by wet weather. On the whole conditions are favorable and work well advanced. At the present time about 60 per cent. of the crop may be considered safe.

Local jobbing houses report an excellent business in all lines; in fact, they have about as much as they can do in comfort. There have been few changes in prices during the week.

CANNED GOODS.—The situation is without change. Factories in the east still continue to refuse orders except "subject to pack," and there is no hope here that the condition of affairs will improve. Tomatoes are still quoted at $2.75 per case; corn, $1.95 to $2 and peas, $2 to $2.10, according to variety and pack. Canned fruits are steady and with limited demand.

DRIED FRUITS.—Quotations for Valencia raisins have been received and fine off-stalk will open here at $8.50 per box. There are no layers in the first shipment. As yet there are no quotations for Californian muscatels.

EVAPORATED FRUITS.—Californian apricots, peaches and pears are offering freely and the prices are markedly lower than at the same season last year.

SUGAR.—The demand is very heavy, but prices remain without change. Extra standard granulated, $4.35; bright yellow, $3.75.

SYRUPS.—There is a fair demand at unchanged prices. We quote: Extra bright, per lb., 3 to 3½c.; medium, 2¾ to 3c.; maple, cases of 1 doz. ½-gal. tins, $6.75 to $7; glucose, bbls., 3⅝ to 3¾c.; ditto, ½ bbls., 3¾ to 3⅞c.; molasses, per gal., New Orleans, 35 to 38c.; ditto, Porto Rico, 45 to 46c.; ditto, Barbados, 55 to 57½c.

HONEY.—Prices on new honey have been received and are about ½c. higher than last year. Advices received this week show the Californian honey crop to be short and the demand heavy so that none will be shipped to this market. It is not anticipated, however, that there will be any difficulty in securing sufficient for the trade here.

FLOUR.—The market is normal with a fair trade both locally and for export. Prices for the moment are without any change, but there is likely to be a drop before this is in print, and for that reason quotations are not given.

CEREALS.—Very little interest is taken in this market at present. There is the usual steady consumptive demand for package goods. All lines are without change of price, but rolled oats will probably go lower within the next three or four days.

GREEN FRUITS.—This market is a very active one and the supply in all lines is very fair. Up to date five cars of Ontario box apples have been received. They have come through in fine condition and find ready sale at $1.50 per box. They are very superior to the Washington box apples. British Columbian and Montana crabs are offering freely. The British-Columbian crabs are particularly well colored. Late Crawford and Ashland peaches sell at $1.25 per crate and are in great demand for canning. Plums, both Washington and Oregon, are arriving regularly, and the price ranges from $1.25 to $1.50 per crate, according to the variety. A number of baskets of Ontario plums have been received, but as usual, they are in poor condition and of inferior quality, a very poor advertisement of what Ontario can produce in the line of plums. Some Ontario grapes have come in and sell at 60c. per basket. Box pears sell at $2 to $3, according to variety, and Ontario baskets at 75c. Tropical fruits are without change. We quote: Oranges, $5.50 to $6; lemons, $5.50; bananas, $3; pineapples, $3 per doz.; cocoanuts, 90c. per doz.

BUTTER.—Creamery shows rather a dull market and the supplies offering are comparatively small. Price is unchanged at 16½ to 17c. factory. The receipts of the dairy article have not increased very materially, while the demand for fresh sweet dairy is good. The best grade brings 13c. and inferior, from 10 to 11c.

EGGS.—The supplies have not increased during the week and the demand continues keen. The price at Winnipeg is 15c., subject to candling.

CHEESE.—The make this season is very small, the offerings for the week being light. The price is unchanged at 9½ to 10c. per lb.




**Seal Brand**
In 1 and 2-lb. Cans only.
(AIR-TIGHT.)

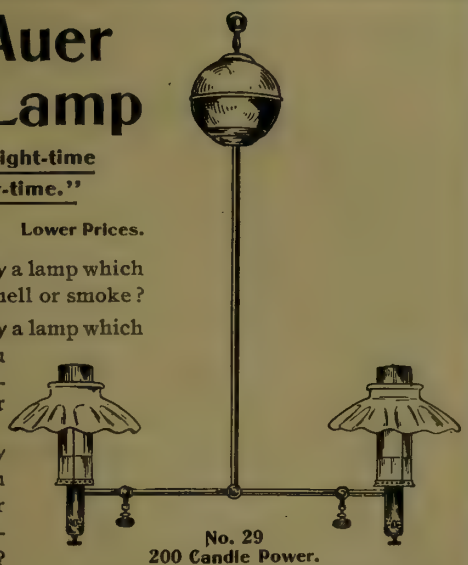
There are persons in this world who are almost successful, almost religious, almost happy. But "almost" is a dangerous word. If you jump 4 feet after a ferry-boat which is 4½ feet away, you fall into the water as surely as a child who jumps only 1 foot. And you sink just as deep, for you go to the bottom. "Almost as good as SEAL BRAND" coffee means nothing. The SEAL is Chase & Sanborn's guarantee. With no SEAL you are nowhere.

# CHASE & SANBORN, Importers, Montreal.

## The Auer Gas Lamp

**"Turns night-time into day-time."**

New Models. Lower Prices.



**Would you buy** a lamp which doesn't smell or smoke?

**Would you buy** a lamp which will save you half your expense for coal oil?

**Would you buy** a lamp which shows your goods in daylight colors?

No. 29
200 Candle Power.

**Would you buy** a lamp which you can return, for full price, if you don't like it?

That's the kind of a lamp we make.

**EVERY LAMP GUARANTEED**

**Write for our Catalogue and Discounts.**

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

Our

# CANS CANS CANS

**CAN not be surpassed in point of**

**Workmanship, Material, Quality.**

We are the largest manufacturers in Canada of **Key-Opening Fruit Cans, Vegetable Cans, Meat Cans, Spice Cans, Syrup Cans.** What are your requirements? Write for quotations to

## THE ACME CAN WORKS,

Office and Factory:

**Ontario St. and Jeanne D'Arc Ave., - MONTREAL.**

JAS. B. CAMPBELL. WILLIAM PRATT.

# Coffees Spices

Now is the time to place your order with us for Coffees and Spices. Goods that sell quickly are the only kind we have to offer. Quality combined with right prices accelerate the sale of our goods. Mail orders receive prompt attention.

**S. H. EWING & SONS** **96 King St., MONTREAL.**

Telephone Bell Main 65
" Merchants 522.

Telephone orders receive prompt attention.


## NOVA SCOTIA MARKETS.

HALIFAX, September 8, 1902.

THE business in the grocery line has only been fair during the past week, and the market has been without special features of any kind. In all lines mentioned in last report the prices remain firm. Payments at this season are not quite as prompt as earlier, but the dealers are not worried as there is every indication of good crops, which will tend to make money plentiful when the harvesting season is over. On the whole, the volume of business done this season has been very satisfactory.

* * *

Butter has been coming in very plentifully in the past month, and dealers do not wish to stock up with more just now unless it is of the very highest grade for export. Prices are, however, ruling nominally high. Cheese is slightly lower, as there are quite large quantities held of makes previous to September. There is very little buying at present, but the market will no doubt become firmer as this month's cheese comes in.

* * *

Eggs are firm now at 16 to 17c. During the last week or two considerable quantities have come in from Prince Edward Island, but they do not turn out so well as our Nova Scotian product, and the price ranges lower.

New potatoes have been in the market for some time, and are now wholesaling at 50c. per bushel. Beets, cabbage, carrots and other green stuff is also coming in in abundance to supply the local market.

* * *

The Orinoco, which arrived 10 days ago, brought about 50 carloads of West-Indian produce to go to the Upper Provinces. She also brought a quantity of sugar for the refineries here. The Beta, which arrived Saturday, also brought a considerable cargo for the Upper Provinces.

* * *

Our Exhibition opens here on September 10 and will continue until September 18. A very large number of people are expected in the city from all parts of the Province, but no line of trade is expected to profit materially thereby except the dry goods lines. In fact, the grocery and hardware businesses will be very dull.

* * *

There is now considerable doing in the fish business, but prices continue nominally low, except in mackerel. The scarcity of the latter has run up the price in Boston and New York, and that affects this market. A few fresh mackerel are being taken on the coast, but very few compared with other years. Last year at this time good fish could be bought at retail three for 25c.; this season they sell at two for the same price. The West-Indian fish markets, as a whole, have not very materially improved.

R. C. H.

## OTTAWA TRADE GOSSIP.

SINCE the first of the month business has improved. Wholesalers and retailers both report that things are better than on the first of August. People are returning to the city after their vacations, and retailers are finding a good demand for preserving fruits.

There has not been any change of note in staple lines, although prices keep firm in most of them.

On the market, prices for chickens are 50 to 65c.; fowl, 75c.; geese, 60 to 75c., and ducks about 60c. per pair.

Dairy butter is very plentiful, but prices are about the same: 15 to 17c. in pails and 18 to 20c. for prints; creamery, 20 to 21c. Eggs in case lots are worth 16 to 17c. New-laid are scarce at 18 to 20c.

Potatoes are very plentiful, and are selling at 45 to 50c. per bag.

Oats are steady at about 33 to 35c. for for new and 35 to 37c. for old.

At the Ottawa Fruit Exchange, large receipts of peaches, plums, pears and apples arrive daily. Peaches are selling from 40 to 85c., according to quality; plums, 30 to 40c.; pears, Bartlett's, 30 to 45c.; Clapp's, 30 to 40c. Apples are a drug; Duchess being the variety now. Barrels have been selling from 75c. to $1.

Cheese sold at an advance on the Ottawa Board Friday last, selling at 9⅞c.; 1,792


*The best selling tea in Canada today is*
*Blue Ribbon Ceylon*
*packed and sold by*
*Blue Ribbon Tea Co.*
*12 Front St. East - Toronto*

boxes were boarded and about two-thirds were disposed of.

L. N. Bate, who was on the room committee of the Ottawa Retail Grocers' Association, has secured 14 handsome chairs for use of the association through the kindness of the following firms, who gave donations to him: Huckels & Co., the Carling Brewing Co., Chaput, Fils & Co., Ganong Bros. and the Surprise Soap Co.

Frank Mallette, of Park, Blackwell & Co., is in the city, and will be kept busy for about 10 days looking after the firm's interest, which amounts to a great deal in Ottawa.

H. H. Bfennan & Sons have opened up their new store on Bank street. It is one of the finest fitted up shops in the city. They look forward to working up a good retail business.

The Ottawa Board of Trade have secured the convention of the Ontario Dairymen's Association, which meets the coming winter.

TRADING STAMPS.

The Ottawa Retail Grocers' Association were not successful in getting their by-law through council to abolish trading stamps. At the finance committee meeting on Friday last the vote was a tie, but the casting vote of the chairman defeated the wish of the association. However, when the finance committee's report came before council an effort was made to have a reconsideration, but owing to a flaw in the motion, the original report went through. Nothing more will likely be done until the next meeting of the association. Nearly every merchant in the city is against the use of trading stamps, but a very few have to do the work, so that a great deal of influence is lost.

TRANSIENT TRADERS.

A resolution of Ald. Rosenthal's asking for legislation to bring within the operation of the Municipal Act a by-law relating to transient traders, pedlars and others, who do business in the city without paying any tax whatever, to the injury of Ottawa merchants, received good consideration and was carried unanimously.

## FREE ADVERTISING CARES,

Taylor, Scott & Co., the well-known manufacturers of woodenware, Toronto, are making a liberal offer to their customers on another page of this issue. To every dealer handling their "Crystal" washboards, buying them either direct or through the wholesaler, they are giving free 100 pretty advertising cards with the name and address of the grocer neatly printed on the back. They are a souvenir worth giving away and a post card will bring them to you.


There is no better than the Best
in any line of goods.

In Pork and Beans with Chili Sauce
the best is **Clark's**
We guarantee the quality, it's A1.

**EPPS'S** GRATEFUL. COMFORTING.
IN ¼-LB. LABELLED TINS. 14-LB. BOXES.
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. **COCOA**

ESTABLISHED 1861
HEADQUARTERS FOR FANCY FRUITS.
Send your orders for the very best quality of
ORANGES, LEMONS, BANANAS and PINEAPPLES.
HUGH WALKER & SON
P.S.—Prompt and special attention given to mail orders. GUELPH, ONT.




DO YOU HANDLE
Capstan Brand Baking Powder?
If not! why not?
It is the best seller in the market.
Try a sample case and be convinced of its high-grade quality.
Ask your grocer for it or see our travellers.
The Capstan Mfg. Co., - Toronto, Ont.



We want 100,000 Live Chickens annually for our export trade
We will pay the highest possible market price for really prime well-fed birds.
Correspond with
SCOTT, ASHTON & COMPANY, MORRISBURG, ONTARIO.

GRIMBLE'S English Malt
Six GOLD Medals VINEGAR
GRIMBLE & CO., Limited, London, N.W., Eng.

## TRADE IN COUNTRIES OTHER THAN OUR OWN.

THE first arrival of the 1902 crop Almeria grapes arrived on the Germanic on September 4, and consisted of 62 bbls. The first arrival last year was on the same date via Liverpool ex Majestic and consisted of 136 bbls.

Private advices from Denia, Spain, state that owing to the low prices ruling in America on onions shippers are not disposed to forward stock as freely as was intended. It is now stated that the Lacroma, which was expected to bring 30,000 crates direct, will only load 15,000 crates.

### SHORT FLORIDA ORANGE CROP.

According to private advices from the principal orange sections in Florida the crop this season is estimated at 800,000 boxes, as against a total of 1,250,000 boxes last season. The falling off is said to be due to the dry weather which prevailed early in the season. Advices from the Coast figure on an output of about 17,000 carloads of oranges.

### NEW YORK GROCERY TRADE.

Throughout the west side jobbing grocery trade the closing of the summer vacation period has been marked by an appearance of greater activity in all lines this year than usually accompanies the commencement of the fall season. In all departments of the various jobbing grocery houses the volume of movement is said to be greater, and in general lines—that is staple commodities—the business outlook is better than was the case at the opening last season. Several of the larger concerns state that they are behind in filling orders now in hand and reports from travelling salesmen indicate that the period of active buying is only about to begin in the South and Southwest. It is pointed out that while the summer demand was fair the buying was mainly in the direction of purchases for summer requirements. There was, it is stated, no attempt made to "stock up." This has enabled the interior distributer to clean up closely, and he is now ready to fill up with a full line.—New York Journal of Commerce, September 8.

### THE PRICE OF FISH.

We are sorry to have to state that the price of fish has dropped 20c. a quintal all round, besides the freight allowance given the holders heretofore. This represents a total decline of 30 to 40c. in the price, according to locality. The reduction has been necessitated by the congestion of the foreign markets. In Oporto last week the total stock was 35,000 quintals, whereas the largest at any time last year was but 27,000. The consumption last week was but 3,000 quintals, this small quantity for the whole Douro valley being due to Norwegian competition. Other markets are also becoming congested, and the outlook is not bright. The prices, as amended, are:

| | |
|---|---|
| Large and medium merchantable | $ 4 00 |
| Small merchantable | 3 60 |
| Large Madeira | 3 60 |
| Small Madeira | 3 20 |
| West India | 2 40 |
| Cod oil, per tun | 77 00 |

This change will chiefly affect the outport middleman who has been buying from the fishers, hoping the price would keep up.—St. John's, Nfld., Herald.

### U. S. BBET-SUGAR CROP.

Willett & Gray say of sugar: "The domestic beet crop will be late this season, but promises to be larger than last year. According to the figures we published in June, showing the extent of sowings in the various States, a yield of 236,650 tons sugars then appeared possible, but since that time many fields of beets have been washed out by the floods, and a somewhat smaller outturn is looked for. Some factories have already begun operations, while others will soon follow, and the crop will be coming to market in a large way by the middle of October, at which time the requirements for meltings by the refineries at the four ports will be smaller than at present."

### A DISSOLUTION OF PARTNERSHIP.

W. H. Merriman and John Ross, wholesale and retail grocers, of St. Catharines, have advertised a dissolution of partnership. After September 15, the business will be conducted entirely on wholesale lines by Mr. Merriman, who for the past 14 years has been closely identified with the grocery business. In his future dealings with the trade, Mr. Merriman promises to buy direct and sell as closely as possible.

### A BARRIE GROCER'S SUCCESS.

James Vair, grocer, Barrie, Ont., has opened up a branch store in Toronto, having secured the store lately occupied by Michie & Co. on Spadina avenue for that purpose. He found his trade in country produce growing so rapidly that he decided to open up the Toronto store as a distributing point for his eggs, butter, chickens, etc. In charge of the new store he has placed Mr. John Craig, a young man of ability, who has a thorough grasp of the details of the grocery trade from his long experience with Mr. Vair in Barrie. Without a doubt Mr. Craig will prove an efficient and popular manager.

### PERSONAL MENTION.

Mr. W. Underwood, of Underwood Bros., general merchants, Kendal, Ont., is in Toronto this week.

Mr. J. E. Hutton, representing The Parkinson Cereal Co., Thornbury, Ont., was in Toronto this week.

Mr. Jerry Jordon, manager for George Stacy, butcher and grocer, Port Hope, Ont., was in Toronto this week.

Mr. J. F. Honor, Port Hope, Ont., is in Toronto this week looking after business and taking in the Exhibition.

### FRASER SALMON PACK.

The Daily Colonist, Victoria, B.C., under date of September 4, says that the total pack of Fraser River caught sockeyes will be over 100,000 cases more than in 1900.

H. P. Eckardt & Co. report a large demand for seeded muscatel raisins in 12 and 16-oz. packages.

A car of Trinidad sugar in sacks arrived this week for H. P. Eckardt & Co. The quality is very fine.


### SITUATION WANTED.

AD-WRITER AND MANAGER seeks position with manufacturing or retail firm in Eastern Canada. Fluent French, Accountant and Typewriter. For full particulars, address "Ad-writer," at offices of this paper, Montreal or Toronto. (36-4)

**FLOUR** MAGOR'S DELICIOUS PATENT FLOUR.

The Purest Flour Made—makes Delicious Bread, Cakes and Pastry.

Prices For Cash Unequalled.

JOHN MAGOR & CO., MONTREAL

"ACME" TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50 lb. box.

TORONTO SALT WORKS, Toronto, Ont.
Agents for the Canadian Salt Co., Windsor, Ont.

"Up-to-date Show-Card Writing," an illustrated treatise on the art of show-card and ticket lettering, tells all.



Paper cover, price $1.00 post paid.

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Incorporated 1851

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| Capital | - | $2,000,000.00 |
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Bennett's Grocery Cabinet.

**SATISFIED CUSTOMERS**

our best recommendation.

"Lindsay, April 14.—I am well pleased with cabinet.
"A. FISHER."

"Port Arthur, June 23.—Cabinet received O.K. It is just what I wanted.
"H. CHAUSSE."

"Fowler's Corners, June 27.—Cabinet is greatly admired and it certainly is a necessity in any well ordered grocery.
"WM. DINSDALE."

Full particulars from
**J. S. BENNETT,**
Patentee and Mnfr.,
15 Marion St., Toronto.

# REFRIGERATORS.



Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches.

Write for our catalogue, guarantee test and testimonials which are free.

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WILBERT HOOEY, MANAGER.

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# LISTEN!

We are offering goods at the uniform Association prices.

We solicit your patronage on **the merit of our goods.**

We guarantee the quality of any line of goods packed by us **equal to the best brands packed on the Continent of America.**

We are ready to support this statement with samples. **Don't be sidetracked.**

Your wholesale house will supply our best brands if you insist upon it. If not, write for quotations.

## Delhi Canning Co., Limited, -:- Delhi, Ont.

**JERSEY CREAM YEAST CAKES—THE ONLY YEAST WITH CREAM IN IT.**

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

A large number of merchants report that they are unable to get JERSEY CREAM YEAST CAKES—that when they order they find that it is not sent—also, that some travellers report we are not making JERSEY CREAM YEAST CAKES. We want it understood we are still manufacturing, selling (and you can sell) JERSEY CREAM as usual. When appeal is decided you will find no men more loyal to that decision than we will be. If your Wholesale Grocer will not fill your order send us a card and will send it to you by express, prepaid. We will stand back of every package of JERSEY CREAM YEAST CAKE sold. We will continue to make the best Yeast, the most wholesome Yeast, and intend to make it the best-selling Yeast in Canada. Remember, JERSEY CREAM YEAST is not only made in Canada, but **THAT ALL** profits remain in Canada. We received our first Sample Order for JERSEY CREAM YEAST CAKES for South Africa this week. Canada's Greatest Yeast Cake must have merits, as this order came to us unsolicited. Do not remain without, but write or telegraph to us direct, and your orders will have prompt attention. Send Yeast orders to Hamilton.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

## Lumsden Bros., Hamilton and Toronto.

**JERSEY CREAM YEAST CAKES—THE ONLY YEAST WITH CREAM IN IT.**



# The THISTLE Brand

**Are High-Grade**

## TOMATOES, CORN, PEAS, Etc.

**GUARANTEED SECOND TO NONE.**

## BRIGHTON CANNING CO.

# THE UTILITY OF WEALTH.

By BARNET MOTT, in Baltimore Herald.

THIS old idea of the richest man in the world, an individual who has always had an abiding charm for every other man, woman and child, came to mind the other day when I was reading Mr. Charles M. Schwab's statement of the values of the properties of The United States Steel Corporation. Our boyish idea of the wealth of the Chinese idol was always expressed in the words "millions." In Mr. Schwab's testimony before some board, the total value of the corporation's property was given as a little over $1,400,000,000. One fourteenth hundred of this sum, or much less than 1 per cent. of the income—$1,000,000—is Mr. Schwab's annual salary. There may be such an accumulation of wealth in China. I have never been there and know nothing about the finances of either corporations or individuals. But I do not believe there is any such mass of concentrated wealth in any country of the Orient.

The sum of $1,400,000,000 represents an enormous amount of riches. When the "billion-dollar steel trust" was organized the public of all countries held up their hands in amazement at the stupendous capital. And now the company's president announces that in the short time since incorporation, the value of the property has increased 40 per cent. As was suggested at the time of the publication of Mr. Schwab's testimony, Croesus' fabled wealth was a small, street-corner tradesman's capital in comparison.

The majority of men will be honest with themselves and frankly admit that they would like to possess a tiny fraction of this sum, and would offer not the slightest hindrance if there were a possibility of the whole amount becoming theirs. He is an extraordinary and not altogether commendable man who is absolutely content with his present condition in life and who would not take advantage of an opportunity honestly to add to his comforts and his pleasures if the needed money were available. All except him who would be stationary have sighed throughout their lives—long and short—for just a few more things that they could not afford, wished that they had the money, and would gladly accept that in any honest form compatible with pride. The few who would refuse are few indeed, and somewhat unnatural.

These show a spirit when such great wealth in the hands of a few is mentioned not dissimilar to that of our boyhood dreams of China. They know nothing of the circumstances of the growth of the property, find it beyond the comprehension of inexperience and straightway conclude that there must be something evil in the acquirement of that enormous sum. The extremely rich man whom everybody is ready to believe earned his wealth honestly is so rare that I never heard of him. Jones says: "I could not gather such riches with years of toil with strict adherence to honesty, and I do not believe that any man could do so." One may doubt that a fairly intelligent man could hold so narrow, bigoted a view. As a matter of fact, it is the basis of at least a half of the common criticism of men of wealth. The number of men of good education and unquestionable intelligence who cling to that error would be surprising if it could be had. It is only ignorance's distrust of knowledge.

Everybody has been benefited by this increase in the world's wealth. The poor are not so wretched by any means as they were a couple of centuries ago, and the man of average wealth, the small tradesman and the skilled laboring man is far, far better off than he ever has been. We are just living on a scale that is comparatively huge, and we must sooner or later become used to the use of terms and figures that are the products of our mode of life.

The danger to our social constitution is not in the possession of vast wealth by any corporation or private person, or in the expenditure by the Government. We know that a corporation formed for honest business—the other kind collapses too quickly to be noticed—will be judicious in expending its wealth, and we may trust the Government to be so. Congress may be foolishly extravagant just a little once in a while, but in the long run will be generally wise in this action. What we really have grounds to fear is the expenditure of large wealth by the individual.

Mr. Schwab, for instance, who enjoys an income of a million dollars and probably more, cannot possibly use that sum for the ordinary wants of a man; that is to say, the necessities of one in the highest social station—the gentleman may not have been admitted to that standing yet, but, of course, may have all the external fittings of it—and undoubtedly spends a good deal in luxuries of one kind or another, on articles that anybody would class as luxuries for a single person. In the choice of those luxuries is the danger.

Some who think that life should be conducted by sentiment and not by reason and scientific law, hold that Mr. Schwab should give of his wealth to his employes in the form of higher wages. To do so would be to take a step back from the industrial economies that have made life so much easier, more comfortable and more beautiful than it was in Europe a century ago. The beginning made, who could tell where the retrogression would stop? The cost of production is ultimately the cost of labor. Then, if Mr. Schwab would be wise in such generosity to his employes, every employer in the land would logically have to follow his example and there would be a long leap toward the abolition of the economies that have been so beneficial. Again, who is to fix the limit of Mr. Schwab's gifts to the workmen? These will demand more and more as each effort is successful, for a man wishes to live as well as he can and to receive as large a remuneration as he can for his labor.

Much better is it for the great millionaires to do what they can to beautify their surroundings and their fellows', and add to the higher intellectual enjoyments of life. Mr. Carnegie has made this choice. Mr. Schwab would do so to a certain extent by erecting a mansion that would be truly a thing of beauty. While the others of us could not live in that house, we would improve ourselves to make the contrast less glaring. The surest way to better a poor man's lot is to surround him with such improved circumstances that he will be aroused to fit himself to enjoy them and be in some measure of harmony with them. The sentimentalists' policy of making the man dependent upon external help, paternalism, has invariably brought destruction with it.

The riches must, however, be spent in intellectual pursuits that will improve one's self, one's home and one's neighbors. Indulgence in physical enjoyment and elementary mental pleasures will be the source of national decay and extinction. Rome made this second choice and perished as a great power.

## GROCERIES AND BROKEN VOWS.

Why should groceries lead to broken vows and breach of promise? This curious question is discussed by a sprightly contemporary. The Grocers' Assistant, which calls attention to the fact that "a wicked statistician has recently informed all and sundry that grocers' assistants are responsible for no less than 6 per cent. of the total breach-of-promise actions in this country." Startling as this fact may be regarded, there is no disposition in the trade to include the vending of the groceries among "dangerous callings," either for assistants or their maiden customers; but some of the former are inclined to found upon a claim for shorter hours and higher pay. With the former granted them, there would be less time for courtship over the counter, and with the latter they would be better able to pay any damages which might be given against them for blighted affections.

### HIS REPORT A GOODLY ONE.

Mr. C. E. Marquis, of Killarney, Manitoba, was in Toronto recently. He was formerly a member of the firm of Marquis & McCullough, of Ripley. A few years ago he went to Manitoba as manager of the Killarney Trading Company, of which firm he a few months ago became the sole proprietor.

Mr. Marquis is a bright and enterprising man and is an interesting conversationalist. He informed THE CANADIAN GROCER that business in his part of the country is good, and that the outlook, on account of the enormous crop, is exceptionally good. He said that they all had suffered from the grain blockade last fall, and that at the time he left home grain of the crop of 1901 was still being shipped. He said that a number of people from the United States were taking up land in the vicinity of Killarney, which is in Southern Manitoba, but that it was principally improved land, and was being occupied by men with capital.

There was, he said, now practically no homestead land in his part of the country. "There is one thing about our part of the country," added Mr. Marquis, "and that is, the farmers are gradually going in more generally for mixed farming, and are raising quite a little stock."

### AN EXPLANATION.

Editor CANADIAN GROCER, — In your issue of August 29, under the heading "Business Changes—Difficulties, Assignments, Compromises," I find the following paragraph :

"The creditors of Malcolm & Windsor, Limited, salmon canners, Vancouver, B.C., are to file their claims before September 30."

I must ask you to correct this in your next issue, as the information given above appears to me misleading. The business of Malcolm & Windsor, Limited, was acquired by The United Canneries of British Columbia, Limited, in 1899, and the notice at present standing in the Vancouver papers is for the purpose of notifying any possible creditors of the old firm of Malcom & Windsor, Limited, that the said firm is now in course of disincorporation. The firm is not in difficulties and never has been, it is simply being wound up.

J. E. MACRAE, Secretary,
United Canneries of British Columbia, Ltd.
Vancouver, September 3, 1902.

Thomas Kinnear, the well-known wholesale grocer, of Toronto, in an interview in The Star of that city recently said : "The grocers throughout the country are meeting their notes as promptly as they have ever done in my history of the business in Toronto. Our credit as a country has been greatly increased in England, and this cannot fail to help the development of the different branches of business."


**COWAN'S COCOA** *Hygienic and Perfection.*
**CHOCOLATE** *Queen's Dessert, Royal Navy and Perfection.*
**CAKE ICINGS** *Chocolate, Pink, Lemon Color and White.*
**CONFECTIONS** *Chocolate Cream Bars, Chocolate Ginger, Chocolate Wafers, etc.*

A POINTER ON PURITY.

*KEEP THESE IN STOCK AND YOU WILL HAVE ABSOLUTELY PURE GOODS.*

**THE COWAN CO., Limited, - TORONTO.**

DO YOU KNOW that

**BOSTON POPCORN FRITTERS**

sell fast and pay GOOD PROFITS ?

SAMPLES FREE FOR ASKING FOR THEM.

**THE GLOBE MFG. CO.,** 103 Adelaide St. West, **TORONTO.**

**Austrian Sugar**

ON SPOT---TO ARRIVE or FOR IMPORT.

Samples and quotations on application.

**ALEX. WILLS,** 27 St. Sacrament Street, **MONTREAL**

THE C. G. YOUNG CO.
**RUBBER STAMPS**
AND SUPPLIES
No. 1 Adelaide Street East - Toronto

**John MacKay,** Bowmanville, .... Ont.
Manufacturer of Established 1854.
POT AND PEARL BARLEY,
SPLIT PEAS, AND CHOP FEED
Send for Prices or Samples. Prompt Business. IN CAR LOTS.

**Perkins, Ince & Co.**
**Wholesale Grocers**
FRONT STREET EAST,
**Toronto.**

**Wheatine**

The true health breakfast food, made in Canada. A quick seller and profitable.

**WARREN BROS. & CO.**
TORONTO.

MOTT'S DIAMOND CHOCOLATE
JOHN P. MOTT & Co HALIFAX, N.S. ESTABLISHED 1844
IS THE BEST.

For Sale Everywhere.

—:o:—

ASK FOR

**MOTT'S.**

## DINED AND WINED.

MR. R. H. PALMER, Fruit Commissioner of British Columbia, and Mr. J. C. Metcalfe, President of the British Columbia Fruit Growers Association, were tendered a banquet at the Commercial Club, Winnipeg, by the Fruit and Produce Exchange of that city the other day. The occasion was a bright and memorable one and will do much to foster pleasant business relations between the two Provinces.

Mr. Palmer acknowledged the toast "Our Guests," in an eloquent speech upon the possibilities of his Province. He rejoiced in the prosperity of Manitoba. As he took the trip through the wheat fields he felt assured of the future of the country. They looked to Winnipeg as the future market for British Columbian fruit. Immigrants were coming from all parts of the States, Eastern Canada and Great Britain to Manitoba and the West and on account of the restless spirit of the Anglo-Saxon race many had drifted to the Western Province. British Columbia offered as good a home for them as the States to the south. The British-Columbian fruit growers thought they could now in British Columbia grow as good fruit as anywhere in the world and put it up in a very merchantable condition. It was as good and even better than Californian fruit. It had a quality that for shipping made it superior to any other so that it reached the consumer in better condition. Their idea was to put the fruit as quickly as possible before the consumer. Regarding the apple question Mr. Palmer said that the best apple-growing districts were in the interior of the Province. Last year all their apple crop found a market in the western part of the Territories. This year the crop was four times as large, and in the Okanagan country especially, there was a large and excellent apple crop. In connection with British-Columbian fruit he wished to say that as a whole the fruit crop of British Columbia would be later than that of California. Consumers here should be kept acquainted with market conditions so that they would not think that the fruit harvest was all over when the Californian fruit ceased coming in.

Referring to the mineral product of British Columbia Mr. Palmer said that it was now very large and not 20 per cent. of the mineral bearing land of the country had yet been prospected. In British Columbia would be found a large market for the surplus products of Manitoba so that there should be an exchange of British-Columbian products for the dairy products and flour of Manitoba.

Mr. Palmer also spoke of the attractions which his Province offered as a field for tourists. Its scenery, its fishing, its hunting, were all attractive. Conditions there were not uniform. There was every variety of soil and climate. At the coast the year was one perpetual summer and farther in the interior each beautiful valley had a charm of its own, although a somewhat colder climate. The line of the C.P.R. followed the lines of least resistance to construction and did not by any means touch the most beautiful part of the country. The Okanagan Valley in particular, was a district of wonderful beauty and of great fruit-growing capacity.

Mr. Palmer expressed his gratitude that an opportunity had been granted of displaying British-Columbian fruit at the Horticultural Exhibition in Winnipeg. He thought that nothing had done Winnipeg so much good as the boulevarding, tree planting and general beautifying of the streets that has been done here. He thought Winnipeg was now a very beautiful city and that nothing was helping it so much as the efforts of its citizens to beautify it.

Mr. Metcalfe followed Mr. Palmer. He said that the natural market of British Colimbia was in central and eastern Canada. The Dominion Government had done much to assist eastern fruit growers to place their products upon the British market. That market, on account of the distance, was not available to the fruit-growers of British Columbia, but they hoped to find a market in the Territories and Manitoba. They also hoped, as a product for shipping purposes, to make a feature of their prunes.

## BUSINESS CHANGES.

### DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

A DEMAND of assignment has been made on Hermas Gariepy, grocer, Montreal, who declares he has no assets.

L. N. Despins, grocer, etc., Grand Falls, N.B., has assigned to the sheriff.

The store of R. G. Simpson, general merchant, Brucefield, Ont., has been closed.

The creditors of Jules Falardeau, dealer in cigars and tobacco, Montreal, have held a meeting.

The creditors of S. Bertrand, general merchant, Notre Dame des Anges, Que., have held a meeting.

V. E. Paradis has been appointed curator of A. and D. M. Bertrand, general merchants, Quebec.

J. Moise Lefebvre, grocer and liquor merchant, Shawenigan Falls, Que., is offering 25c. on the dollar cash.

### PARTNERSHIPS FORMED AND DISSOLVED.

Joseph St. Pierre & Cie, ice dealers, Quebec, have dissolved.

C. K. Stewart & Company, general merchants, Rosenfeld, Man., have dissolved.

Richardson & Maitland, general merchants, St. George, Ont., have dissolved. Richardson continues.

### CHANGES.

H. Duhamel & Cie, grocers, Montreal, have registered.

Jos. Moreau & Cie, general merchants, Levis, Que., have registered.

J. C. Rear, baker, Minnedosa, Man., has sold out to J. W. Atkey.

N. Quintal & Fils, wholesale grocers, etc., Montreal, have registered.

Armstrong Bros., general merchants, Ladysmith, Ont., have sold out.

George McConnel, grocer, St. John, N.B., has closed up his business.

The assets of Oscar Nadon, general merchant, St. Rose, Que., have been sold.

Clara Budden, confectioner, Hespeler, Ont., is advertising his business for sale.

O. Cooper & Co., grocers, etc., Clinton, Ont., have sold out to P. Maitland.

Billa Crysdale, general merchant, Northport, Ont., is advertising his business for sale.

W. T. Hunter, general merchant, Hartland, N.B., is succeeded by C. Humphrey Taylor.

David Lambert, grist and sawmill owner, Uttoxeter, Ont., has sold out to A. Dewar.

Thos. Lait, confectioner and fruiterer, Medicine Hat, N.W.T., has sold out to J. W. Bertin.

The O'Neail, Davidson Company, Paris, Ont., are advertising their flour mill for sale by tender.

Mrs. M. Aldred, grocer, Vancouver, has sold out her Granville street business to J. P. Haldon.

J. A. McIntyre, grocer and hardware merchant, Moose Jaw, N.W.T., has sold out to H. H. Gervan.

The Algoma Supply Co., Limited, general merchants, Sault Ste. Marie, Ont., have sold out to Hart Bros.

### FIRES.

Harriet McBride, general merchant, Langstaff, Ont., has been burned out.

W. H. Graham, general merchant, Spanish River Station, Ont., has been burned out.

## A LITTLE NONSENSE.

"I understand you said I wasn't worth powder enough to blow me up. I want you to take that back!"

"I will. You are worth just about enough powder to blow you up."

* * *

A little three-year-old miss, while her mother was trying to get her to sleep, became interested in a peculiar noise, and asked what it was.

A cricket, dear, replied her mother.

"A cricket, dear," replied the mother.

"Well," replied the little lady, "he ought to get himself oiled."

The following from the advertisement of a prominent wholesale grocer should be read and pondered by every dealer:

"Some grocers succeed where others seem to work just as hard and yet fail to achieve much—it is just as important to know what to push as it is how to push—pushing pure and pleasing products produces prosperity, but pushing poor stuff drives trade away."

It pays infinitely better to push a baking powder like "Royal," an article of known merit, whose good qualities are recognized and appreciated by all consumers.

Royal Baking Powder is easy to sell, and when sold there is always a pleased purchaser.

Royal Baking Powder is largely advertised and that helps the dealer; but a pleased purchaser is the best advertiser for your store, because she will recommend to others that dealer who has pleased her.

Royal Baking Powder is the highest class baking powder, made from pure cream of tartar, and absolutely free from alum or other harmful ingredient.

ROYAL BAKING POWDER CO., 100 WILLIAM ST., NEW YORK.

THE TIME TO INSURE IS

NOW

While you are WELL, STRONG and INSURABLE.

THE

Confederation Life

ASSOCIATION issues policies on all approved plans of Insurance, and is a prosperous and progressive Canadian Company.

PROTECTION FOR YOUR FAMILY.
PROFITABLE INVESTMENT FOR YOURSELF.

Pamphlets and full information sent on application.

W. H. Beatty, Esq., PRESIDENT.

W. D. Matthews, Esq., Frederick Wyld, Esq., VICE-PRESIDENTS.

W. C. MACDONALD, ACTUARY. J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO.

MAGIC




BAKING POWDER

PURE AND WHOLESOME.
ONE POUND CAN 25 ¢

E. W. GILLETT COMPANY LIMITED
TORONTO, ONT.

*"Best in the World."*

HILL, EVANS & CO'S (WORCESTER, ENG.)

PURE ENGLISH

MALT VINEGAR

Delicate in Flavor and Aroma.
Splendid keeping properties.

ROBERT WATERS' QUININE WINE

Quinine in a palatable form—50 years' reputation.

Export Agents:
Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

WE WILL BE GLAD

to see any of our friends during Exhibition time. Come and bring your friends.

The Canada Biscuit Co., LIMITED

KING ST. WEST AND BATHURST ST. CARS PASS OUR WORKS.

KING and BATHURST STS., TORONTO.

# CURRENT MARKET QUOTATIONS

September 11, 1902.

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, St. John, N.B., and Halifax. The prices are solicited for publication, and are of such quantities and qualities as are usually ordered by retail dealers on the usual terms of credit. For Winnipeg market report and prices, see page —.

Goods in large lots and for prompt pay are generally obtainable at lowest prices.

All quotations for staple products are under the direct control of the Editors, who call daily upon all the leading houses in the principal centres.

| BUTTER, CHEESE AND EGGS | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| Dairy, choice, large rolls, lb. | $..... | $0 18 | $ 14 | $0 15 | $..... | $0 16 |
| " " pound blocks | 17 | 18 | 15 | 16 | 16 | 18 |
| " tubs, best | 16 | 17 | 14 | 15 | 17 | 19 |
| " tubs, inferior | 14 | 15 | 11 | 13 | 14 | 16 |
| Creamery, boxes | 19 | 19½ | 18½ | 19 | 20 | 23 |
| " prints | ... | 20 | 19 | 20 | 22 | 24 |
| Cheese, new, per lb | 9¾ | 10 | 10 | 10½ | 10 | 10½ |
| Eggs, new laid, per doz | 18 | 19½ | 14 | 15 | 17 | 18 |
| **CANNED GOODS** | | | | | | |
| Apples, 3's | ..... | ..... | 90 | 1 00 | 1 00 | 1 10 |
| " gallons | ..... | 2 50 | 3 10 | 3 25 | 2 70 | 2 80 |
| Asparagus | 2 20 | 2 25 | 2 00 | 2 40 | ..... | ..... |
| Beets | 1 00 | 1 00 | 90 | 1 00 | ..... | 1 10 |
| Blackberries, 2's | ..... | 1 30 | 1 40 | 1 70 | 1 50 | 1 80 |
| Blueberries, 2's | 92½ | 95 | 80 | 85 | 95 | 1 00 |
| Beans, 2's | 80 | 90 | 80 | 90 | 90 | 95 |
| Corn, 2's | 82½ | 85 | 80 | 95 | 80 | 90 |
| Cherries, red, pitted, 2's | 2 25 | 2 30 | 2 10 | 2 25 | 2 30 | 2 40 |
| " white | 2 25 | 2 30 | 2 00 | 2 25 | ..... | ..... |
| Peas, 2's | 82½ | 85 | 82½ | 87 | 85 | 90 |
| " sifted | 95 | 1 05 | 90 | 1 00 | 1 10 | 1 15 |
| " extra sifted | 1 05 | 1 15 | 1 20 | 1 25 | 1 20 | 1 25 |
| Pears, Bartlett, 2's | 1 50 | 1 60 | 1 75 | 2 00 | 1 75 | 1 80 |
| " " 3's | 1 90 | 2 00 | 2 00 | 2 40 | 2 00 | 2 25 |
| Pineapple, 2's | 2 00 | 2 40 | 2 25 | 2 50 | 2 15 | 2 25 |
| " 3's | 2 25 | 2 40 | 2 50 | 2 60 | 2 50 | 2 60 |
| Peaches, 2's | 1 75 | 1 85 | 1 75 | 1 90 | ..... | 1 75 |
| " 3's | 2 60 | 2 70 | 2 50 | 2 75 | 2 70 | 2 80 |
| Plums, green gages, 2's | 1 30 | 1 35 | 1 10 | 1 25 | 1 30 | 1 60 |
| " Lombard | 1 20 | 1 25 | 1 00 | 1 10 | 1 30 | 1 50 |
| " Damson, blue | 1 00 | 1 25 | ..... | 1 00 | 1 10 | 1 30 |
| Pumpkins, 3's | ..... | 85 | ..... | 90 | 90 | 1 00 |
| " gallon | ..... | ..... | 2 10 | 2 25 | 2 10 | 2 25 |
| Raspberries, 2's | 1 40 | 1 50 | 1 60 | 1 80 | 1 70 | 1 75 |
| Strawberries, 2's | 1 50 | 1 75 | 1 60 | 1 75 | 1 50 | 1 75 |
| Succotash, 2's | 1 00 | 1 25 | ..... | 1 15 | 1 10 | 1 15 |
| Tomatoes, 3's | 1 12½ | 1 17½ | 1 15 | 1 20 | 1 25 | 1 30 |
| Lobster, talls | 2 75 | 3 20 | ..... | 3 25 | 2 50 | 3 25 |
| " 1-lb. flats | 3 00 | 3 75 | 3 50 | 3 70 | ..... | 1 25 |
| " ½-lb. flats | 1 75 | 1 85 | 1 75 | 1 80 | ..... | 1 75 |
| Mackerel | 1 00 | 1 10 | 1 15 | 1 25 | 1 35 | 1 45 |
| Salmon, sockeye, Fraser | 1 35 | 1 40 | 1 10 | 1 52½ | 1 50 | 1 75 |
| " " Northern | ..... | ..... | 1 40 | 1 47 | 1 15 | 1 25 |
| " " Horseshoe | .. | ..... | 1 50 | 1 52½ | ..... | ... |
| " " Cohoes | 1 00 | 1 15 | 1 05 | 1 15 | 1 00 | 1 10 |
| Sardines, Albert, ¼'s | 12 | 12½ | 12½ | 13 | 14 | 15 |
| " " ½'s | 20 | 21 | 20 | 21 | 20 | 21 |
| " Sportsman, ¼'s | 11¼ | 12 | ..... | 12½ | ..... | 12 |
| " " ½'s | 19 | 20 | ..... | 21 | 20 | 21 |
| " key opener, ¼'s | 9 | 11 | 10½ | 11 | 16 | 18 |
| " " ½'s | ..... | 18 | 18½ | 23 | 10 | 11 |
| " P. & C., ¼'s | 20 | 22½ | 23 | 25 | 23 | 25 |
| " " ½'s | 27½ | 30 | 33 | 36 | 33 | 36 |
| " Domestic, ¼'s | 4 | 4¼ | 4 | 4½ | 4 | 4¼ |
| " " ½'s | 7 | 8 | 9 | 11 | ..... | ..... |
| " Mustard, ¼ size, cases 50 tins, per 100 | 7 50 | 11 00 | 8 50 | 9 00 | 8 00 | 9 00 |
| Haddies | ..... | 1 00 | 1 00 | 1 10 | 1 00 | 1 10 |
| Kippered Herrings | 1 00 | 1 35 | 1 00 | 1 55 | 1 00 | 1 10 |
| Herring in Tomato Sauce | 1 00 | 1 55 | 1 00 | 1 70 | ..... | 2 00 |
| **CANDIED PEELS** | | | | | | |
| Lemon, per lb | ..... | 10½ | 10 | 12½ | 12 | 13 |
| Orange, " | ..... | 11 | 11 | 13 | 13 | 13 |
| Citron, " | . | 15 | 15 | 18 | 15 | 17 |
| **GREEN FRUITS** | | | | | | |
| Oranges, Valencias, per case | ..... | ..... | ..... | 5 50 | ..... | ..... |
| " Sorrentos | 3 75 | 4 00 | ..... | 4 00 | ..... | 4 50 |
| Can. Plums, per basket | ... | 0 40 | 20 | 40 | ..... | 60 |
| Huckleberries | ..... | ..... | 85 | 1 15 | ..... | ..... |
| Cucumbers, per basket | ..... | ..... | ..... | 15 | ..... | ... |
| Lemons, Messina, per box | 2 00 | 3 00 | 1 50 | 3 00 | 3 50 | 4 00 |
| Bananas, Firsts, per bunch | 1 25 | 2 00 | 1 10 | 2 25 | 1 00 | 2 00 |
| Apples, per bbl | 1 50 | 2 50 | 0 75 | 1 25 | 3 50 | 4 00 |
| Tomatoes, per basket | 3 25 | 3 75 | 0 17 | 0 25 | 1 50 | 2 00 |
| Pears | ..... | 0 40 | 0 15 | 0 25 | ..... | 60 |
| Peaches | 0 35 | 0 65 | 0 20 | 0 60 | ..... | 75 |
| Jersey Sweet Potatoes, per bbl | ..... | ..... | ..... | 4 00 | ..... | ..... |
| Watermelons, per 100 | 17 00 | 20 00 | 17 00 | 30 0 | 3 00 | 4 00 |
| Canteloupes, per crate | ..... | 3 50 | ..... | ..... | ..... | ..... |
| Californian Peaches | ..... | 1 25 | ..... | ..... | ..... | 1 25 |
| " Plums | 1 25 | 1 75 | ..... | ..... | 1 25 | 1 50 |
| " Pears | 2 10 | 2 75 | ..... | ..... | ..... | ..... |
| Crabapples, per basket | ..... | ..... | 0 15 | 0 20 | ..... | ..... |
| Apples, per basket | 0 20 | 0 30 | 8 | 0 15 | ..... | ..... |
| Can. Grapes, per basket | ..... | ..... | 0 30 | 0 60 | ..... | ..... |
| Peppers, per basket | ..... | ..... | 0 15 | 0 20 | .. | ..... |
| **SUGAR** | | | | | | |
| Granulated St. Law'ce and Red | ..... | 3 65 | ..... | 3 73 | ..... | ..... |
| Granulated, Acadia | ..... | 3 60 | ..... | 3 68 | ..... | 3 75 |
| Paris lump, bbls. and 100-lb. bxs | ..... | 4 20 | ..... | 4 28 | ..... | 4 55 |
| " in 50-lb. boxes | ..... | 4 30 | ..... | 4 38 | 4 65 | 4 75 |
| Extra Ground Icing, bbls | ..... | 4 20 | ..... | 4 55 | ..... | ..... |
| Powdered, bbls | ..... | 3 85 | ..... | 4 30 | 5 50 | 5 80 |
| Phœnix | ..... | 3 45 | ..... | 3 53 | ..... | ..... |
| Cream | ..... | 3 40 | ..... | 3 48 | ..... | ..... |
| Extra bright coffee | ..... | 3 55 | ..... | 3 68 | ..... | ..... |
| Bright coffee | ..... | 3 40 | ..... | 3 43 | ..... | ..... |
| Bright yellow | ..... | 3 35 | ..... | 3 43 | ..... | 3 45 |
| No. 3 yellow | ..... | 3 30 | ..... | 3 33 | ..... | ..... |
| No. 2 yellow | ..... | 3 10 | ..... | 3 18 | ..... | ..... |
| No 1 yellow | ... | 3 00 | ..... | 3 08 | ..... | 3 15 |

| HARDWARE PAINTS AND OILS | Montreal. | | Toronto. | | St. John Halifax. | |
|---|---|---|---|---|---|---|
| Wire nails, base | ..... | $2 55 | ..... | $2 55 | ..... | $3 20 |
| Cut nails, base | ..... | 2 35 | ..... | 2 35 | ..... | 2 85 |
| Barbed wire, per 100-lb. | ..... | 3 00 | ..... | 3 00 | 3 50 | 3 75 |
| Smooth Steel Wire, base | ..... | 2 60 | ..... | 2 60 | ..... | ... ... |
| White lead, Pure | ..... | 5 87½ | ..... | 5 87½ | ..... | 6 50 |
| Linseed oil, 1 to 2 bbls., raw | ..... | 82 | ..... | 80 | ..... | 83 |
| " " boiled | ..... | 85 | ..... | 83 | ..... | 87 |
| Turpentine, single bbls. | ..... | 67 | ..... | 70 | ..... | 75 |
| Benzine, in bbls., per gal | .... | .... | ..... | 17 | ..... | 19½ |
| **SYRUPS AND MOLASSES** | | | | | | |
| Syrups— | | | | | | |
| Dark | ..... | 1⅞ | ..... | ..... | ..... | ..... |
| Medium | ..... | 2½ | 30 | 32 | ..... | ..... |
| Bright | ..... | 2⅝ | 35 | 37 | ..... | |
| Corn Syrup, barrel, per lb. | .... | 3½ | ..... | 3½ | ..... | |
| " " ½ bbls. " | ..... | 3⅝ | ..... | 3⅝ | ..... | ..... |
| " " kegs " | ..... | 3¾ | ..... | 3¾ | ..... | ..... |
| " " 3 gal. palls, each | ..... | 1 60 | ..... | 1 60 | ..... | ..... |
| " " 2 gal. " " | ..... | 1 20 | ..... | 1 20 | ..... | ..... |
| Honey | ..... | ..... | ..... | 40 | ..... | ..... |
| " 25-lb. palls | ..... | 1 05 | ..... | 1 00 | ..... | ..... |
| " 38-lb. palls | ..... | 1 0 | ..... | 1 40 | ..... | ..... |
| Molasses— | | | | | | |
| New Orleans, medium | 22 | 30 | 25 | 30 | 28 | 30 |
| " " Open kettle | ..... | ... | 40 | 50 | ..... | ..... |
| Barbadoes | 22 | 24 | ..... | 32 | 24 | 25 |
| Porto Rico | ..... | 28 | 28 | 28 | 30 | 32 |
| **CANNED MEATS** | | | | | | |
| Comp, corn beef, 1-lb. cans | 1 55 | $1 65 | $1 55 | 1 65 | $1 55 | $1 60 |
| " " 2-lb. cans | 2 75 | 3 00 | 2 85 | 3 00 | 2 80 | 2 90 |
| " " 6-lb. cans | 7 90 | 9 60 | ..... | 8 25 | 8 75 | 9 25 |
| " " 14-lb. cans | 16 50 | 23 00 | ..... | 19 50 | 20 00 | 21 00 |
| Minced callops, 2-lb. can | ..... | 2 75 | ... .. | 2 60 | 2 50 | 2 80 |
| Lunch tongue, 1-lb. can | 3 00 | 3 90 | ..... | 3 00 | 3 00 | 3 25 |
| " " 2-lb. can | 6 00 | 7 90 | ..... | 7 00 | 6 80 | 7 00 |
| English brawn, 2-lb. can | 2 40 | 2 75 | ..... | 2 45 | 2 75 | 2 80 |
| Camp sausage, 1-lb. can | ..... | ..... | ..... | 2 50 | 2 50 | ..... |
| " " 2-lb. can | ..... | ..... | ..... | 4 00 | 4 00 | ..... |
| Soups, assorted, 1-lb. can | 1 15 | 1 50 | ..... | 1 50 | 1 40 | |
| " " 2-lb. can | 2 40 | 2 45 | ..... | 2 20 | 2 25 | |
| Soups and Boull, 2-lb. can | 1 75 | 2 50 | ..... | 1 80 | 1 75 | |
| " " 6-lb. can | 3 50 | 5 85 | ..... | 4 50 | 4 25 | 4 50 |
| Sliced smoked beef, ½'s | 1 65 | 1 70 | 1 65 | 1 70 | ..... | 2 00 |
| " " " 1's | 2 75 | 3 10 | 2 80 | 2 95 | ..... | 3 25 |
| **FRUITS** | | | | | | |
| Dried— | | | | | | |
| Currants, Provincials, bbl | ..... | .... | .... | .... | ..... | ..... |
| " Filiatras, cases | ..... | 5¾ | 5¾ | 6 | ..... | ..... |
| " " ½-cases | 5½ | 5½ | 5¾ | 6 | ..... | ..... |
| " Patras, cases | ..... | 6 | 6½ | 7 | ..... | ..... |
| " " ½-cases | ..... | 6 | 6 | 7 | ..... | ..... |
| Amalias | 6½ | 7 | 7 | 7½ | ..... | 6½ |
| Vostizzas, cases | 6½ | 7 | 8 | 8½ | ..... | ..... |
| Dates, Hallowees | .... | 4¼ | ..... | 4½ | ..... | 4½ |
| " Sairs | .... | 3½ | .... | 4¼ | ..... | 4 |
| Figs, Elemes | ..... | 1 00 | 8 | 18 | 8 | 10 |
| " Mats, per lb | 3 | 3¼ | .... | 3¼ | ..... | ..... |
| " Tapnets | ..... | 3 30 | ..... | 3½ | ..... | ..... |
| " Naturals | ..... | ..... | 3¼ | 4 | ..... | ..... |
| Prunes, California, 30's | ..... | 9 | ..... | ..... | 10 | 12 |
| " " 40's | ..... | 8½ | 8¾ | 10 | 9 | 9½ |
| " " 50's | ..... | 8¼ | 8 | 8¼ | 8¼ | 9 |
| " " 60's | ..... | 8 | 7½ | 8 | 8 | 8½ |
| " " 70's | ..... | 7½ | 6¾ | 7½ | 7½ | 8 |
| " " 80's | ..... | 7 | 6½ | 7 | 7 | 7½ |
| " " 90's | ..... | 6¼ | 5¼ | 5½ | 6¼ | 7 |
| " " 100's | ..... | 6 | ..... | 5 | 6 | 6½ |
| " Bosnia, A's | ..... | ..... | ..... | 5 | ..... | ..... |
| " " B's | ..... | ..... | 7½ | ... | ..... | ..... |
| " " U's | ..... | 5 | 6¼ | 6½ | ..... | ..... |
| " French, 50's | ..... | .... | ..... | ..... | ..... | ..... |
| " " 110's | ..... | 5 | ..... | ..... | ..... | ..... |
| Raisins, Fine off stalk | ..... | 6¼ | 6½ | 7 | ..... | 5 |
| " Selected | 7½ | 8 | ... | 8¼ | 5¼ | 6 |
| " Selected layers | 6½ | 7 | .... | 8½ | 6½ | 7 |
| " Sultanas | ..... | 9 | 8½ | 12 | 10 | 12 |
| " California, 2-crown | 5 | 5½ | ..... | ..... | 6½ | 6¾ |
| " " 3-crown | 7¼ | 7¾ | ..... | ..... | 8 | 8½ |
| " " 4-crown | 7¾ | 8 | ... | ..... | 8½ | 8 |
| " " 1's seeded, 8-cr. | 9¾ | 10½ | 8½ | 10 | 9½ | 10½ |
| " Empire clusters | 1 50 | 1 60 | .... | 2 60 | | 2 00 |
| " Black baskets | ..... | ..... | ..... | 2 25 | 2 00 | 2 25 |
| " Extra clusters | ..... | ..... | ..... | 3 35 | ..... | 2 50 |
| " Dehesa clusters | ..... | ..... | ..... | 3 10 | 3 00 | 3 50 |
| " Royal B. clusters | 3 25 | 3 30 | ..... | 5 00 | | ..... |
| " Connoisseurs cl'str's | ..... | ..... | ..... | 2 10 | ..... | ..... |
| " Excelsior clusters | ..... | ..... | .. | 4 60 | ..... | ..... |
| Evaporated apples | ..... | ..... | 10½ | 11 | ..... | ..... |
| Dried " | ..... | ..... | 6 | 6½ | ..... | ..... |
| **PROVISIONS** | | | | | | |
| Dry Salted Meats— | | | | | | |
| Long clear bacon | ..... | 12 | 11 | 11½ | ..... | ..... |
| Smoked meats— | | | | | | |
| Breakfast bacon | ..... | 15½ | 14½ | 15 | | ..... |
| Rolls | ..... | 12½ | 12 | 12½ | 11 | 13 |
| Medium Hams | ..... | 14 | 13½ | 14 | 14 | 15 |
| Large Hams | ..... | 13 | 12½ | 13 | ..... | ... .. |
| Shoulder hams | .... | 13 | 11 | 11½ | ..... | .... |
| Backs | ..... | 15 | 14½ | 15 | .... | ..... |
| Meats out of pickle 1c. less. | | | | | | |
| Barrel Pork— | | | | | | |
| Canadian heavy mess | .... | 23 00 | ..... | 21 0 | 21 50 | 22 50 |
| " short cut | 21 50 | 22 00 | 23 00 | 23 50 | 23 00 | 24 00 |
| Plate beef | 12 50 | 13 50 | | 15 00 | 14 00 | 16 00 |
| Lard, tierces, per lb | ..... | 11 | 10¾ | 11 | 11¾ | 12½ |
| Tubs | .... | 11⅛ | 11 | 11¼ | 12¼ | 12¾ |
| Palls | ..... | 11¼ | 1 ¼ | 11½ | 12½ | 13 |
| Compounds | ..... | 9½ | 8¾ | 10¼ | ..... | ..... |




IT PAYS TO PUSH THE SALE OF . . . *Has stood the test of every climate.*

# St. Charles Evaporated Cream

**ABSOLUTELY THE BEST OF ALL.**

Endorsed by the Medical Profession, and used in large quantities by the Governments of Great Britain and the United States for Army and Navy purposes, and in many Hospitals.

The very remarkable increase in the consumption of **St. Charles Cream** the world over proves the value of this brand to the retail grocers.

**NO STOCK IS COMPLETE WITHOUT IT.**

A Coupon worth saving is packed in each case. Write us for prices and advertising matter.

## St. Charles Condensing Co. - Ingersoll, Ont.

Address : ST. CHARLES CONDENSING CO., St. Charles, Ill., U.S.A.

By Special Appointment to His Majesty
King Edward VII.

# *CANTRELL & COCHRANE,*

*DUBLIN and BELFAST.*



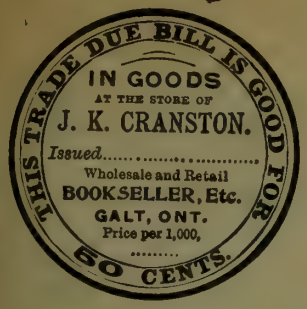

C. & C. "Ginger Ale" — C. & C. "Club Soda" — C. & C. "Royal Seltzer"

C. & C. have been awarded 33 Gold and Prize Medals for special excellence and superiority of manufacture.

JOHN HOPE & CO., MONTREAL, - - SOLE AGENTS FOR CANADA.


| COFFEE | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| Green— | | | | | | |
| Mocha | ..... | 24 | [illegible] | [illegible] | 25 | 30 |
| Old Government Java | ..... | 27 | 22 | 30 | 25 | 30 |
| Rio | ..... | 10 | 7 | 12 | 12 | 13 |
| Santos | ..... | ..... | 9½ | 10½ | ..... | ..... |
| Plantation Ceylon | ..... | 29 | [illegible] | 30 | 29 | 31 |
| Porto Rico | ..... | ..... | 22 | [illegible] | [illegible] | [illegible] |
| Gautemala | ..... | ..... | 22 | 25 | 24 | 26 |
| Jamaica | ..... | 18 | 15 | [illegible] | [illegible] | 22 |
| Maracaibo | ..... | [illegible] | 18 | 18 | 12 | 13 |
| **NUTS** | | | | | | |
| Brazil | 11¾ | 12¼ | 15 | 16 | ..... | 15 |
| Valencia shelled almonds | 27 | 28 | 30 | 35 | 30 | 35 |
| Tarragona almonds | ..... | 11 | ..... | 11½ | [illegible] | [illegible] |
| Formegetta almonds | ..... | ..... | ..... | 10½ | ..... | ..... |
| Jordan shelled almonds | ..... | 42 | 40 | 43 | ..... | ..... |
| Peanuts (roasted) | 8½ | 13 | 8 | 10 | [illegible] | [illegible] |
| " (green) | 6¾ | 7¾ | 7 | 9 | ..... | ..... |
| Cocoanuts, per sack | ..... | 3 25 | ..... | 3 75 | 3 50 | 4 00 |
| " per doz | ..... | ..... | ..... | 60 | 60 | 70 |
| Grenoble walnuts | ..... | 10 | ..... | 10¾ | 11 | [illegible] |
| Marbot walnuts | ..... | 10 | 9½ | 10½ | ..... | ..... |
| Bordeaux walnuts | ..... | 9 | ... | [illegible] | 8½ | 9 |
| Sicily filberts | ..... | 9 | 9½ | 10½ | 8½ | 9 |
| Naples filberts | ..... | ..... | ..... | ..... | 10 | 11 |
| Pecans | 15 | 17 | 13 | 15 | 11 | 14 |
| Shelled Walnuts | ..... | 18 | 18 | 23 | ..... | 25 |
| **SODA** | | | | | | |
| Bi-carb, standard, 112-lb. keg | 1 65 | 1 80 | 2 00 | 2 25 | 1 70 | 1 75 |
| Sal soda, per bbl | 70 | 75 | 80 | 90 | [illegible] | [illegible] |
| Sal Soda, per keg | [illegible] | 1 00 | ..... | 1 00 | 95 | 1 00 |
| **SPICES** | | | | | | |
| Pepper, black, ground, in kegs pails, boxes | 16 | 18 | ..... | 18 | 14 | 15 |
| " in 5-lb. cans | 14 | 17 | ..... | [illegible] | 15 | 16 |
| " whole | 15 | 17 | ..... | [illegible] | 12 | 13 |
| Pepper, white, ground, in kegs pails, boxes | 26 | 27 | 26 | 27 | 24 | 26 |
| " 5-lb. cans | 25 | 26 | 25 | 26 | 20 | 22 |
| " whole | 23 | 25 | 23 | 25 | 20 | 22 |
| Ginger, Jamaica | 19 | 25 | 22 | 25 | 20 | 25 |
| Cloves, whole | 12 | 30 | 14 | 35 | 18 | 20 |
| Pure mixed spice | 25 | 30 | 25 | 30 | 25 | 30 |
| Cassia | 13 | 18 | 20 | 40 | 16 | 20 |
| Cream tartar, French | ..... | 25 | 24 | 25 | 20 | 22 |
| " " best | ..... | [illegible] | 25 | 30 | 25 | [illegible] |
| Allspice | 10 | 15 | 13 | 16 | 16 | 18 |
| **WOODENWARE** | | | | | | |
| Pails No. 1, 2-hoop | ..... | 1 65 | ..... | 1 55 | ..... | 1 90 |
| " " 3-hoop | ..... | 1 80 | ..... | 1 70 | ..... | 2 05 |
| " half, and covers | ..... | 1 65 | ..... | 1 60 | ..... | 1 75 |
| " quarter, jam and covers | ..... | 1 15 | ..... | 1 10 | .... | 1 45 |
| " candy, and covers | 2 50 | 2 90 | ..... | 2 40 | ..... | 3 20 |
| Tubs No. 0 | 10 00 | 10 15 | ..... | 8 50 | ..... | 11 00 |
| " " 1 | 8 00 | 8 15 | ..... | 7 00 | ..... | [illegible] |
| " " 2 | 7 00 | 7 15 | ..... | 6 00 | ..... | [illegible] |
| " " 3 | ..... | 6 15 | ..... | 5 25 | ..... | 7 00 |

| PETROLEUM | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| Photogene | ..... | ..... | 17 | 17½ | ..... | ..... |
| Canadian water white | 14½ | 15½ | ..... | 16 | 16½ | 17 |
| Sarnia water white | 16 | 17 | 16½ | 17 | 16½ | 17 |
| Sarnia prime white | ..... | 18 | 15 | 15½ | 16½ | 17 |
| American water white | ..... | 18 | 17½ | 18 | 17½ | 18 |
| Pratt's Astral (barrels extra) | 18½ | 19 | 17 | 17½ | 15½ | 19 |
| **TEAS** | | | | | | |
| Black— | | | | | | |
| Congou—Half-chests Kaisow, Moning, Paking | 18 | [illegible] | 12 | 60 | 11 | 40 |
| Caddies Paking, Kaisow | 17 | 40 | 18 | 50 | 15 | 4 |
| Indian—Darjeelings | 35 | 55 | 35 | 55 | 30 | [illegible] |
| Assam Pekoes | [illegible] | 40 | 20 | 40 | 15 | [illegible] |
| Pekoe Souchong | 18 | 25 | 18 | 25 | 17 | 24 |
| Ceylon—Broken Pekoes | 35 | 42 | 35 | 42 | 34 | [illegible] |
| Pekoes | 20 | 30 | 20 | 30 | 20 | 30 |
| Pekoe Souchong | 17½ | 40 | 17 | 35 | 17 | 35 |
| China Greens— | | | | | | |
| Gunpowder—Cases, extra first | [illegible] | 50 | 42 | 50 | ..... | ..... |
| Half-chests, ordinary firsts | 22 | [illegible] | 22 | 28 | ..... | ..... |
| Young Hyson—Cases, sifted extra firsts | 42 | 50 | 42 | 50 | ..... | ..... |
| Cases, small leaf, firsts | 35 | 40 | 35 | 40 | ..... | ..... |
| Half-chests, ordinary firsts | 22 | 38 | 28 | 38 | ..... | ..... |
| Half-chests, seconds | 17 | 19 | ..... | 23 | ..... | ..... |
| " thirds | 15 | 17 | 16 | 18 | ..... | ..... |
| " common | 13 | 14 | 14 | 15 | ..... | ..... |
| Pingsueys— | | | | | | |
| Young Hyson, ½-chests, firsts | 28 | 32 | 38 | 32 | 30 | [illegible] |
| " " seconds | 16 | 18 | 16 | 19 | ..... | ..... |
| " Half-boxes, firsts | [illegible] | 32 | 28 | 32 | ..... | ..... |
| " seconds | 14 | 18 | 16 | 19 | ..... | ..... |
| Japans— | | | | | | |
| ½-chests, finest Maypickings | 35 | 40 | 38 | 40 | ..... | ..... |
| Choice | 32 | 36 | 33 | 37 | ..... | ..... |
| Finest | 28 | 30 | 30 | 32 | ..... | ..... |
| Fine | 25 | 27 | 27 | 30 | ..... | ..... |
| Good medium | 22 | 24 | 25 | 28 | ..... | ..... |
| Medium | 18 | 20 | 21 | 23 | ..... | ..... |
| Good common | 16 | [illegible] | 19 | 20 | ..... | ..... |
| Common | 13 | 15 | 17 | 19 | ..... | ..... |
| Nagasaki, ½-chests, Pekoe | 18 | 22 | ..... | ..... | ..... | ..... |
| " " Oolong | 14 | 15 | ..... | ..... | ..... | ..... |
| " " Gunpowder | 16 | 18 | ..... | ..... | ..... | ..... |
| " " Siftings | 7½ | 11 | ..... | ..... | ..... | ..... |
| **RICE, MACARONI, SAGO, TAPIOCA.** | | | | | | |
| Rice—Standard B | 3 00 | 3 10 | ..... | 3½ | 3 25 | 3 40 |
| Patna, per lb | 4 25 | 4 50 | 4¾ | 5 | 5 | 6 |
| Japan | 4 40 | 4 90 | 5½ | 6 | 5 | 6 |
| Imperial Seeta | 4 60 | 4 90 | 4¾ | 5½ | 5 | 6 |
| Extra Burmah | ..... | ..... | 4¼ | 4¾ | 4 | 5 |
| Java, extra | ..... | 5¾ | 6 | 6½ | 6 | 7 |
| Macaroni, dom'ic, per lb., bulk | 3¾ | 4¼ | ..... | 7½ | ..... | ..... |
| " imp'd, 1-lb. pkg., French | 8 | 12 | 9 | 10 | ..... | ..... |
| " " " Italian | 8 | 10 | 11 | 12½ | ..... | ..... |
| Sago | 3¼ | 3½ | 3¾ | 4 | 4½ | 5 |
| Tapioca | ..... | 3½ | 3½ | 3¾ | 4½ | 5 |




# Cranston's Coin Trade Due Bills.

**A boon to General Merchants, Grocers and all engaged in a Produce or credit Business.**




Thousands of merchants in all parts of Canada and the United States have adopted The Cranston Trade Due Bill System, and are delighted with this up-to-date way of doing business. It does away with all the inconveniences of the old "Written Due Bill" system, and saves time, labor, trouble and money. As a trade-winner and advertising medium it has no equal.

After using them six years, J. E. Griffin, Dunnville, says: "We could not do business without them. They are worth more than double their cost to us."

McKenzie & Meldrum, Thedford, say: "We cannot say too much in their favor. The aluminum due bills are worth $200 a year to us, or any firm that use due bills or give credit."

And every one of our users will say as much for them. We will send you a list of users on application, and will pay your postage to write to them. If they do not tell you they are satisfied, do not order.

We make a number of assortments—$81 face value costs you $10; $91 or $116 face value costs $12; $191 face value costs $15, and $232 face value costs $20. This last assortment is "Our Leader." Coins are made in Brass or Aluminum, raised letters on both sides, your own advertising and printing.

Send for price list, samples and full particulars.

**THE CRANSTON NOVELTY CO.,** Metal Trade Due Bills, Bread, Milk and Soda Checks. Checks for all purposes. Advertising Coins and Novelties, **Galt, Ont.**

# Gillard's Sauce Gillard's Pickle

Is still the best and cheapest. The most delicious English pickle made.

AS SUPPLIED TO

HIS MAJESTY THE KING

AND

HIS ROYAL HIGHNESS THE PRINCE OF WALES, K.G., Etc.

Sole Proprietors:

**GILLARD & CO., Limited, LONDON, ENG.**




# *Schepp's Cocoanut*

Quality first, then price.

Cocoanut is a luxury. Those that use it want the best (***Schepp's***).

Cocoanut is used generally as a dessert; should therefore be the best in quality to give the dinner a pleasant finish (***Schepp's***).

***L. SCHEPP CO.,*** *CANADIAN FACTORY:* ***TORONTO, CAN.***

**NEW YORK.** **LONDON, ENG.: Saml. Hanson, Son & Barter, Agents.**

THE "**GLOBE**" POLISH HAS COME TO **STAY** AND ALL **DEALERS** CAN STOCK IT WITHOUT HESITATION.

TRY "GLOBE" AND YOU WILL USE NO OTHER. IT IS THE BEST.

# "GLOBE" METAL POLISH

Write for a supply of Show cards and Advertising Novelties.

——WE SHALL BE PLEASED TO ANSWER ALL ENQUIRIES.——

**RAIMES & CO., 164 DUANE ST., NEW YORK CITY.**

## HOW TO OBTAIN RESULTS FROM ADVERTISING.

By GEO. B. FRANCK, Toronto.

THE great distributing machinery brought into existence by this era of combines demands ideas and methods of conducting business that were not thought of 20 years ago.

Manufacturers are not satisfied to remain at home, but it is their aim to have their business expand until goods produced by them are handled and sold in every portion of the civilized world.

Conditions are constantly changing. To-day men with ideas are exploiting them to the best of their ability; to-morrow the world looks for something better. The ever-present problem that confronts the manufacturer is how to cheapen the manufacture and lessen the cost of placing upon the market the articles he has manufactured. There is the jobber who must be reached, and generally through the medium of the commercial traveller. The dealer must also be interested, and last, but by no means least, is the great army of consumers. To reach the latter is the problem. This can be done and well done by good advertising, and the business man should make a judicious selection of mediums through which to advertise.

The primary object of advertising is to attract attention, to gain publicity for some particular commodity. The matter which goes to make up the advertisement must be attractive, unique, and presented in such a way as to catch the eye of the public, through the medium of the daily papers, circulars, magazines, and a hundred other ways.

Producers will manufacture and place upon the market more goods in the years to come than were ever placed upon the market before. Homes will be better and more liberally furnished, and these same manufacturers will be compelled to enlarge their plants and instal more machinery to meet the growing demand. The world judges effort largely by result. Above has been depicted the result: the means will be advertising.

This effort to gain publicity does not consist merely of contracting for a certain amount of space in certain papers or magazines, and crowding into it a lot of matter because there must be something said. Neither is it attractiveness alone that will count, but the genius of an advertiser will display itself in the way an "ad." is presented. There is not much trouble in telling the public what you have to sell; the secret lies in making them believe that they really need what you are advertising.

After advertising has begun to show results in the way of inquiries, it will not be sufficient to merely answer those inquiries, but they must be followed up. Following up a prospective purchaser is of as much importance as the advertising. A system must be established whereby the inquirer may be made aware of the fact that his business is valued. If you have several good reasons why a customer ought to purchase your goods, do not give him the whole lot in a lump, but spread them out in a series of three or four well-worded letters, and follow these up until he either purchases or it is plain that you cannot sell to him.

It has been demonstrated time and time again that good advertising more than pays for itself.

## CANNED SALMON SITUATION.

From N.Y. Journal of Commerce, September 8.

THE stronger feeling noted on future red Alaska salmon culminated to-day in an advance by one of the principal interests on the Coast. A wire from Seattle, Wash., to The Pacific Selling Company here stated that The Pacific Packing and Navigation Co. to-day advanced its prices on red Alaska talls to $1 f.o.b. the Coast, and that all orders will now be taken subject to confirmation only. The reason for the advance, it is stated, is that the heavy export sales have so reduced stocks that it makes it probable that only a small quantity will be available for the home trade after the orders already booked are filled. So far as could be learned to-day the Alaska Packers' Association has not advanced above the 95c. basis for talls. It was stated at the offices of the Association's representatives here, however, that on the 95c. basis business was being taken only subject to Coast confirmation. It was considered probable that no action looking to an advance would be taken to-day. It is now believed that outside of the A. P. A. but one other interest is offering under $1. Several of the smaller interests have withdrawn entirely.

Although not officially stated it is believed that the late advices from Upper Alaska reporting a falling off below expectations on the pack in that section is one of the reasons for the present advance. It is stated that the total Alaska pack was expected to show an increase of from 500,000 to 600,000 cases over that of last year, but that estimates now figure on little if any increase over 1901. The following table shows the Alaska pack for the last five seasons: 1897, 939,400 cases; 1898, 960,400 cases; 1899, 1,098,800 cases; 1900, 1,534,700 cases; 1901, 2,022,740 cases.

The Western Alaska pack, the season for which closed on July 29, according to the local advices obtained, is said to be fully 20 per cent. short of that of last year. The amount put up by the principal canneries is as follows:

| | Cases. |
|---|---|
| Alaska Salmon Co. of San Francisco | 24,000 |
| Columbia River Packers' Association of Astoria | 27,000 |
| Portland-Alaska Packers' Association of Portland | 35,000 |
| Alaska Fishermen's Packing Co. of Astoria | 37,000 |
| Pacific Packing and Navigation Co. of Seattle. | 70,000 |
| Alaska Packers' Association of San Francisco, four canneries | 207,000 |

Two thousand and eight hundred barrels of salt salmon were put up. Reports from other fisheries on Behring Sea state that on Koggiung River a big pack has been put up; on Naknek and Ugaguk Rivers the pack is of fair size, but on Ugashik River it is exceptionally small.

At the moment on the spot red Alaska talls are available at $1.10, although it is believed that on this basis few lots could be obtained. Sales of two carloads for export account were made on Thursday and Friday, it is stated, on this basis. Most holders, however, quote up to $1.12½, and a few well-known brands are held at $1.15.

According to figures now available the Coast pack (Alaska excluded) is as follows, compared with last year:

| | Cases— 1902. | 1901. |
|---|---|---|
| Columbia River | 275,000 | 240,600 |
| Puget Sound | 290,000 | 1,105,000 |
| Fraser River | 325,000 | 1,200,000 |

The packs on the Washington coast, Skeena River, Oregon coast and Californian rivers are yet to be accounted for. The total Coast pack last year was 5,024,538 cases, compared with 3,216,518 cases for the year previous, an increase of 1,808,020 cases.

## LABOR UNIONS THAT WILL FAIL.

By Charles M. Schwab, President of The United States Steel Corporation.

LABOR unions will fail as trusts have failed, as long as they have for their fundamental principle restriction of the output. I may add that every labor union with which I have ever come in contact has been founded on this principle.

A trust will succeed where consolidation is made for economy's sake; otherwise no trust will succeed.

Labor organizations have had as their foundations the restriction of the output. Now, this will never do. They will never succeed.

I am opposed to labor organizations as organized to-day. I think manufacturers are not opposed to labor organizations per se, but upon the plan upon which they are organized. I think the organizations that want to restrict the output are all wrong. The fortunes and prosperity of the workingman are identical with those of the employer, and I think that the time may come when they will be together.

Established 1845. MODERN MACHINERY. UP-TO-DATE METHODS. Established 1845.




1 and 2-lb Tins.

**When you hear a man talk about the quality and reputation of "Ewing's Coffee" and "Ewing's Spices,"** just remember that they are **"S. H. & A. S. Ewing's"**—the perfected products of the old reliable house that has stood the test of 57 years. Try personally and be convinced of the superior aromatic flavor of S. H. & A. S. EWING'S High-Grade COFFEE. Compare the quality of S. H. & A. S. EWING'S High-Grade SPICES, and satisfy yourself that they are the best.

Handle S. H. & A. S. E. Mocha and Java, in 1 and 2-lb. tins (as cut), "Willison's Turkey Coffee," "Vienna Baking Powder," etc. Enquiries and mail orders solicited. Prompt shipment guaranteed.

**S. H. & A. S. EWING,** Montreal Coffee and Spice Steam Mills, 55 Cote St., MONTREAL, P.Q.

WE HAVE AN IMPORTATION OF

# Ceylon Greens Arriving This Week

which we feel quite sure will pay you to consider.

**F. J. CASTLE, - - Ottawa.**

P. S.—And we would suggest to you that Fraser River Salmon is a purchase at present prices.

Subscribers wanting goods or special quotations on anything anywhere in Canada, at any time, can get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto or Montreal.

**COX'S GELATINE** Always Trustworthy
ESTABLISHED 1725.

Agents for Canada:
C. E COLSON & SON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO., Toronto, St. John, N.B., and Montreal

SEASON 1902.

**Butter Tubs**

Order now—ship when required. Best goods—fair price.

**WALTER WOODS & CO.**
HAMILTON.

Established 1862.

**E. THOMPSON & CO.**
LIVERPOOL,
Offices—11 Victoria St. . . . ENG.
Warehouses—48-52 Thomas St.

We solicit correspondence and offers of all kinds of **CANNED GOODS** and **DRIED FRUITS**, etc., suitable for the English and Continental markets. Consignments will receive best attention and advances made when required.

REFERENCE—Canadian Bank of Commerce.

American Agent—
G. H. THOMPSON,
107 Hudson St., NEW YORK.

ARE YOU USING OUR



Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?

Give them a Trial.
**THE SYDENHAM GLASS CO.,**
of WALLACEBURG, Limited.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Toronto Fruit Merchants.

***McWilliam & Everist***

Commission Merchants. Fruit Importers and Exporters.

Canadian Apples a Specialty.

CORRESPONDENCE SOLICITED.

Quote us if you have anything to offer.
Ask for our prices when requiring fruit.

25 and 27 Church St., TORONTO, Can.

Long Distance 'Phone Main 645.
Warehouse 'Phone Main 3394.

**California Fruits**

Canadian Peaches, Plums, Tomatoes.

Fresh arrivals daily at lowest market prices.

Full stock of Oranges, Lemons and Bananas always on hand.

**HUSBAND Bros. & Co.**
82 Colborne St., TORONTO.
Phones, Main 54, Main 3428.

## IN THE ADIRONDACK MOUNTAINS.

The sweet green valleys ridged with heathery slopes
The streams whose soft blue arms encircle all,
And far away, the northern mountain tops,
Hued like the azure of the dewberry,
And mingling with the region of the rain.
—Buchanan.

TO a large number of Canadians the Adirondack region, or "Great North Woods," is a terra incognita, and this is not to be wondered at when we recall the multitude of beautiful mountain resorts which we have in our own country. However, the tourist in search of novelty and striking views knows no boundary line and enjoys revelling in the beauties of Nature whether it be in the Highlands of Muskoka, Banff Springs, in the Rockies, the Laurentides, at St. Agathe, or up the Saguenay, the beautiful St. John River in New Brunswick, the shimmering beauty of the Evangeline district, the Blue Mountains in Asheville, North Carolina, the entrancing Trossachs of Auld Scotia, the restful sweetness of the English Windermere lakes, Mount Snowdon, in Wales, Snaefell, in dear old Manxland, or the superb and majestic country of the Suisse.

To a Montrealer the Adirondacks have the great advantage of accessibility. Three hours from Montreal by the Canadian Pacific Railway and the New York Central Railway will place him within the portals of the northern gateway of the Adirondacks at the Mountain View Hotel, Mountain View Station, 1,600 feet above sea level. From the hotel balcony a grand view of the mountains may be obtained. No less than 14 forest-clad peaks being in sight with numerous lakes close at hand, one thinks of Byron :

There is a pleasure in the pathless woods,
There is a rapture in the lonely shore,
There is society, where none intrudes.

The massive pines which one delights to see in "the forest primeval" have nearly all been cut down by the remorseless lumberman except in extremely out-of-the-way places or where the United States Government has stepped in and reserved the section for the good of the people. The second and undergrowth, however, is marvelous, and the pure air is redolent with the rich sweetness of the cedars, balsam, spruce, hemlock, beech, birch, maple, elm and ash, while ferns, moss, golden rod and numerous wild flowers delight the eye and add to the delicious fragance.

The Mountain View Hotel is unique in its way. It is "run," as the Americans say, by the owner, Mr. Howard H. Lyman and his charming family. There is no "bar." Nor is there any in the village for the simple reason that no village exists. Only the hotel with the farm and boat-houses close by. Indian Lake, a fine sheet of water, is only a few yards from the verandah, which is ample and deep, with restful chairs for weary brains or aching limbs. The feeling of hotel life is absent, the place being home-like and invigorating.

You may take numerous day trips to places of interest. The village of Saranac, on Saranac Lake, is easily reached by rail in a couple of hours, and one can see lodging houses and village hotels to accommodate those with slender means in search of health or gaze upon the large caravansaries, such as the "Algonquin" Hotel or the "Ampersand," where the well-to-do New Yorker "puts up" and cools off after the excitement of coal strikes, beef trusts, watered stocks and Wall Street.

To Paul Smith's famous hotel is another day-trip or a drive from Mountain View to Schroeder's Glen (7 miles), probably one of the most bewitching spots on this broad earth. I must quote a Bostonian, who was one of the driving party. As the view burst forth, coming round a bend in the road, she exclaimed :

"This glorious vista lends a charm and produces an exuberant feeling which fills one with ecstasy, rapture and delight!"

"Amen," added a meek voice.

The extreme wildness of the surroundings is a great attraction. For instance, ask "Daisy," one of the young ladies of the house to show you High Falls. There is no beaten gravelled path here with a sign to "Keep off the grass," only a blazed trail through the woods — the haunt of deer — around stumps. Over fallen trees, "O'er moss and fell," bog and bramble our fair guide leads on until the falls are reached in a wild and sheltered glen, not marred by quack medicine advertisements, noisy mills or unsightly buildings. Here we had some more "tall" language in another vein. Several of the party were looking up at the lofty pines, and the following exclamations were indulged in :

"Ain't it sweet?"

"Oh, it's perfectly lovely!"

"It's real elegant!"

"Isn't it simply exquisite?"

Of course, my curiosity was aroused, and I looked up expecting to see a rara avis, a cockatoo, a bird of extraordinary plumage, or, perchance, a possum up a gum (spruce gum!) tree. No. Not even a squirrel in sight! At last, I inquired the cause of the excitement.

"Don't you see the big lump of fungus (toadstool) for painting upon. Isn't it delightful?"

"For the land's sake," some one exclaimed, "flap jacks and dough nuts and pumpkin pie, what a fuss over an unsightly product of dead wood!"

Returning to Mountain View we were quite ready for the tea mine host Lyman had ready for us and piles of smoking hot biscuits, ham and eggs with baked potatoes, etc., soon disappeared.

WILLIAM H. EVANS.

## CLOCK FOR ADAM BALLENTINE.

At the last meeting of the Retail Grocers' Association of Hamilton the most interesting feature of it was the presentation of a handsome ebony clock to Adam Ballentine. It was in appreciation of Mr. Ballentine's services on the picnic committee. Joseph Kirkpatrick made the presentation, saying many nice things of the recipient's good work.

POPULARITY is the proof of merit, and no brand has ever achieved popularity so quickly as

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

BOBS costs you only 36 cents, and pays a good profit.
BOBS is well advertised.
BOBS is selling well in almost every store from the Atlantic to the Pacific.
BOBS is A BIG PLUG FOR LITTLE MONEY

Made by
THE EMPIRE TOBACCO CO., LIMITED
MONTREAL, QUE.

# CEYLON TEA

## BLACK AND GREEN

is growing more popular every day.

Facts and figures show that the importation of Ceylon Tea into Canada has been increasing steadily for some time past.

There must be a popular demand to increase the importation of Ceylon Tea, and the wise grocer knows that it pays to sell a popular article.

Once your customers know there is no better tea than Ceylon Tea they will use it exclusively.

Now, don't let the fellow around the corner get your tea trade, but recommend and sell

# CEYLON TEA

**BLACK AND GREEN**

**and you will find that the bulk of the tea business will come to your store.**

# EVERYTHING

comes to the man who

# WAITS,

but **Robinson's Patent Barley**

and **Robinson's Patent Groats**

have stood the test of over ninety years, and are now being sold by almost every reliable Grocer in Canada.

Don't **WAIT** until you are asked for them, but stock these Foods **NOW**.


## Current Market Quotations for Proprietary Articles

Sept. 11, 1903.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. of a change is made, either an advance or decline, it is referred to in the market reports, as a matter of news whether manufacturers request it or not.

### BAKING POWDER.

| Cook's Friend— | Per doz. |
|---|---|
| Size 1, in 2 and 4 doz. boxes | $ 2 40 |
| " 10, in 4 doz. boxes | 2 10 |
| " 2 in 6 " | 80 |
| " 12, in 6 " | 70 |
| " 3, in 4 " | 45 |
| Pound tins, 3 doz. in case | 3 00 |
| 12oz. tins, 3 " " | 2 40 |
| 5-lb. tins, ½ " " | 14 00 |

| Diamond— | W. H. GILLARD & CO. |
|---|---|
| 1 lb. tins, 2 doz. in case | per doz. 2 00 |
| ½ lb. tins, 3 " " | " 1 25 |
| ¼ lb. tins, 4 " " | " 0 75 |

IMPERIAL BAKING POWDER.

| Cases. | Sizes | Per Doz. |
|---|---|---|
| 4 doz. | 10c. | $0 85 |
| 3 " | 6-oz. | 1 75 |
| 1 " | 12-oz. | 3 50 |
| 2 and 3 doz. | 12-oz. | 3 40 |
| 2 and 3 doz. | 16-oz. | 4 35 |
| ½ doz. | 2½-lb. | 10 50 |
| 1 doz. | 2½-lb. | 10 40 |
| ½ and 1 doz. | 5-lb | 19 50 |

MAGIC BAKING POWDER




| Cases. | Sizes. | Per Doz. |
|---|---|---|
| 4 doz. | 5c. | $ 40 |
| 4 " | 4-oz. | 60 |
| 4 " | 6-oz. | 75 |
| 4 " | 8-oz. | 95 |
| 4 " | 12-oz. | 1 40 |
| 2 " | 12 oz. | 1 45 |
| 4 " | 16-oz. | 1 65 |
| 2 " | 16-oz. | 1 70 |
| 1 " | 2½-lb. | 4 10 |
| 1 " | 5-lb. | 7 30 |
| 2 " | 6-oz. } Per case. | |
| 1 " | 1 -oz. } | $1 55 |
| 1 " | 16-oz. } | |

JERSEY CREAM BAKING POWDER

| | |
|---|---|
| ⅛ size, 5 doz. in case | 40 |
| ¼ size, 4 doz. in case | 75 |
| ½ " 3 " " | 1 25 |
| 1 " 2 " " | 2 25 |

VIENNA BAKING POWDER.

| | Per doz. |
|---|---|
| 1 lb. tins, 4 doz. in box | $2 25 |
| ½ lb. tins, 4 " " | 1 25 |
| ¼ lb. tins, 4 " " | 75 |
| 3 oz. in paper, 4 doz. in box | 70 |
| 5 " " 4 " " | 35 |

### BLACKING.
SHOE POLISH.

HENRI JONAS & Co.

| | Per gross |
|---|---|
| Jonas' | $9 00 |
| Froments | 7 50 |
| Military dressing | 24 00 |

### BLUE.

| | |
|---|---|
| Keen's Oxford per lb | $0 17 |
| In 10 box lots or case | 0 16 |
| Reckitt's Square Blue 12-lb. box | 0 17 |
| Reckitt's Square Blue, 5 box lots | 0 16 |

### BLACK LEAD.

| | |
|---|---|
| Reckitt's per box | 1 15 |

Box contains either 1 gro., 1 oz. size; ½ gro., 2 oz. or ¼ gro. 4 oz

### CORN BROOMS

BOECKH BROS & COMPANY doz. net.

| | |
|---|---|
| Bamboo Handles, A, 4 strings | 4 35 |
| " " B, 4 strings | 4 10 |
| " " C, 3 strings | 3 85 |
| " " D, 3 strings | 3 60 |
| " " F, 3 strings | 3 35 |
| " " G, 3 strings | 3 10 |
| " " I, 3 strings | 2 85 |

### BISCUITS.

CARR & CO. LIMITED.
Frank Magor & Co., Agents

| | |
|---|---|
| Cafe Noir | 0 15 |
| Ensign | 0 12¾ |
| Metropolitan mixed | 0 09 |

Special price list of Fancy Tins for Xmas trade and other lines on application.

### CANNED GOODS.
MUSHROOMS.
HENRI JONAS & Co.

| | |
|---|---|
| Mushrooms, Rionel | $15 50 |
| " 1st choice Duthell | 18 50 |
| " 1st choice Lenoir | 19 50 |
| " extra Lenoir | 22 00 |

Per case, 100 tins.

FRENCH PEAS—DELORY'S
HENRI JONAS & Co.

| | |
|---|---|
| Moyen's No 2 | $9 00 |
| " No. 1 | 10 50 |
| ½ Fins | 12 50 |
| Fins | 14 00 |
| Tres fins | 15 00 |
| Extra fins | 16 50 |
| Sur extra fins | 18 00 |

FRENCH SARDINES.
HENRI JONAS & Co.

| | |
|---|---|
| ¼ Trefavennes | $9 50 |
| ¼ Rolland | 10 00 |
| ¼ Delory | 10 50 |
| ¼ Club Alpins | 2 50 |

### CHOCOLATES & COCOAS.

THE COWAN CO. LIMITED.

| Cocoa— | |
|---|---|
| Hygienic, 1-lb. tins, per doz | $7 25 |
| " ½-lb. tins " | 3 75 |
| " ¼-lb. tins " | 2 25 |
| " fancy tins " | 0 90 |
| Hygienic, 5-lb tins, for soda water fountains, restaurants, etc. per lb | 0 55 |
| Perfection, ½-lb. tins, per doz | 3 00 |
| Cocoa Essence, sweet, ½-lb. tins, per doz | 2 25 |
| Chocolate— | per lb. |
| Queen's Dessert, ¼'s and ½'s | $0 40 |
| " 6's | 0 42 |
| Mexican Vanilla, ¼'s and ½'s | 0 35 |
| Royal Navy Rock " " | 0 30 |
| Diamond " " | 0 25 |
| " 8's | 0 28 |

JOHN P. MOTT & CO.'S
R. S. McIndoe, Agent, Toronto.

| | |
|---|---|
| Mott's Broma per lb | 0 30 |
| Mott's Prepared Cocoa | 0 28 |
| Mott's Homeopathic Cocoa (¼'s) | 0 12 |
| Mott's Breakfast Cocoa (in tins) | 0 40 |
| Mott's No. 1 Chocolate | 0 30 |
| Mott's Breakfast Chocolate | 0 28 |
| Mott's Caraccas Chocolate | 0 40 |
| Mott's Diamond Chocolate | 0 33 |
| Mott's French-Can. Chocolate | 0 18 |
| Mott's Navy or Cooking Chocolate | 0 28 |
| Mott's Cocoa Nibbs | 0 35 |
| Mott's Cocoa Shells | 0 08 |
| Vanilla Sticks, per gross | 0 90 |
| Mott's Confectionery Chocolate | 0 21 0 43 |
| Mott's Sweet Chocolate Liquors | 0 19 0 30 |

| Chocolate— FRY'S. | per lb. |
|---|---|
| Caracoas, ¼'s, 6-lb. boxes | 0 42 |
| Vanilla, ¼'s | 0 42 |
| "Gold Medal" Sweet, ¼'s, 6 lb. bxs | 0 29 |
| Pure, unsweetened, ½'s, 6 lb. bxs | 0 42 |
| Fry's "Diamond," ¼'s, 14 lb. bxs | 0 24 |
| Fry's "Monogram," ½'s 14 lb. bxs | 0 24 |
| Cocoa— | per doz |
| Concentrated, ½'s 1 doz. in box | 2 40 |
| " ¼'s, " " | 4 50 |
| " 1 lbs. " | 8 25 |
| Homoeopathic, ¼'s 14 lb. boxes | .... |
| " ½ lbs. 12 lb. boxes | .... |

Epps's cocoa, case of 14 lbs., per lb. 0 35
Smaller quantities 0 37½

CADBURY'S

| Frank Magor & Co., Agents. | per doz |
|---|---|
| Cocoa essence, 3 oz. packages | $1 65 |
| Mexican chocolate, ¼ and ½ lb. pkgs. | 0 40 |
| Rock Chocolate, loose | 0 40 |
| " 1-lb. tins | 0 42 |
| Nibs, 11-lb. tins | 0 35½ |

CHOCOLAT-MENIER.




Chocolate-Menier ¼ and ½ lb. pkgs. $20. per 100.
Croquettes and Pastilles 20c. or per case of 108
Menier Breakfast Cocoa ¼-lb. tins 13c.
" ½-lb. " 25c.
" 1-lb. " 50c.

WALTER BAKER & Co., LIMITED.

| | per lb. |
|---|---|
| Premium No. 1 chocolate, 12-lb boxes | $ 38 |
| Vanilla chocolate 6-lb boxes | 47 |
| German sweet, 6-lb. boxes | 37 |
| B'kfast cocoa, ½-lb. tins, plain; 6-lb. boxes | 51 |
| Cracked cocoa, ½-lb. pkgs. 12-lb. bxs. | 35 |
| Caracas sweet chocolate, 6-lb. boxes | 37 |
| Soluble chocolate (hot or cold soda) 1-lb. cans | 45 |
| Vanilla chocolate wafers, 48 to box, per box | 1 56 |

### CHEESE.

| | |
|---|---|
| Imperial—Large size jars, per doz | $ 8 25 |
| Medium size jars | 4 50 |
| Small size jars | 2 40 |
| Individual size jars | 1 00 |
| Imperial Holder—Large size | 18 00 |
| Medium size | 15 00 |
| Small size | 12 00 |
| Roquefort—Large size, per doz | 2 40 |
| Small size | 1 40 |

# "THE EDWARDSBURG BRANDS"

# Starch

## . . and Syrup

Are well known all over the Dominion as a **STANDARD OF QUALITY.** **ASSORTED STOCKS** of all styles of packages now on hand, and **PROMPT SHIPMENT** guaranteed.

## EDWARDSBURG STARCH CO'Y, Limited

**Established 1858.**

164 St. James St., MONTREAL. | Works: CARDINAL, ONT. | 53 Front St. East, TORONTO.


### COFFEE.

| JAMES TURNER & CO. | per lb. |
|---|---|
| Mecca | 0 32 |
| Damascus | 0 28 |
| Cairo | 0 20 |
| Sirdar | 0 17 |
| Old Dutch Rio | 0 12½ |
| E. D. MARCEAU, Montreal. | per lb. |
| "Old Crow" Java | 0 25 |
| " Mocha | 0 25 |
| "Condor" Java | 0 30 |
| " Mocha | 0 30 |
| 15-year-old Mandheling Java and hand-picked Mocha | 0 50 |
| 1-lb. Fancy tins choice pure coffee, 48 tins per case | 0 20 |
| Madam Huot's Coffee, 1-lb. tins | 0 31 |
| " " " 2-lb. tins | 0 30 |

100 lb. delivered in Ontario and Quebec.

### CONDENSED MILK.




Borden's Condensed Milk Co.

| | |
|---|---|
| "Eagle" Brand | $1 65 |
| "Gold Seal" Brand | 1 30 |
| "Peerless" Brand Evaporated Cream | 1 20 |

### CLOTHES PINS.

UNITED FACTORIES, LIMITED.

| | |
|---|---|
| Clothes Pins (full count), 5 gross in case, per case | 0 57 |
| 4 doz. packages 12 to a case) | 0 72 |
| 6 doz. packages (12 to a case) | 0 92 |

### COUPON BOOKS—ALLISON'S

For sale in Canada by—The Eby, Blain Co., Limited, Toronto C. O. Beauchemin & Fils, Montreal

$1, $2,$3, $5, $10 and $20 books.

| | Unnumbered | Covers and Coupons numbered. |
|---|---|---|
| In lots of less than 100 books, 1 kind assorted | 4c. | 4½c. |
| 100 to 500 books | 3½c. | 4c. |
| 500 to 1,000 books | 3c. | 3½c. |

Allison's Coupon Pass Book

| | |
|---|---|
| 1 00 books | 3 cents each |
| 2 00 books | 3 cents each |
| 3 00 books | 3 cents each |
| 5 00 books | 4 cents each |
| 10 00 books | 5½ cents each |
| 15 00 books | 6½ cents each |
| 20 00 books | 7½ cents each |
| 25 00 books | 8 cents each |
| 50 00 books | 12 cents each |

### EXTRACTS.

HENRI JONAS & CO.

| | Per gross. |
|---|---|
| 8 oz. London Extracts | $6 00 |
| 2 oz. " " (no corkscrews) | 5 50 |
| 2 oz. " " | 9 00 |
| 2 oz. Spruce essence | 6 00 |
| 2 oz. " " | 9 00 |
| 2 oz. Anchor extracts | 12 00 |
| 4 oz. " " | 21 00 |
| 1 oz. " " | 36 00 |
| 1 lb. " " | 70 00 |
| 1 oz. Flat " | 9 00 |
| 2 oz. Flat bottle extracts | 18 00 |
| 2 oz. Square " | 21 00 |
| 4 oz. " " corked) | 36 00 |
| 8 oz. " " " | 72 00 |
| | Per doz. |
| 8 oz. " glass stop extracts | 3 50 |
| 8 oz. " " " | 7 00 |
| | Per doz. |
| 2½ oz. Round quintessence extracts | 2 00 |
| 4 oz. Jockey decanters " | 3 50 |

### FOOD.

| | Per doz. |
|---|---|
| Robinson's Patent Barley ½ lb tins | 1 25 |
| " " " 1 lb. tins | 2 25 |
| " " Groats, ½ lb. tins | 1 25 |
| " " " 1 lb. tins | 2 25 |

### GINGER ALE & SODA WATER

| | per doz. |
|---|---|
| Cantrell & Cochrane's Imported Ginger Ale and Club Soda Water | $1 40 |

### JAMS AND JELLIES.

SOUTHWELL'S GOODS. Frank Magor & Co., Agents.

| | per doz |
|---|---|
| Orange Marmalade | 1 |
| Clear Jelly Marmalade | 1 80 |
| Strawberry W. F. Jam | 2 00 |
| Raspberry " " | 2 00 |
| Apricot " " | 1 75 |
| Black Curran " | 1 85 |
| Other Jams, W. F. | 1 55 1 90 |
| Red Currant Jelly | 2 75 |

Jams— T. UPTON & CO.

| | |
|---|---|
| 12-oz. glass jars, per doz | $0 95 |
| 1-lb. glass jars 2 doz. in case, per doz | 1 50 |
| 2½-lb. tin pail, 2 doz. in crate, per lb. | 0 09 |
| 5-lb. tin pails, 8 pails in crate, per lb | 0 06 |
| 7-lb wood pails, 6 " " " | 0 06 |
| 14-lb. wood pails, per lb | 0 06 |
| 30-lb " " " | 0 06 |

Jellies—

| | |
|---|---|
| 1-lb. glass jars, per doz | $1 50 |
| 7-lb. wood pails, per lb | 0 09 |
| 14-lb. " " " | 0 09 |
| 30-lb. " " " | 0 09 |

### LICORICE.

YOUNG & SMYLIE'S LIST.

| | |
|---|---|
| 5-lb. boxes, wood or paper, per lb | $0 40 |
| Fancy boxes (35 or 50 sticks) per box | 1 5 |
| "Ringed" 5 lb. boxes, per lb | 0 40 |
| "Acme" Pellets, 5 lb. cans, per can | 2 00 |
| "Acme" Pellets, fancy boxes 40) per box | 1 50 |
| Tar, Licorice and Tolu Wafers, 5 lb. cans, per can | 2 00 |
| Licorice Lozenges, 5 lb. glass jars | 1 75 |
| " " 20 5 lb. cans | 1 50 |
| "Purity" Licorice 10 sticks | 1 45 |
| " " 100 sticks | 0 73 |
| Dulce large cent sticks, 100 in box | |

### LIQUORS.

COGNAC IN CASES.

Ph. Richard.

| | |
|---|---|
| S.O. Quarts, 12's | $22 50 |
| F.C. " " | 15 00 |
| F.C. 1-15 bottles, 180's | 2 00 |
| V.S.O.P. " " | 12 00 |
| V.S.O.P. pints, 24's | 13 00 |
| V.S.O.P. ½-pints, 48's | 14 00 |
| V.S.O.P. 1-15 bottles, 180's | 20 00 |
| V.S.O. quarts, 12's | 10 00 |
| V.S.O. 1-15 bottles, 180's | 18 00 |
| V.O. quarts, 12's | 8 50 |
| V.O. pints, 24's | 9 50 |
| V.O. ½-pints, 48's | 10 50 |
| V.O. 1-15 bottles, 180's | 14 00 |
| V.O. decanters, 12's | 10 50 |
| V.O. " pints, 20's | 13 00 |
| V.O. flasks, Imp. pints, with thumblers | 9 75 |
| V.O. " Reputed " 24's | 10 50 |
| V.O. " no " 48's | 9 50 |

Chas. Couturier.

| | |
|---|---|
| Quarts, 12's | 7 00 |
| ½ bottles, 24's | 8 00 |
| ¼ " 48's | 9 00 |
| 1-15 bottles, 180's | 13 50 |
| Flasks, 24's | 8 00 |
| ½ Flasks, 48's | 9 00 |
| Flasks Imperial pints, Copsule, 16's | 8 00 |

F. Marion & Cie.

| | |
|---|---|
| Quarts, 12's | 6 00 |
| ½ bottles, 24's | 7 00 |
| ¼ " 48's | 8 00 |
| Flasks, reputed 24's | 7 00 |
| Flasks, ½-pints, 48's | 8 00 |
| 1-15 bottles, 180's | 12 50 |
| Flasks, Imp. pints with thumblers, 16's | 8 00 |

Cognac In Wood.

Ph. Richard.

| | Gals. | Oct's. | Oct's. | Bbls. | Hhds. |
|---|---|---|---|---|---|
| | | ½ | | | |
| Couturier | $4 00 | $3 95 | $3 85 | $3 80 | .... |
| Marion | 3 75 | 3 60 | 3 50 | 3 40 | .... |
| Ph Richard V.S.O.P | 5 50 | 5 35 | 5 25 | 5 00 | .... |
| Richard V.O. proof. | 4 25 | 4 10 | 4 00 | 3 90 | 3 80 |
| Richard 5 up. proof V. O. | 4 00 | 3 80 | 3 70 | 3 50 | 3 40 |
| Richard Fine champagne | 6 00 | 5 90 | .... | .... | .... |

Gin—Pollen & Zoon, in Cases.

| | |
|---|---|
| Red, 15's | $10 00 |
| Green, 12's | 5 00 |
| Poney, 12's | 2 50 |

Gin Pollen & Zoon, in Wood.

| | Gals. | Oct's. | Oct's. | Bbls. | Hhds. |
|---|---|---|---|---|---|
| | | ½ | | | |
| Gin, P. & Z. | $3 15 | $3 05 | $3 05 | $3 00 | $2 95 |

Mitchell Bros. Limited - Scotch.

| | 1 case. | 5 cases. |
|---|---|---|
| Heather Dew, ordinary qts. 12's | $ 7 00 | $ 6 75 |
| Heather Dew, stone jars, Imperial, 12's | 12 50 | 12 25 |
| Heather Dew, oval flasks, quart, 12's | 11 25 | 11 00 |
| Special Reserve, oval, pts. 24s. | 11 75 | 11 50 |
| " " ordinary qts., 12's | 9 00 | 8 75 |
| Special Reserve, ½ bottles, pints, 24s | 10 00 | 9 75 |
| Extra Special Liqueur, flagon, 12's | 9 50 | 9 25 |
| Extra Special Liqueur, ordinary bottles, 12's | 9 50 | 9 25 |
| Heather Dew, flasks, 48's | 12 00 | 11 75 |
| " " ½ flasks, 60's | 9 00 | 8 75 |
| Mullmore, Imperial oval quart flasks, 12's | 10 00 | 9 75 |
| Mullmore, flasks, Imperial pints, 24's | 10 50 | 10 25 |
| Mullmore, flaskr, ordinary pints, 24's | 7 75 | 7 50 |
| Mullmore, ½ flasks, ordinary, 48's | 9 00 | 8 75 |
| Mullmore, ordinary quarts, 12's | 6 50 | 6 25 |
| Mullmore ordinary pints 24's | 7 50 | 7 25 |

Scotch Whiskey in Wood.

| | Gals. | ½ Oct's. 9gals. | Oct's. 17gals. | Bbls 40gals. |
|---|---|---|---|---|
| Special Reserve | $4 50 | $4 25 | $4 15 | $3 90 |
| Heather Dew "A" | 4 00 | 3 85 | 3 75 | 3 65 |


**RECKITT'S Blue and Black Lead** {ALWAYS GIVE YOUR CUSTOMERS SATISFACTION

Extra Special Liqueur .... 5 00 4 90 4 80 4 75
Old Scotch... 3 75 3 70 3 65 3 50

Whiskey in Cases.

Mitchell Bros., Limited—Irish.

Cruiskeen Lawn, stone jar, 12's.....$12 50
Old Irish, flasks, Imp. quarts, 12's. .... 11 25
" Special, quarts, 12's ..... 9 00
" " Imp. pints, 24's ..... 11 75
" round bottles, quarts, 12's.... 6 50
" round ½-bottles, pints, 24's.. 8 00
" 10-o . flasks, 48's..... 12 00
" 5-oz. flasks, 60's ..... 9 00

Irish Whiskey in Wood.

| | Gal. | ½-Oct. | Oct. | Bbl. |
|---|---|---|---|---|
| Mitchell, "Special Old" | $4 50 | $4 40 | $4 25 | $4 10 |
| Mitchell, "Old" | 4 00 | 3 90 | 3 75 | 3 65 |
| " "B" | 3 50 | 3 40 | 3 30 | 3 25 |
| " "C" | 3 00 | 2 | 2 80 | 2 75 |

Champagne Wine in Cases.

Duc de Pierland, quarts, 12's .....$14 00
" " pints, 24's ..... 15 00
Cardinal, quarts, 12's ..... 12 50
" pints, 24's ..... 13 50
Vve. Amiot Carte d'Or, quarts, 12's.... 16 00
" " pints, 24's..... 17 00
" " d'Argent, quarts, 12's 10 50
" " pints, 24's. 11 50

Blandy Bros Wine.

Blandy's Madeira Wine, in cases.

Very Superior, quarts, 12's ..... 8 50
Special Selected, quarts, 12's..... 10 00
London Particular, quarts, 12's..... 13 00

Blandy's Malaga, in cases.

Pale Sweet Blue Label, quarts, 12's. .. 7 50
" White Label, quarts, 12's . 10 00

Blandy's Sherry, in cases.

Manzanilla, quarts, 12's ..... 8 50
Morosa, quarts, 12's..... 11 00

Blandy's Port Wine, in cases.

Good Fruity, quarts, 12's ..... 7 50
Invalid Special, quarts, 12's..... 12 00

Blandy Bros'. Wine in Wood.

| | Gal. | Octave. |
|---|---|---|
| Madere, No. ½ ..... | $3 50 | $3 00 |
| " No. ¾ ..... | 4 50 | 4 00 |
| Malaga Pale Sweet ..... | 3 00 | 2 75 |

| Canadian Whiskies. | In barrels. per gal. |
|---|---|
| Gooderham & Worts, 65 O.P. | $ 4 50 |
| Hiram Walker & Sons " | 4 50 |
| J. P. Wiser & Son " | 4 49 |
| J. E. Seagram " | 4 49 |
| H. Corby " | 4 49 |
| Gooderham & Worts, 50 O.P. | 4 10 |
| Hiram Walker & Sons " | 4 10 |
| J. P. Wiser & Son " | 4 09 |
| J. E. Seagram " | 4 09 |
| H. Corby " | 4 09 |
| Rye, Gooderham & Worts | 2 20 |
| " Hiram Walker & Sons | 2 20 |
| " J. P. Wiser & Son | 2 19 |
| " J. E. Seagram | 2 19 |
| " H. Corby | 2 19 |
| Imperial, Walker & Sons | 2 90 |
| Canadian Club, Walker & Sons | 3 60 |

| | Less than one bbl. per gallon. |
|---|---|
| 65 O. P. | $4 55 |
| 50 O. P | 4 15 |
| Rye | 2 25 |

## LYE (CONCENTRATED).

GILLETT'S PERFUMED.

| | Per case. |
|---|---|
| 1 case of 4 doz | $ 3 60 |
| 3 cases " | 3 50 |
| 5 " | 3 40 |

## MINCE MEAT.

Wethey's Condensed, per gross net $12 00
" per case of doz. net..... 3 00

## MUSTARD.

COLMAN'S OR KEEN'S.

D. S. F., ¼ lb. tins, per doz. ..... $1 40
" ½ lb. tins, " ..... 2 50
" 1 lb. tins, " ..... 5 00
Durham ¼ lb. jar, per jar ..... 0 75
" 1 lb. " " ..... 0 25
F. D., ¼ lb. tins, per doz. ..... 0 85
" ½ lb. tins ..... 1 45

HENRI JONAS & Co. Per gross

Pony size..... $7 50
Imperial, medium ..... 9 00
Imperial, large ..... 12 00
Tumblers..... 12 00

| | Per gross |
|---|---|
| Mugs ..... | 13 20 |
| Pint jars ..... | 18 00 |
| Quart jars ..... | 4 00 |

E. D. MARCEAU Montreal.

"Condor," 12-lb. boxes—

¼-lb. tins .....per lb. 0 35
½-lb. tins ..... " 0 33
1-lb. tins ..... " 0 32½
4-lb. jars.....per jar 1 20
1-lb. jars..... " 0 35

"Old Crow," 12-lb. boxes—

¼-lb. tins .....per lb. 0 25
½-lb. tins ..... " 0 23
1-lb. tins..... " 0 22½
4-lb. jars.....per jar 0 70
1-lb. jars..... " 0 25

## OLIVE OIL

| | per case |
|---|---|
| Barton & Guestier's quarts..... | $8 00 |
| " " pints ..... | 9 00 |

## ORANGE MARMALADE.

T. UPTON & CO.

1-lb. glass. 2 doz. case, per doz.. $1 00
7-lb. pails and 5 lb. tins..... 0 06
14 and 30-lb. pails ..... 0 06

## PICKLES.

STEPHENS'.

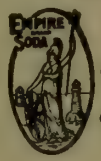
A. P. Tippet & Co., Agents.

Patent stoppers (pints) per doz. .... 2 30
Corked (pints), " ... 1 90

## SODA.—COW BRAND.




Case of 1 lbs. containing 60 pkgs. per box, $3.00
Case of ½ lbs. (containing 120 pkgs. per box, $3.00.
Case of 1 lbs. and ½ lbs. (containing 80 1 lbs. and 60 ½ lb. packages) per box, $3.00.
Case of 5c. pkgs (containing 96 pkgs) per box, $3.00.




EMPIRE BRAND.

Brunner, Mond & Co.

Case 120 ½-lb. pkts. (60 lb.) per case $2 70.

Case 96 10-oz. pkts. (60 lb.) per case $2.80.

## SOAP




A. P. TIPPET & CO., AGENTS
Maypole Soap, colors per grs. $10.20.
Maypole Soap, black per grs. $15.30
Oriole Soap, per gross, $10.20.

Gloriola Soap, per gross..... 12 00
Straw Hat Polish, per gross..... 10 20

## STARCH.

EDWARDSBURG STARCH CO., LTD.

| Laundry Starches— | per lb. |
|---|---|
| No. 1 White or Blue, 4-lb carton | 0 06½ |
| No. 1 " " 3-lb. " | 0 06½ |
| Canada Laundry ..... | 0 05½ |
| Silver Gloss, 6-lb. draw-lid boxes | 0 08 |
| Silver Gloss, 6-lb. tin canisters.. | 0 08 |
| Edwards'g Silver Gloss, 1-lb. pkg. | 0 08 |
| Kegs Silver Gloss, large crystal | 0 07 |
| Benson's Satin, 1-lb. cartons.... | 0 08½ |
| No. 1 White, bbls. and kegs .... | 0 05¾ |
| Benson's Enamel, per box, $1 50 to 3 00 | |

| Culinary Starch— | |
|---|---|
| Benson & Co.'s Prep. Corn..... | 0 07¼ |
| Canada Pure Corn..... | 0 05¾ |
| Rice Starch— | |
| Edwardsburg No. 1 white, 1-lb. car | 0 10 |
| Edwardsburg No. 1 White or Blue, 4-lb. lumps..... | 0 08½ |

BEE STARCH.

| | |
|---|---|
| Cases, 64 pkgs. 48's..... | $5.00 |
| ¼ Cases, 32 pkgs. 24's..... | 2.50 |

Packages 10c. each.

BRANTFORD STARCH WORKS, LIMITED.

Ontario and Quebec.

| Laundry Starches— | |
|---|---|
| Canada Laundry, boxes of 40 lbs. | $0 05½ |
| Acme Gloss Starch— | |
| 1-lb. cartons, boxes of 40 lbs.... | 0 06 |
| Finest Quality White Laundry— | |
| 3-lb. Canisters, cases of 48 lbs... | 0 06½ |
| 4-lb. " " " ... | 0 06½ |
| Barrels, 200 lbs..... | 0 05¾ |
| Kegs, 100 lbs..... | 0 05¾ |
| Lily White Gloss— | |
| 1-lb. fancy cartons cases 30 lbs. | 0 08 |
| 6-lb. toy trunks, 8 in case..... | 0 08 |
| 6-lb. enameled tin canisters, 8 in case ..... | 0 08 |
| Kegs, ex. crystals, 100 lbs .... | 0 07 |
| Brantford Gloss— | |
| 1-lb. fancy boxes, cases 36 lbs... | 0 08½ |
| Canadian Electric Starch— | |
| Boxes of 40 fancy pkgs, per case | 3 00 |
| Celluloid Starch— | |
| Boxes of 45 cartons, per case... | 3 50 |

Culinary Starches—

| | |
|---|---|
| Challenge Prepared Corn— | |
| 1-lb. packages, boxes 40 lbs.... | 0 05¾ |
| No. 1 Brantford Prepared Corn— | |
| 1-lb. packages, boxes 40 lbs.... | 0 07¼ |
| Crystal Maize Corn Starch— | |
| 1-lb. packages, boxes 40 lbs.... | 0 07¼ |

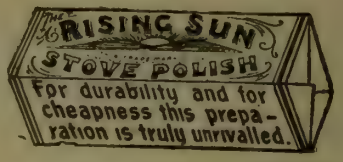
## STOVE POLISH.







No. 4—3 dozen in case, per gross .. 4 80
" 6—3 dozen in case, " " ... 8 40




| | Per gross |
|---|---|
| Rising Sun 6-oz. cakes, ½-gross bxs | 50 |
| Rising Sun, 3-oz. cakes, gross boxes.. | 4 50 |
| Sun Paste 10c. size, ½ gross boxes.. | 10 00 |
| Sun Paste, 5c. size, ¼ gross boxes.. | 5 0 |

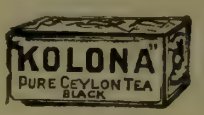



## TEAS.




SALADA CEYLON.

| | Wholesale | Retail |
|---|---|---|
| Brown Label, 1's ..... | 0 20 | 0 25 |
| " " ½'s ..... | 0 21 | 0 26 |
| Green Label, 1's and ½s..... | 0 22 | 0 30 |
| Blue Label, 1s, ½s, ¼s and ⅛s.. | 0 30 | 0 40 |
| Red Label, 1s and ½s..... | 0 36 | 0 50 |
| Gold Labe ⅛s..... | 0 44 | 0 60 |




Ceylon Tea, in 1 and ½ lb. lead packages black or mixed.

| | |
|---|---|
| Black Label, 1-lb., retail at 25c.... | 0 19 |
| " ½-lb., " " " .... | 0 20 |
| Blue Label, retail at 30c..... | 0 22 |
| Green Label " 40c..... | 0 28 |
| Red Label " 50c..... | 0 35 |
| Orange Label, retail at 50c..... | 0 42 |
| Gold Lab " 80c..... | 0 55 |




| | | |
|---|---|---|
| Cases each 50 1-lbs..... | .... | 0 35 |
| " " 60 ½-lbs. } 30 1-lbs..... } | .... | 0 35 |
| 120 ¼-lbs ..... | .... | 0 36 |




LUDELLA CEYLON, 1's AND ½'s PKGS.

| | | |
|---|---|---|
| Blue Label, 1's..... | 0 18½ | 0 25 |
| Blue Label, ½'s ..... | 0 19 | 0 25 |
| Orange Label, 1's and ½'s... | 0 21 | 0 30 |
| Brown Label, 1's and ½'s.... | 0 28 | 0 40 |
| Brown Label, ¼'s. ..... | 0 30 | 0 40 |
| Green Label, 1's and ½'s.... | 0 35 | 0 50 |
| Red Label, ½'s..... | 0 40 | 0 60 |

CROWN BRAND

| | Wholesale | Retail |
|---|---|---|
| Red Label, 1-lb. and ½'s..... | 0 35 | 0 50 |
| Blue Label, 1-lb. and ½'s..... | 0 28 | 0 40 |
| Green Label, 1-lb..... | 0 19 | 0 25 |
| Green Label, ½'s..... | 0 20 | 0 25 |
| Japan, 1s..... | 0 19 | 0 25 |

E. D. MARCEAU, Montreal.

| | |
|---|---|
| Japan Teas— | |
| "Condor" I 40-lb. boxes..... | 0 37½ |
| EMD AAA 40-lb. boxes ..... | 0 37½ |
| "Condor" II 40-lb. boxes..... | 0 36 |
| " II 80-lb. " ..... | 0 35 |
| " III 80-lb. " ..... | 0 32½ |
| " IV 80-lb. " ..... | 0 30 |
| " X 80-lb. " ..... | 0 30 |
| " V 80-lb. " ..... | 0 2[illegible]½ |
| " XXXX 80-lb. boxes .. | 0 24 |
| " XXX 30-lb. " .. | 0 25 |
| " XXX 80-lb. " .. | 0 21¼ |
| " XXX 30-lb. " .. | 0 22½ |
| " XX 85-lb. " .. | 0 19 |
| " LX lead packets .... | |
| " Assorted cases (1 and ½ lb.) to retail at 40c. | 0 28½ |
| " L lead packets..... | |
| " Assorted cases (1 and ½ lb.) to retail at 25c. | 0 19½ |
| Black Teas—"Nectar," in lead packets— | |
| Green label .....retails 0 26 at | 0 20 |
| Chocolate label ... " 0 35 " | 0 25 |
| Blue label ..... " 0 50 " | 0 36 |
| Maroon label ..... " 0 60 " | 0 45 |
| Fancy tins—Chocolate, 1-lb..... | 0 32½ |
| " " —Blue, 1-lb. ..... | 0 42½ |
| " " —Maroon, 1-lb..... | 0 50 |
| " " —Maroon, 1-lb..... | 1 50 |
| Black Teas—"Old Crow" Blend— | |
| Bronzed tins of 10, 25, 50 and 80 lb. | |
| No. 1.....per lb. | 0 35 |
| No. 2..... " | 0 30 |
| No. 3..... " | 0 25 |
| No. 4..... " | 0 20 |
| No. 5..... " | 0 17½ |

LIPTON'S TEA (in packages).

| | Price per lb |
|---|---|
| No. 1, cases 50 lb., (50 ½-lb. pkgs.... | $0 35 |
| No. 1, cases 50 lb., in 5-lb. tins ..... | 34 |
| No. 2, cases 50 lb., (50 ½-lb. pkgs.... | 35 |
| No. 2, cases 50 lb., (25 1-lb. pkgs..... | 29 |
| No. 2, cases 50 lb., in 5-lb. tins ..... | 28 |
| No. 3, cases 50 lb., (50 ½-lb. pkgs .... | 29 |
| No. 3, cases 50 lb., (25 1-lb. pkgs..... | 23 |
| No. 3, cases 50 lb., in 5-lb. tins..... | 22 |
| Green Ceylon, No. 1, (50 ½-lb. pkgs .. | 23 |
| Green Ceylon, No. 1, (25 1-lb. pkgs.... | 35 |
| Green Ceylon, No. 2, (50 ½-lb. pkgs.. | 34 |
| Green Ceylon, No. 2, (25 1-lb pkgs.... | 29 |

## TOBACCO.

THE EMPIRE TOBACCO CO., LIMITED.

| | |
|---|---|
| Smoking—Empire, 3½s. 5s and 10s.... | 0 39 |
| Royal Oak, 2 x 3, 80 ace, 8s..... | 0 52 |
| Something Good, 7s ..... | 0 48 |
| Chewing—Bobs, 5s and 10s..... | 0 36 |
| Currency, 13¾ oz. bars, spaced 9s.. | 0 39 |
| Currency, 6s and 10s..... | 0 39 |
| Old Fox, narrow 10s..... | 0 39 |
| Snowshoe, 1-lb. bars, spaced 6s.... | 0 43 |
| Pay Roll, 6s..... | 0 44 |

## VINEGARS.

E. D. MARCEAU, Montreal.

| | Per gal. |
|---|---|
| EMD, pure distilled, highest quality. | 0 30 |
| Condor, pure distilled..... | 0 25 |
| Old Crow..... | 0 20 |

Special prices to buyers of large quantities.

MICHEL LEFEBVRE.

| | |
|---|---|
| Bull Dog, quadruple strength, regist'd | 0 55 |
| Lion "L" brand, registered..... | 0 38 |
| Imperial, triple strength, registered | 0 33 |
| Cote D'Or, extra super, registered.. | 0 30 |
| " household vinegar, registered | 0 28 |
| Crystal Pickling, extra..... | 0 28 |
| " ordinary ..... | 0 23 |
| White Wine, XXX ..... | 0 25 |
| " " XX ..... | 0 20 |
| " " X ..... | 0 17 |
| Cider, XXX..... | 0 27 |
| " XX..... | 0 22 |
| " X..... | 0 17 |
| Pure English Malt, triple strength.. | 0 45 |
| " " " double strength | 0 35 |
| " " " single strength.. | 0 25 |
| Distilled white malt vinegar..... | 0 50 |

JOHN HOPE & CO., MONTREAL.

| | |
|---|---|
| Sir Robert Burnett & Co.'s English Malt Vinegar ... | 0 60 |

## WOODENWARE

UNITED FACTORIES, LIMITED.

| | |
|---|---|
| Washboards, Leader Globe..... | 1 50 |
| " Improved Globe..... | 1 60 |
| " Standard Globe..... | 1 80 |
| " Solid Back Globe ..... | 1 95 |
| " Jubilee (perforated).... | 1 95 |
| " Crown..... | 1 35 |

| | Per doz. |
|---|---|
| No. 1 2-hoop pails..... | 1 55 |
| " 1 3 " ..... | 1 70 |
| " 0 Tubs ..... | 8 50 |
| " 1 " ..... | 7 00 |
| " 2 " ..... | 6 00 |
| " 3 " ..... | 5 25 |

## YEAST.

| | |
|---|---|
| Royal yeast, 3 doz. 5c.-pkgs. in case.. | 1 00 |
| Gillett's Cream yeast, 3 doz ..... | 1 00 |
| Jersey Cream yeast cake, 3 doz. 5c.. | 1 00 |
| Victoria " " 3 doz. 5c.. | 1 00 |
| " " " 3 doz. 10c.. | 1 80 |

NIXEY'S REFINED BLACK LEAD

By Appointment to H.M. the KING of the British Empire.

Sole Manufacturer of "Cervus" Square and Bag and Pepperbox Blues, and "Silver Moonlight" Stove Polish.

W. G. NIXEY, 12 Soho Square, LONDON, ENG.

Canadian Representative: MR. H. T. BAKER.

OUR TRADE A MARK
AUER LIGHT MANTLES
LONGEST LIFE & BRIGHTEST
OUR TRADE A MARK

**Our Chief Business**



is making mantles that last the longest and give the most light. A is indelibly branded on the best mantles made.

Our factory is equipped with up-to-date appliances; our output is the largest; our goods the most reliable—We use nickel steel wire supports.

We handle other goods, in such quantities that we can quote you lower prices than you can import them for. No charge for cases or packing.







Write for our quotations on:

HIGH GALLERIES } Best
LOW " } Quality
HIGH GALLERIES } 2nd
LOW " } Quality
STRAIGHT CHIMNEYS
BARREL "
MICA "
MICA CANOPIES
OPAL SHADES PEAR GLOBES
APPLE GLOBES SUNDRIES

AUER LIGHT CO., - MONTREAL.

*More Money for you.*

**"Empire" Soda** gives you a better profit than any other package Soda on the market.

*Better goods for your customer.*

**"Empire" Soda** will give your customers better satisfaction than any other soda on the market.

**WINN & HOLLAND,**

SOLE AGENTS FOR CANADA,

MONTREAL.

**ADVERTISING in WESTERN CANADA**

will be Carefully, Efficiently, and Promptly attended to by

**The Roberts Advertising Agency,**

WINNIPEG, CANADA

**THE "GLEANER"**

KINGSTON, JAMAICA, B.W.I.

The Newspaper with the Largest Circulation in Jamaica and the West Indies.

Canadian manufacturers, merchants, etc., desiring to do business with this country and introduce their goods in this market, should put an advertisement in "THE GLEANER."

Write for scale of charges, etc., to

THE GLEANER CO.,
Limited

"Gleaner" Office, . . .KINGSTON, JA.

**BASKETS**

We make them in all shapes and sizes. We have

*Grain and Root Baskets,*
*Satchel Lunch Baskets*
*Clothes Baskets,*
*Butcher Baskets,*

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

**Oakville Basket Co.**

Oakville, Ont.

**BUSINESS NEWS**

of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

Write us, giving us particulars of what you want and where you want it from, and we will quote you prices by return.

"Clippings from any Canadian paper on any subject."

**CANADIAN PRESS CLIPPING BUREAU,**

232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.

10 Front St. E., Toronto. Telephone Main 2701.

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER.

The Best Grocers make a point of Keeping it always in Stock.




**Don't use this kind of a light**

but write us for prices on any kind of Lamps or fittings.

We manufacture lamps and can suit you.

**LAMP CHIMNEYS**

WITH THESE LABELS

**ARE THE BEST.**

For Lime Flint. For Lead Flint.

# GOWANS, KENT & CO.

Wholesale

Crockery and Glassware
China and Lamp Goods

TORONTO and WINNIPEG.




# WETHEY'S CONDENSED MINCE MEAT

**Quality Unsurpassed. Purity Unquestionable.**

There is money in handling Wethey's Condensed Mince Meat, and the grocer who pushes the sale of it is sure to profit by sales of other things.

Do not let customers go around the corner for Wethey's. If they go for Wethey's, they will go for other things too.

Manufactured by

## J. H. WETHEY,

LIMITED,

ST. CATHARINES, ONT.

# Crosse & Blackwell, Limited

## *Pickles, Sauces, Jams and Preserved Provisions.*

## C. E. COLSON & SON, MONTREAL.

CHAS. F. CLARK, President. JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

# BRADSTREET'S

**Capital and Surplus, $1,500,000.** **Offices Throughout the Civilized World.**

**Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.**

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OTTAWA, ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

**OAKEY'S** The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters.

'WELLINGTON'

**KNIFE POLISH**

## JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

JOHN FORMAN, 644 Craig Street

MONTREAL

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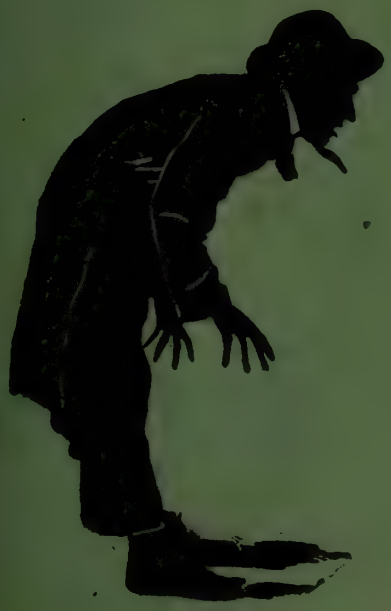
THE CANADIAN GROCER AND GENERAL STOREKEEPER

CIRCULATES IN EVERY PROVINCE

QUALITY..

When a salesman talks price to you
**Ask him about QUALITY**
When he talks quantity . . .
**Ask him about QUALITY**
When he talks merit to you . .
**Ask him about QUALITY**

That's the
**STRONG POINT**
in
**Colman's Mustard**



"IMPERIAL" White Wine Vinegar . . .

Most Perfect in Manufacture.
Most Satisfactory in Results.

Your customers can be absolutely assured that they are getting the highest quality of Vinegar—unexcelled as a keeper of pickles—adding flavor to all sauces, catsups, etc.

Have you ordered your Vinegar for the winter months? If not, ask your grocery house for particulars. Should they suggest another Vinegar, **insist on seeing samples, and convince yourself of the decided superiority of "IMPERIAL" over ordinary Vinegar.**

We find this brand of Table and Dairy

# SALT

rapidly increasing in favor—

WHY?

# BRUSSELS

**Because**

1. It is PURE.
2. It is Fine and White.
3. It is put up in neatly sewn, attractively printed packages.
4. There is no fault to be found with it.

R. & J. RANSFORD,

Established 1858

Clinton, Ont.




# LICORICE . . .

We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, plain and corrugated; Acme Licorice Pellets; Y. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLIABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and Golf-Sticks, 100 to box; Blow Pipes, 200 and 300 to box; Manhattan Wafers, 2½-lb. boxes; Curved Stem Pipes, 200 to box. Write for illustrated catalogue.

YOUNG & SMYLIE

Established 1845. BROOKLYN, N.Y.

# JUST WHAT YOU WANT

## TIME AND LABOR SAVER

## The "ENTERPRISE" ELECTRIC

RAPID GRINDING AND PULVERIZING **Mill**

Will be furnished for Direct or Alternating Current to suit all conditions

## 25 to 50 lbs. of Coffee

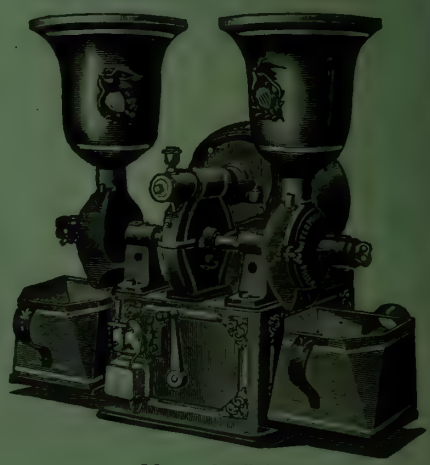
CAN BE GROUND FOR **ONE CENT**

One Grocer says: It has almost doubled our Coffee Trade, I consider it a Good Investment and Advertisement.

DESCRIPTIVE CATALOGUE ALSO TESTIMONIAL PAMPHLET MAILED FREE

The Enterprise Mfg. Co. of Pa., PHILADELPHIA, PA. U. S. A.

GRANULATOR PULVERIZER



No. 08712

*Height 51 inches; Width 32 inches;*
*Length 25 inches; Weight 320 pounds*

*PRICE ON APPLICATION*

*Grinding Capacity*
*Granulating, 2 pounds per minute*
*Pulverizing, ¼ pound per minute*

*Capacity of Iron Hoppers, 6 lbs. of Coffee*
*Capacity of Nickel-Plated Hoppers, 7½ lbs. "*

High Quality Draws High-Class Trade

## MacUrquarht's Worcester Sauce.

A rich, full-bodied Sauce, brewed with the utmost care and allowed to mature for many months in the vats before it is bottled. ***Not shipped to this country and bottled here, but bottled in England.*** Its rich, round, full "body" gives great strength, piquancy and delicacy of flavor making it the most economical Sauce to use, because a little of it goes a great ways. A Sauce of high quality, and "high quality draws high class trade" you know.

## "Griffin" Brand Dried Fruits.

There is nothing finer in Prunes, Seeded Raisins, Dried Apricots, Peaches and Pears than the Griffin & Skelley "Griffin" Brand. The conscientious selection of only the best fruits, from the largest vineyards and orchards on the Pacific Coast—the cleanliness—the skill of the growers and packers make the "Griffin" Brand a peerless one.

It reaches you in the original package, just as it leaves the hands of the vineyard owners. It has a record for high quality that is unsurpassed.

Order for Fall delivery.

---

ARTHUR P. TIPPET & CO., Agts.,
8 Place Royale, Montreal. 23 Scott St., Toronto.

FRASER GROWS RUIT

WRITE OR WIRE

J. D. FRASER

Leamington,

for Early Tomatoes, Cucumbers, Muskmelons, **PEACHES** and Watermelons by the car load.

GOLD MEDAL, PARIS, 1900.

**Walter Baker & Co.'s**

PURE, HIGH GRADE

**Cocoas and Chocolates.**



TRADE-MARK.

**Breakfast Cocoa.**—Absolutely pure, delicious, nutritious, and costs less than one cent a cup.

**Premium No. 1 Chocolate.**—The best plain chocolate in the market for drinking and also for making cake, icing, ice-cream, etc.

**German Sweet Chocolate.**—Good to eat and good to drink; palatable, nutritious, and healthful.

**WALTER BAKER & CO. Ltd.**

ESTABLISHED 1780.

**DORCHESTER, MASS.**

BRANCH HOUSE, 12 and 14 St. John St., MONTREAL.

TRADE-MARK ON EVERY PACKAGE.




**Downweight is a Thief**

**Stealing Your Profits Every Time You Use Your Scales. . . .**

The Toledo Springless, Automatic, Computing Scale, **"The Scale with Brains,"** is the only scale in the world that positively stops the giving of **DOWNWEIGHT.** It is the only Automatic Computing Scale in the world without springs. No hand operation in weighing; no prices to set; no levers to move; no weights to lift; no poises to shift; you simply place the article to be weighed on the scale, and the scale instantly and automatically shows in plain figures:

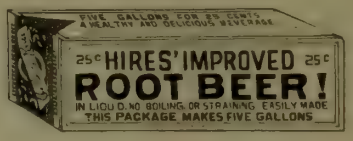
1. The weight of the article in pounds and ounces.
2. The price per pound.
3. The total value of the article in dollar and cents.

It is a mechanical wonder, marvelous in its Simplicity, Sensitiveness, Accuracy and Rapidity of Operation. Made in many styles and sizes for all kinds of stores. Write to-day for illustrated catalogue.

**Toledo Computing Scale Co.**

**DEAN & McLEOD,**

Canadian Agents, HAMILTON, ONT.




**The warm weather quickly tires.**

**Don't it make you think of HIRES'?**

Beware of cheap imitations which are offered every season to the trade.

**HIRES' ROOT BEER**

was the first on the market; holds first place to-day and has never yet been equalled for quality.

**Price, in lots of one gross and over - - - - per gross $20.40**

**Price, in 5-gross lots and over - - - - - - " $19.40**

**Freight Prepaid on Two Gross and Upwards.**

SEND YOUR ORDER TO.... **W. P. DOWNEY, Sole Canadian Agent,**

**20 and 22 St. Peter Street, - MONTREAL.**

Handbills, Showcards, etc., on receipt of Business Card.

# We want your judgment.



We want to have our Marguerite Cigars judged by every grocer in Canada. If there's a groceryman anywhere, selling tobaccos and cigars, who hasn't handled "Marguerites" we'd like to hear from him.

Our firm belief is that this cigar represents the very best value obtainable. We've been long enough in the business to know all about tobacco, and there isn't a leaf put into a Marguerite Cigar we'd be ashamed to show any customer. Take a trial lot. Test them, and let your customers do the same. We stake our reputation

on **"Marguerite" Cigars.**

**Geo. E. Tuckett & Son Co., Limited**

**HAMILTON.**

## TRADE WINNERS.

Do you want to increase the business of your cigar department? Do you want to get a permanent trade of satisfied customers?

My cigars will do this for you—and the start is very simple and costs you nothing. I will send you a trial order of 1,000 cigars, including one or two hundred each of my two leaders, "Pharaoh" at 10 cents and "Pebble" at 5 cents, and I prepay all charges. If at any time within six months you don't like the bargain, send me the cigars and get your money back.

I know that the smokers who buy my cigars of you will buy them regularly.

**J. Bruce Payne,**
**Cigar Mfr.** **GRANBY, QUE.**

## "Sterling" Brand Pickles.

That a high-class pickle can catch and hold the trade is proved by the popularity of our "Sterling" Brand Pickles and relishes. A grocer stocking up with this brand may be assured of steady and satisfactory sales.

**T. A. LYTLE & CO.**
**124-128 Richmond St., West, TORONTO.**

## A Steady Rise

## MOLINA BREAKFAST FOOD

has grown in popular favor steadily. It is not a sky-rocket—a brilliant flash and then ashes. Every year has shown a marked but material increase as its general merits become more widely known. When it makes friends it keeps them. It is a natural and wholesome food of Wheat sterilized and kiln-dried, but not predigested.

Grocers, your customers will appreciate

## MOLINA BREAKFAST FOOD.

The Breakfast Food that "has a flavor like popcorn."

**THE TILLSON CO., Limited, Tillsonburg, Ont.**

# GET YOUR CUSTOMERS

TO TRY SOME SAMPLES OF

# JAPAN TEAS

Permanent demand for the pure, delicately-flavored Japan product is sure to result.

You will soon find the tea-business of your town coming your way. Users of Japan tea are constantly advertising it for you among their friends, and the demand is always increasing.

Permanent, profitable tea trade cannot be built up on any better product than

# JAPAN TEA

**PURE. WHOLESOME. HEALTHFUL.**

JAPAN CENTRAL TEA TRADERS' ASSOCIATION.
Trafalgar Chambers, Sun Life Building Annex.
Tel. Main 4142. MONTREAL, CANADA.




# IMPERIAL MAPLE SYRUP

The Standard from Ocean to Ocean.

**Merit Acknowledged**
**Superiority Admitted.**

## YOUR MONEY BACK

IF NOT SATISFACTORY.

ROSE & LAFLAMME, Agents
**Montreal.**

## "IT MUST PLEASE"

in order that

# IVORY GLOSS STARCH

gain the recognition necessary to make it a success. Our maxim from the beginning of its manufacture has been, "IT MUST PLEASE"—please the consumer, and thereby make it a profitable article for the retailer to handle.

The present popularity of IVORY GLOSS STARCH is altogether due to its many good qualities, recognized by all who use it.

Manufactured by
**THE ST. LAWRENCE STARCH CO.,**
LIMITED
**PORT CREDIT, ONT.**

## WHITTEMORE'S POLISHES.

THE WORLD'S STANDARD.

THE OLDEST AND LARGEST MANUFACTURERS OF SHOE POLISHES IN THE WORLD.




## "GILT EDGE"

The only Ladies' Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful finish. Once tried always used.

LARGEST QUANTITY, FINEST QUALITY.
**For Sale by all Wholesale Grocers.**

# MOLASSES

When ready to buy don't forget to ask us for our quotations on a carload delivered at your station; you will be glad you did so.

**The Dominion Molasses Co.,**
Limited
**Halifax - Nova Scotia.**

HAY CASTLE BRAND
CHOICEST SELECTED CURRANTS
CAREFULLY SELECTED BY THE GROWERS. BY APPOINTMENT – W. H. GILLARD & CO., – SOLE AGENTS. HAMILTON, ONT. FOR CANADA.

PARADISE BRAND
SELECTED CURRANTS.
CAREFULLY SELECTED BY THE GROWERS. BY APPOINTMENT – W. H. GILLARD & CO., – SOLE AGENTS. HAMILTON, ONT. FOR CANADA.

Choicest Productions from the Most Favored Districts in Greece. Fine Flavored, Full, Blue Fruit. Just the kind of currants to please your trade and win their confidence. Our contracts with growers enable us to offer these at about the price of ordinary currants. To sell Haycastle and Paradise means to give unequalled satisfaction. Our range of fruits is full and contains exceptional values. **W. H. GILLARD & CO., Wholesale Grocers, Tea and Coffee Importers, HAMILTON.**




THE DOMINION BREWERY CO., LIMITED

**Brewers and Maltsters**

TORONTO

**Manufacturers of the Celebrated**

# WHITE LABEL ALE

**ASK FOR IT AND SEE THAT OUR BRAND IS ON EVERY CORK.**

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

WM. ROSS, Manager.



TRADE MARK
GROCERS' WHOLESALE CO., LIMITED
UNITY AND QUALITY
HAMILTON.
REGISTERED

# TEA

TRADE MARK
GROCERS' WHOLESALE CO., LIMITED
UNITY AND QUALITY
HAMILTON.
REGISTERED

We offer to the trade on the basis of the best value obtainable (realizing that our samples are not protected by a personal argument, we are obliged to have them at least equal in value to all others), an assortment of the finest qualities in Teas, consisting of: Finest Formosa Oolong, Finest Darjeelings, Finest Ceylons, Finest British India Products, and Finest Scented Orange Pekoe; also Japan Teas, China Young Hysons and Ceylon Green Teas. These teas have been selected with the greatest care, and have been chosen for their cup qualities only.

## Grocers' Wholesale Company, Limited, Hamilton.

**CORRESPONDENCE SOLICITED**

# The Canadian Grocer

AND GENERAL STOREKEEPER.

Vol. XVI. MONTREAL AND TORONTO, SEPTEMBER 19, 1902. No. 38.


## WHAT IS SALESMANSHIP?

From Mahin's Magazine.

THE offer of $25 made in the July issue of this magazine for the best definition of salesmanship brought many interesting replies. Copies of the definitions, without the names of the contestants, were placed in the hands of Mr. James B. McMahon, second vice-president and general sales manager of The N. K. Fairbank Company, who consented to act as judge. His decision, which awards the prize to Mr. George C. Hatt, 978 Broughton street, Vancouver, British Columbia, is given below, with his own interpretation of the subject :

Editor Mahin's Magazine, Chicago :

Dear Sir,—I return herewith the various definitions of "Salesmanship" which you submitted for my judgment as to the best.

I have chosen the following definition as embracing the most essential qualifications of a good salesman :

Salesmanship is that quality in a man, partly inherent, partly acquired, whereby he is able to successfully introduce to, interest in and sell to a prospective customer any article or commodity.

In considering this proposition, I have been embarrassed by the feeling that "salesmanship" is a very comprehensive term, and that there are different classes of salesmen, varying according to the requirements of the different businesses. These distinctions among salesmen are due to the evolution in the modern methods of conducting business, and this evolution now embraces most industries of the country. This is due to the widespread growth of so-called proprietary articles, which are largely developed and mainly sustained by advertising of one form or another. As a consequence, salesmen in the proprietary business, while prerequisite and indispensable, are nevertheless really an auxiliary force to advertising. In other lines of business, such as the marketing of staples, salesmen are still preeminent, and their duties in such lines differ from those of the specialty salesmen, inasmuch as they are the main, if not the sole, reliance of the producers or distributors.

In viewing "salesmanship," therefore, I have chosen to look at it from the advertising standpoint, considering that the proposition has emanated from an advertising source, and, consequently, it seems to me that the qualities that go to make a salesman are those which will introduce in the average store any article of passable merit at approximate market prices. I have always contended with our salesmen for this interpretation of "salesmanship," and I have always insisted that "salesmanship" can place any article for the first time in the average store anywhere. There are other considerations which formerly would have had a controlling influence in determining what constitutes "salesmanship," but, in the sense of selling advertised proprietary goods of fixed value, the proposition is reduced to a simpler form, and involves principally, in my opinion, the ability to persuade a dealer to invest in a proposition which is "cut and dried" for him by his employer. This may be taking a narrow view of the subject, but, as I have said before, a choice must be made of one class of salesmen, and I have chosen this type by reason of its relation to the advertiser. Neither does the type represent the simplest or easiest form of "salesmanship," because the proprietary field is flooded with articles of every class, and it takes a high quality of "salesmanship" to convince a merchant that there is going to be a demand created for every new brand that is offered on the market. I only recently read a report in The Commercial Tribune, of Denver, that there are 163 separate brands of baking powder (or mixtures called such) upon the shelves of grocers in the State of Iowa, yet that every one of these brands were sold to the grocer with a plausible story as to its quality and ready sale. Of course, every grocer had not all these brands on sale, but the average dealer has many of them, no doubt, and, in my judgment, it takes more than average ability to make such an addition to the average dealer's stock ; in fact, more ability, perhaps, than it would have taken to have sold him some ordinary staple that he bought periodically and required only a given quantity of at a time. In the latter case the sale would depend largely on the timeliness of the visit or the personal acquaintance with the dealer.

Other favorable definitions, viewing them from this standpoint, are the following :

The ability to sell goods or other property in a straightforward manner, with satisfaction to all concerned and with the least expenditure of time and money, but having always chiefly in view the benefit to be derived by the person for whom the property is sold. (George L. Beam, Denver, Colorado.)

Salesmanship is the subtle art by which a man who sells property of any description induces his customers first to desire and then to purchase. (William P. Perkins, Brooklyn, New York.)

Ability to gain confidence. Judgment to comprehend a customer. Tact to win and hold progress, and wisdom to determine when a transaction is completed. (W. G. Peters, Chicago.)

Salesmanship is the art of influencing the mind of people. Making them believe it would be to their advantage to have certain things. This may be done either verbally or by means of advertising. (A. C. Eddy, Chicago.)

Yours truly,
J. B. McMAHON,
Second Vice-President,
The N. K. Fairbank Company.

Mr. F. C. Letts, president of The Western Grocery Co., which controls nine of the largest wholesale houses in the country, was also requested to express his understanding of salesmanship as a general term. His reply presents views of more than ordinary interest, and is as follows :

I find many good points in nearly all of these answers on salesmanship. If I had

Don't forget that **we guarantee** the

# Sun Paste Stove Polish.

If these goods are not perfect in every way we shall protect our guaranty.

## MORSE BROTHERS, CANTON, MASS.,

**Proprietors Rising Sun Stove Polish and Sun Paste Stove Polish.**

**For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.**

time I would pick words out of several and make one to suit myself. In going over these definitions and reading them hastily, I find several that are par excellence. The following is a good one and covers many good points.

Salesmanship is that quality in a salesman which enables him within the shortest space of time to place in possession of his customer the greatest amount of satisfactory merchandise, and in the coffers of his employers the greatest amount of profits, while at the same time preserving the lasting respect and good-will of the customer. (D. M. Carter, Jackson, Michigan.)

That definition is almost par excellence. Note that within the shortest space of time he places in possession of his customers the greatest amount of satisfactory merchandise, and, at the same time, and the very thing that he is working for, in the coffers of his employers the greatest amount of profit. A salesman is no good unless he can make profit for his employer, and he cannot continue to be a good salesman unless he does what this definition says—preserve the lasting respect and good-will of the customer. Bearing in mind, please, that he has made a good profit for his employer.

Another good one :

To tell all the truth about a commodity and portray its advantages so convincingly as to produce the absolute conviction and confidence necessary to make a sale, and to maintain such interest and increase sales by educating the purchaser in successful methods of disposing of or using the goods. (A. M. Woodward, Gen. Sales Agt., Acme White Lead and Color Works, Detroit, Michigan.)

There are many good points in this definition, because a good salesman must learn to educate the purchaser in a way so that he can successfully get rid of the goods. Many a man can go out and sell goods to a retailer, we will say; but, then, the retailer may have the goods on his shelf for a long time. So it is necessary that he should educate the purchaser in the successful methods of disposing of or using the goods.

Another definition that contains many good points :

Salesmanship is the science of putting into each day's work honesty in speech, loyalty to employer, the hustle of modern civilization, of being on time, of watching your weak points and strengthening them; of not only keeping your customers, but gaining new ones; of being at all times a gentleman. (H. D. Thurston, Colorado Springs, Colorado.)

This is a good one. For a salesman to be continually successful he must first be honest. Next, he must be loyal to his employers; he must be a hustler; he must be on time. Too many travelling men and salesmen do not realize the necessity of being on time. When they make an engagement, to be there on the moment; when they promise a customer to be in their town on a certain time, to be there right on the dot. And the successful salesman must not only keep his customers, but gain new ones. And a successful salesman nowadays must be a gentleman to succeed.

Another good one :

Salesmanship is best defined by the two words, prudence, magnetism; the exercise of sagacity in securing business, knowledge of the most suitable means to secure new trade; the ability to retain patronage. (Christian Eckhard, St. Louis, Mo.)

As a rule a good salesman does have, and must have, prudence and magnetism; and without the latter, particularly, he does not amount to very much as a salesman.

Another good one :

To convince the merchant against his convictions that he needs the goods, by presenting your sample and calling his attention to the space it occupies in the circular press. Thus to enthuse him to the point of purchasing and pushing them, especially when the sale is introductory, is salesmanship. (Charles A. Humphrey, Oklahoma City, Oklahoma Territory.)

I agree with this last fellow. A good salesman should know his goods so well that he can convince the merchant, even against his convictions, that he needs the goods; then he must enthuse him in such a way that after he does once purchase them, he will push them.

Very truly yours,
F. C. Letts.

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OTHER DEFINITIONS RECEIVED.

That state of being wherein one personality so persuades another that sales are promoted to the profit of the party represented (who may be the producer) and at the same time pleasing to the purchaser. Warren Randolph Yeakel,
Philadelphia, Pa.

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Salesmanship is the art of selling, combining, at its best, a high degree of tact and shrewdness with a thorough knowledge of the thing sold.
Donald McDonald, Chicago.

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Salesmanship is the ability to make sales; its attributes are health, honesty, courtesy, tact, resource, reserve power, facility of expression, a firm and unshakable confidence in oneself, a thorough knowledge of and confidence in the goods one is selling. Fred J. Maher,
New Haven, Conn.

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Salesmanship means the possession of the ability to present the thing offered in such a manner as to make it seem desirable: together with a thorough knowledge of the thing offered, the art of reading human nature, the power of mastering the situation and consummating a sale.
W. W. Cooper,
Kenosha, Wis.
Gen. Mgr. Chicago-Rockford Hosiery Co.

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Salesmanship is the ability to bring about an exchange between two parties to their mutual advantage; likewise to prevent an exchange when such would tend to sever or affect materially further business relations. Morton Hiscox,
Westerly, R. I.

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Courtesy and tact in placing wares before the trade, with a view of effecting a sale, and, in failing to do so, persistently and systematically keeping after a prospective customer, either by personal calls or by a follow-up system or correspondence, until a sale has been made
W. B. Bottolfson,
Bay State Milling Co. Winona, Minn.

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Salesmanship is the ability to acquire and retain intelligent patronage.
Howard F. Marston,
Boston, Mass.

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Salesmanship is the ability to sell the largest possible quantity of goods, to sell an increasing quantity of goods, to get the greatest possible results from the advertising done by his house, to make a regular customer of a new buyer and to hold the friendship of a regular customer.
H. E. Bowman,
Chattanooga, Tenn.

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Salesmanship is indicated by a character marked by integrity, congenialty, energy, preseverance and punctuality; tact to know whom to address, when, what and how to speak, and when to remain silent; and strenuously using these qualities in creating as well as supplying a demand for legitimate goods for value received.
Edward A. Spear,
Skowhegan, Me.

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The art of thorough knowledge of his stock; of imparting to his customer such portion of this knowledge as pertains to goods desired; and, when satisfied that the customer thoroughly understands the quality of the different grades of the desired goods, of allowing him to make his selection without comment. W. Werner,
Chicago.

---

"Selling the goods"—"getting there"—picking out the best accounts; establishing a sound union between "seller and buyer"; being in sympathy with the firm's (sellers) advertising and thoroughly cognizant of the vital importance of impressing

# FUTURE CHRISTMAS FRUITS

at lowest prices.

**Lucas, Steele & Bristol,** Wholesale Grocers, **Hamilton, Ont.**

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

**JERSEY CREAM YEAST CAKES—THE ONLY YEAST WITH CREAM IN IT.**

A large number of merchants report that they are unable to get JERSEY CREAM YEAST CAKES—that when they order they find that it is not sent—also, that some travellers report we are not making JERSEY CREAM YEAST CAKES. We want it understood we are still manufacturing, selling (and you can sell) JERSEY CREAM as usual. When appeal is decided you will find no men more loyal to that decision than we will be. If your Wholesale Grocer will not fill your order send us a card and will send it to you by express, prepaid. We will stand back of every package of JERSEY CREAM YEAST CAKE sold. We will continue to make the best Yeast, the most wholesome Yeast, and intend to make it the best-selling Yeast in Canada. Remember, JERSEY CREAM YEAST is not only made in Canada, but **THAT ALL** profits remain in Canada. We received our first Sample Order for JERSEY CREAM YEAST CAKES for South Africa this week. Canada's Greatest Yeast Cake must have merits, as this order came to us unsolicited. Do not remain without, but write or telegraph to us direct, and your orders will have prompt attention. Send Yeast orders to Hamilton.

**Lumsden Bros., Hamilton and Toronto.**

**JERSEY CREAM YEAST CAKES—THE ONLY YEAST WITH CREAM IN IT.**

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

# "Imperial" Vinegar.

In the history of the vinegar business, no one other year records the enormous output of last year. Never before have the merchants and the consumers of Canada been so well satisfied with this choice condiment. Since the inauguration of the Imperial Vinegar and Pickling Company's Works, at Hamilton, the merchants of Ontario, Manitoba, the Northwest Territories and British Columbia are a unit in awarding the palm for excellency of quality and flavor to the "Imperial."

The leading pickle manufacturers of Ontario tell us that, since the inception of "Imperial" Vinegar, the quality of their goods has improved very much, and the demand for them greatly increased.

**A bargain is not always what you pay.**
**It is what you get for what you pay.**
**"Imperial" Vinegar is always a bargain.**

For Sale by **James Turner & Co.**

**HAMILTON.**

NEW GOODS 1902 PACK

Now in Store

Choice Apricots, 25-lb. Boxes
" Peaches, 25-lb. "
" " 50-lb. "

THOS. KINNEAR & CO.,

Wholesale Grocers, 49 Front St. East, TORONTO

upon the buyer's mind the necessity of, and the good which accrues from the same.
A. A. Whiting,
Los Angeles, Cal.

---

The art of compelling or inducing a buyer to realize the advantages over the disadvantages of a sales proposition, giving the buyer fair value at the price he pays while making a profit for the seller.
Jas. J. Heekin,
Jas. Heekin & Co., coffee. Cincinnati, Ohio.

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Personal magnetism with gift of gab.
H. S. Downs,
The N. K. Fairbank Company. Chicago.

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The art of creating demand and forcing sales, often beyond apparent needs, without overloading customers to their detriment; of landing the line offered without misrepresenting; of leaving a good impression to the end that the salesman will be welcomed on his return or that customers will return to him. D. B. Jones,
New York Life Ins. Co. New York.

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Salesmanship is the possession of such characteristics as enable the possessor to win and hold the confidence of the prospective purchaser and create in him such an appreciation of the goods offered as leads the will to act promptly in accordance with the advice of the salesman. L.H. Darling,
Baltimore, Md.

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The faculty of creating among persons possessing the perquisite, a desire for and action toward that which one has for disposal.
W. Percy Crenshaw,
Mutual Life Ins. Co. Chicago.

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The office of a salesman; art of selling. Salesman's ability—meeting with equal cheerfulness and confidence, conditions arising during sale. Tact—falling into customer's ways and ideas yet holding his own. Skill—presenting self assertive arguments of complete adequacy that clinches a sale and makes a customer for the future.
Wm. W. Atwill,
Kansas City, Mo.
Emery, Bird, Thayer Dry Goods Co.

The science of selling things corporeal, incorporeal, tangible, or intangible. This science consists in seller's ability to sell things at highest price commensurate with merit in thing sold, without violating basic principle of this science, namely; mutual confidence and reciprocal obligations necessary to exist between parties in continuing trade relations. R. W. Saley.
Columbus, Neb.

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Salesmanship is the art of finding a market for the goods of another.
In it is embodied the qualities of tact, courtesy, reserve power, resource, facility of expression, honesty, a firm and unshakable confidence in oneself and the goods offered for sale, with the ability to close. J. W. Lloyd,
Toronto, Ont.

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The art of exercising that consummate tact and diplomacy which keeps a customer interested, conquers every obstacle and results in securing business, making new customers and extending the boundary line of trade. F. P. Hayden,
Chicago.

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Ability to sell at a greater net profit, in larger quantities, any article or product possessing equal merit or value. E. Tyner,
Ed. V. Price & Co., tailors. Chicago.

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Is the combination in one person of energy, adaptability, resourcefulness and the faculty of a quick perception of character.
T. J. Reynolds,
The N. K. Fairbank Company, Chicago.

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Salesmanship is that qualify by which a man in any line of business can so understand the needs of the people that he will successfully make sales to customers or find a market for the goods offered. Salesmanship comprises all the virtues that go to make a true man. Miss Bella Millar,
Alliston, Ont.

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Salesmanship is the psychological exploitation of the merits, either quality, utility or money-making properties of something to be transferred from one ownership to another. Chas. E. Ruggles,
Lynn, Mass.

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Ability to fathom the wants of a vacillating customer, sell him goods and impress his personality so that he is the one sought whenever the customer returns. Ella Robinson,
San Francisco, Cal.

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Salesmanship is impressing the worth of the article in question upon a possible customer.
Ralph B. Miller,
The Goodhair Remedy Co. Newark, Ohio.

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Truth and tact, plus ground to stand on.
E. C. Thurnau,
Chicago.

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Salesmanship is the ability to find, create, increase and supply the demand for property in a manner that benefits both buyer and seller.
E. S. Gile,
Boston, Mass.

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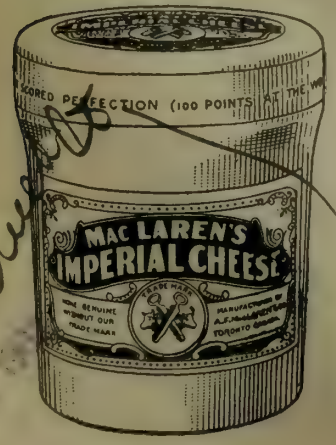
Salesmanship is a quality of mind, comprehending an attractive personality, adaptability of temperament to men and conditions, patience, never-failing courtesy, sequence of ideas and fluency of speech. Supplement the natural gifts with a comprehensive knowledge of the special field.
B. K. Adams,
Cleveland, Ohio.
The Adams, Snyder Purchasing Agency.

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Salesmanship is the ability to make sales:
(a) By convincing prospective purchasers as to what they should buy;
(b) By making partly-formed demands definite and immediate and supplying them; and
(c) By seeing opportunities of creating demands where none previously existed, creating such demands, and following them up successfully.
E. F. Walker,
Evanston, Ill.

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Salesmanship is the art of presenting a proposition so attractively as to induce the middleman to




**The Mistakes** of others should protect every grocer from similar blunders.

Some have purchased imitations of **MacLaren's** Imperial Cheese and now wish they had not.



NOW IN STOCK

NEW CHOICE

EVAPORATED PEACHES and APRICOTS

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers. TORONTO.

purchase merchandise which he needs and knows he needs, or making him think he needs what he almost knows he needs not.

G. H. E. Hawkins,
The N. K. Fairbank Company. Chicago.

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Salesmanship consists in convincing the buyer of all and singular the merits possessed by the article; a strenuous and energetic manner in showing that the article is of the very best material and will better serve the purpose for which it is intended than any or all others. Corp. G. Wilson,
Palestine, Tex.

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Salesmanship is instructing, interesting and pleasing the buying public. Courtesy, tact, reserve power, honesty, confidence in oneself, a thorough knowledge of the goods one is selling, are needed qualities of good salesmanship. Firmly grasping the hand, meeting the eye steadily, offering introductory remarks briefly and showing positiveness, characterize salesmanship.

C. L. Pancoast,
Cleveland, Ohio.

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Salesmanship; the inherent quality of selling ability existing in an individual, and expressed as the art, or skill in the art of making sales.

Harry C. Mosher,
Dowagiac, Mich.
P. D. Beckwith, Stoves, Furnaces and Ranges.

---

That quality or gift which inspires respect and confidence. Respect because of inherent traits which mark the true gentleman, and confidence because representing nothing which cannot be borne out by facts. Good salesmanship not only gets but keeps trade.

Cora B. Adams,
Jackson, Mich.

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Ability to adapt oneself to varying conditions and moods of others; to know the minds of and influence others to think they need, can use to advantage or should buy what a salesman desires to sell. A. L. Johns,
Fort Wayne, Ind.
A. L. Johns & Co., Harness, etc.

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Salesmanship is such application of a correct understanding of the real merits of the goods for sale and an adequate knowledge of the real wants of a possible customer, that, as a result, the goods are sold with satisfaction both to the customer and the salesman.

F. W. Leavitt,
Minneapolis, Minn.

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Salesmanship is the specific qualifications of the salesman, and not simply the employment of such an agent, but the specific qualifications that bring success invariably to a salesman and the employer.

R. S. Walker,
Chattanooga, Tenn.
Business Manager, Sou. Fruit Grower.

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Salesmanship is the art of selling that which is hard to sell. G. H. E. Hawkins,
Chicago.
Adv. Mgr. The N. K. Fairbank Company.

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To be able to focus attention, to know when to quit talking; to have keen judgment as regards credits; to assist his buyers in moving goods when the sale is made; ability to hold customers year after year; first and finally to sell goods honestly. These constitute salesmanship.

H. A. Johnson,
Henry Bright. Chicago.

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Salesmanship consists in having a thorough knowledge of the goods to be handled and an interest in the handling; a desire to dispose of goods in such a way as to be satisfactory to both customer and employer, so that one who buys once will return to buy again Jennie Bixby,
Beaumont, Texas.

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Is the ability to so interest another in a business proposition that he will lose his indifference or opposition; feel it essential to his own interests to comply; and prefer to deal with no other in future.

Wm. H. Young,
Athens, Ga.

---

Salesmanship is the art of inducing persons by argument (written, printed or personal), to avail themselves of certain things by purchase or exchange. It consists in employing methods to educate individuals into investing by bringing before them such forceful and honest argumentation that to resist would be a moral impossibility.

Charles M. Beer,
Ashland, Ohio.

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Salesmanship consists in possessing and exercising such power over a prospective buyer as to make him think, feel and see things in the same light as you do, provided you are sincere; otherwise it is "gold-bricking."

Allan Diemer,
Cleveland, Ohio.
Mgr. Co-Operative Advertising & Distributing Co.

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The quality that creates or increases a want and supplies the demand for any commodity; with a minimum of friction and maximum of satisfaction, to both buyer and seller; creating through every transaction a reciprocal desire for future dealings.

James F. Waters,
Charlestown, Mass.

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Salesmanship is the science of convincing people by speech or advertising, why it is to their advantage to buy certain goods. Through human or verbal salesmanship, but one person is influenced at a time. Through silent salesmanship or advertising, thousands of persons are influenced at one time. Maxwell Eddy,
Chicago.

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Salesmanship is that faculty possessed by one which enables him to dispose of any commodity with profit to the seller and to the satisfaction of the buyer; which makes of every customer a friend, and in turn leads to a remunerative trade from a pleased public.

James M. Irvine,
St. Joseph, Mo.
Ed. Western Fruit Grower.




Every grocer should carry goods that he can recommend with a clear conscience.

He is always safe in recommending

UPTON'S

JAMS, JELLIES AND MARMALADE.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited.

AGENTS, TORONTO, CANADA.

# THE PROVISION TRADE.

**Waste in the Meat Trade—The Markets—Miscellaneous Notes.**

### WASTE IN THE MEAT TRADE.

MR. ANDREW WEBB, a large cattle dealer of England, is on a visit to Canada for the purpose of investigating the system of utilizing the offal from cattle slaughtered here. In an interview with a newspaper reporter he said :

"When I arived in Montreal, I was shown over the abattoir, and was utterly amazed to see the waste that was incurred through the laxity of the wholesale butchers using it. I made inquiries and was informed that the offal was merely used as a land fertilizer.

SAME SYSTEM HERE.

"When I arrived in Toronto I found the same system in vogue. I thought it was useless going farther into the country to investigate, when the two leading cities of Canada showed the smaller cities such a bad example of waste. Well might the American, when he arrives and is shown over your abattoirs, smile, and go away satisfied, and stick to that old adage, 'Silence is golden,' knowing full well that so long as Canada is kept in ignorance of the value of her waste they (the Americans) can have the full run of all our English markets to reap a golden harvest from what is classed as waste in this country.

WHAT IS DONE IN ENGLAND.

"In England the guts of every beast slaughtered is contracted for at the rate of 2s. 6d. (60c.) per set, and then the company who buys will also send an experienced man to the abattoir to take them out of the fat. The next item is the liver, which is usually sold at from 5 to 10c. each, and then only a few, the others being destroyed. In England these same livers are worth, wholesale, 6 to 7c. per lb., an average liver weighing 10 lb., making 65c., thus being a good profit of 55c. on each liver, and then I am putting the livers down at their lowest possible weight, and leaving a good margin for further profit. Again, the tripe, which is another article for the waste tub, nicely cleansed and sent to England, would fetch a ready sale at 50c. each, showing you by a rough estimate the loose manner in which you conduct one of the largest business concerns in the country.

$1.65 LOST ON EACH BEAST.

"In three articles alone you lose $1.65 on each beast you slaughter, without taking the extra profit you would reap by cleansing the gut of the beast, and, therefore, doing away with the middleman's profit. In two cities, Toronto and Montreal, the average slaughter of meat is about 2,000 per week, for a population of 600,000 persons. Your population of Canada (being at a guess) 6,000,000, it would take 20,000 beasts per week, or over 1,000,000 of beasts every year to feed the population of your country, and here I show you a waste of $1.65 on every beast slaughtered, which would show that profit, and show it easily, if carefully handled, and I would not have the least hesitation in saying that if the butchers of Canada could be brought together (or their representatives) a system could be introduced on the simplest plan imaginable, which would reach from one end of the Dominion to the other, whereby the small butcher killing from one to five beasts per week, up to the large wholesale butcher, killing 500 to 600 head of cattle weekly, would be able to take their share in the profit according to the number of cattle slaughtered by each person, and I have not the least fear in saying the profits would reach $2,000,000 per annum, and that without taking into account the enormous waste that is incurred in the sheep trade.

CANADIANS SHOULD VISIT ENGLAND.

"If a few butchers were to visit England and see the hundreds of thousands of livers, hearts, guts, brains, tongues (3s., 75c.) and tails that are put on our market every week by the large American and Australian packing firms, and find a ready sale there, you will be quite ready to admit that you are a long way behind the times, and that you throw away over $2,000,000 annually in waste.

WHO SUFFERS THE LOSS?

"And now comes the question, Who suffers the loss, and upon whose shoulders does it fall, the wholesale cattle dealer, the retail butcher or the farmer? I will leave you at this point and let you discuss the situation between yourselves, and see if it really is worth while to try and rectify the wanton waste, and if you want any further information, I shall be glad to be of any service to you."

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### CHILLING MEATS.

Refrigerating meat is a vital process and should be carefully attended to after slaughtering. The carcass should be well washed down with warm water in which has been dissolved a small quantity of good purifying agent such as borax ; then, before going to cooler, be allowed to drip clean, and cool off somewhat. The fresh carcass should be in the cooler not less than 48 hours ; better still, 60 or 70 hours. In any case until every vestige of animal heat has been gradually extracted. This is effected when the heat centre of the meat shows 40 deg. Fah. on thermometer when inserted. This is one of the most essential points towards the successful handling and curing of any kind of meats.

Freezing is exceedingly injurious to fresh meats as such action solidifies the liquid parts and seals the outer parts first, slowly closing in on the heat centre, which, as a rule, is beginning to decompose. However, this is arrested by the freezing process for the time being, but goes on as the meat thaws out. Thus, before curing material can reach the effected point, the meat is spoiled. Frozen meats will not admit of the action of salt, etc., which, to enter, must displace some of the liquids. This fact accounts for the colored pickle when meats have been therein some time.—National Provisioner.

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### U.S. CATTLE FOR CANADA.

The West Texas Stockman states the following to be the number of cattle that will be brought into Canada for the purpose of feeding : Littlefield Cattle Co., 2,000 ; Merchant & Parramore, 10,000 ; Woott & Robertson, 15,000 ; Turkey Track, 15,000; Reynolds Bros., 10,000 ; Daugherty, 8,000; Cowden & Pemberton, 6,000—making a total of 150,000 head. The report was that 1,000,000 head would go from Texas. As the paper is the official organ of the Texas Cattle Raisers' Association, the above figures should be accurate.

Referring to the above, the National Provisioner, New York, says : "The moving of 150,000 Texas cattle to Canada for grass means more than seems at first sight. It means that the American ranges are being overstocked and overgrazed; it means that the Canadian Northwest is a future factor in our beef raising, unless American ranchers and ranch conditions are better conserved and improved; it means that the invasion of Mexico for

Are you selling

REGISTERED

*Bow Park*

BRAND

# Cream Cheese?

Just the thing this hot weather. It sells fast.

Send us your order or ask your wholesaler.

**The Brantford Packing Co.**

LIMITED

**BRANTFORD, ONT.**

When you have any

# BUTTER OR EGGS

to offer, write or wire us. We are buyers.

**The J. A. McLean Produce Co., Limited**

75-77 Colborne Street

Telephone Main 2491. Toronto.

# HAMS

that are good hams.

If you have not had a shipment of

# Three Star Hams

we solicit a trial order for them. Unequalled for the family that stays at home or goes to the summer cottage. Just the thing for camp or excursion. A little higher in price but worth it.

**F. W. FEARMAN CO.**

(Limited)

**HAMILTON, ONT.**

# Long Clear Bacon.

Your trade demands the best quality obtainable. WE HAVE IT. Cured and stored in Cold Storage of uniform temperature and is absolutely free from Rust.

Quotations on Case or Car-load lots on application.

**The Park, Blackwell Co.,**

LIMITED.

PORK PACKERS,

TORONTO, ONT.

grass is reaching the agistment limit. It means, also, that the grass of the public lands of the United States should be a matter for national concern and that the devastation of the nation's untenanted domain by the 'free range' practice should be stopped by lease and conservation conditions under the Forestry Division of the Interior Department."

### THE PROVISION MARKETS.

TORONTO.

The market for dressed hogs has advanced 25 to 50c. per 100 lb. owing to the good demand that has lately sprung up for them. The receipts are small. Hindquarters of beef are down 50c. to $1 per 100 lb., and all kinds of beef are active. The live hog market is 12½c. easier than last week owing to a slight decline on the English market. The arrivals are free and the buying fairly active. We quote: Dressed hogs, $9.25 to $9.75; beef carcasses, $6.50 to $8.00 per 100 lb.; hind quarters, $7.50 to $9.00 per 100 lb.; front quarters, $4.50 to $5.50 per 100 lb.; veal, 8 to 9c. per lb., and lambs, 7 to 8c. Select live hogs are worth $7.12½ and fat and lights, $6.87½ per 100 lb. Choice export cattle are worth $5.25 to $5.75 per 100 lb., and lights, $4.25 to $5.

Business in all lines of provisions is active, and stocks of cured meats are getting light. In view of the heavy demand for lard that has recently sprung up the market for it is strong. Quotations follows: Long clear bacon, 11 to 11½c.; smoked breakfast bacon, 14½ to 15c.; roll, 12 to 12½c.; medium hams, 13½ to 14c.; large hams, 12½ to 13c.; shoulder hams, 11 to 11½c., and backs, 14½ to 15c.; Canadian heavy mess pork, $21.50; short cut, $23.50 to $24; lard, in tierces, 10¾ to 11c. per lb.; tubs, 11 to 11¼c., and pails, 11¼ to 11½c.; compounds, 8¾ to 10¼c; plate beef, $15 per 200 lb. bbl.

MONTREAL.

Trade in provisions continued to be fairly satisfactory during the week. In smoked meats business is up to the average for this season of the year. Lard is in some demand, both pure and compound moving fairly well, and at unchanged prices. It is reported that on account of a large quantity of American pork being put on this market that a very little Canadian short cut mess pork has appeared on the market.

In dressed hogs there has been an advance of 25c., and the market is firm at the new figure. A fair jobbing trade is doing in fresh-killed abattoir dressed hogs, there being a good demand from butchers for





C. P. FABIEN

Manufacturer of Refrigerators and Ice Chests. Diplomas awarded at Montreal, Toronto and Ottawa Exhibitions. Over 50 patterns to choose from. Proprietor of Aubin's Patent Grocery Refrigerator, New Dominion, Imperial Dominion, special improved Dairy Palace for Hotels—all hardwood.

3169 Notre Dame St., MONTREAL.

People all over the Dominion of Canada are using our

**Wrapping Papers.**

We sell an extra fine quality of Brown or Manilla. When you buy here you get full weight and full count.

**PROMPT ATTENTION TO ORDERS.**

**CANADA PAPER CO, Limited**

TORONTO and MONTREAL.

THIS BRAND ON BACON —AND— HAMS

guarantees the consumer an article perfectly cured, and prepared by the most improved process in the world.

TOMAHAWK CANADA

**The Farmers' Co-Operative Packing Co. of Brantford, Limited.**

Makers of Breakfast Bacon, Long Clear Bacon, Short Roll Bacon, Long Rib Bacon, Long Roll Bacon, Square Cut Shoulders, Back, or Windsor Bacon, Shoulder Butts, Wiltshire Bacon, Mess Pork, Cumberland Bacon.

All first-class Grocers and Provision dealers should handle the

**"L. & S." and "Imperial"**

**Brands of Smoked Hams, English Breakfast Bacon, Backs, Lard, Etc.**

**Long Clear Bacon.**

New cured, free from rust, light or medium weights. Write or wire us for quotations in case or car lots.

**Fowler's Canadian Company, Limited**

HAMILTON.

small lots, and sales were made at $9.50 to $9.75 per 100 lb. We quote as follows: Pure Canadian lard, $2.37½ to $2.40 per pail. Fairbank's "Boar's Head" lard compound, 9⅝c. tierce basis, with extras as follows: 60-lb. tubs, ¼c. over tierce: 20 lb. tin pails, ¼c.; 20-lb. wood pails, ½c.; 10-lb. tins, ⅝c.; 5-lb. tins, ¾c.; 3-lb. tins, ⅞c. Snow White and Globe compound, $1.80 to $1.90 per pail; Cottolene, 11¼c. for 20-lb. pails, and 11⅛c. for 60-lb. tubs, for Quebec and Ontario; hams, 12 to 14c.; heavy Canadian short cut mess pork, $24.50 to $25.00; Canadian short cut clear pork, $23.50 to $25.00; American short cut clear pork, $24 to $24.50; American fat back, $24.50 to $25.00; bacon, Wiltshire, 14 to 15c. per lb.; extra plate beef, $14.50 to $15.00 per bbl.

WINNIPEG.

DRESSED AND CURED MEATS — The market is steady. We quote as follows: Beef, 6½ to 7c.; veal, 8 to 9c.; mutton, 8c.; lamb 12½c. Hams, sugar cured, 14½ to 15c. per lb.; breakfast bacon, bellies, 15¼c.; backs, 14c.; spiced rolls, short, 11¾c.; long, 12½c.; dry salt long clear 12c.; dry salt backs, 12½c.; lard, tins, 11⅞c.; 50-lb. tubs, $6.05; 20-lb. pails, $2.50; 10-lb. tins, in cases, $7.60; 5-lb. tins, $7.70; 3-lb. tins, $7.75.

PROVISION NOTES.

J. H. McLean, butcher, Hamiota, Man., has sold out to Allan Eby.

E. N. Lefebvre, butcher, Montreal, has assigned to Alex. Desmarteau.

A. D. Marshall, butcher, Roland, Man., is advertising his business for sale.

P. Burns & Co., dealers in meats, etc., Rossland, B.C., have sustained loss by fire.

Roy & Cie, cattle dealers, Delorimer, Que., have dissolved, and Rouer Roy is now registered.

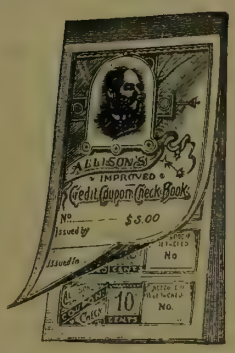
P. Gallagher & Sons, Limited, wholesale and retail meat merchants, Winnipeg, have sold their business to The Holman Meat Co.

## IMMIGRATION OF AMERICANS TO CANADA.

According to a Winnipeg, Man., special to The Evening Post, the extent of immigration into Manitoba and the Northwest Territories from the United States is little understood in the east. Sir Charles Dilke's prophecy of 12 years ago that these fertile lands would become the wealth centre of the Dominion is already being fulfilled. For the year ending June 30, 1902, 19,570 persons from the United States took up homesteads in Manitoba and the Northwest Territories, against 5,197 in the preceding year. Actual settlers number five times as many, as only heads of families can take up homesteads. In 1900 land along the C.P.R. was worth $3 an acre; now there are few obtainable lots close to the line, while the price of the nearest is $7 to $8 an acre. An examination of Winnipeg hotel registers shows that 40 per cent. of the visitors are from the United States. It is said that the cheapness of land makes it possible to produce wheat and flour at less cost than in Minnesota or the Dakotas. Millers of Minneapolis and St. Paul are anxious to get Canadian wheat, and are advocating reciprocity with Canada with the idea of having the grain duty removed. This influx of Americans is proving of great benefit to Canadian development, especially in the line of capital, as the American settlers are bringing millions with them into the country.

George Rupert Payzant, of F. C. Palmer Co., Dorchester, was united in marriage to Miss Blanche Vickers Hanington, youngest daughter of Justice Hanington.


# Modern Merchandising




demands modern methods. The ALLISON COUPON BOOK is a strictly modern CONVENIENCE and SAFEGUARD against mistakes and consequent loss of money. It is better than any pass-book, punch or check system ever invented, and its absolute accuracy makes it the CHEAPEST SYSTEM on this big earth—excepting, of course, the cash system.

See here:

## If a Man Wants Credit

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

**For Sale in Canada by** **The Eby, Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.**

***ALLISON COUPON CO.,*** ***Manufacturers, Indianapolis, Indiana.***

IT IS NOT TOO EARLY TO BEGIN YOUR INQUIRIES ABOUT THAT TRIP YOU ARE GOING TO TAKE TO THE

# British West Indies

**this winter. We have just issued a booklet telling what some people saw and did on the same voyage last winter, and if you write us we will send you one.**

THERE IS NO MORE DELIGHTFUL WAY OF SPENDING SIX OR SEVEN WEEKS THAN ON SUCH A TRIP AS THIS THE WHOLE COST FROM HALIFAX AND RETURN IS $130.00.

**Pickford & Black - Halifax.**

## TRADE IN COUNTRIES OTHER THAN OUR OWN.

A PRIVATE cable received in New York from Smyrna withdrew offerings of all descriptions of figs. One operator has advanced prices on goods to arrive ½c. above original quotations on layers.

Dodwell & Co., Limited, Colombo, Ceylon, under date of August 13, advise as follows regarding the tea auction of that date: "Of 11,658 packages equal to 953,674 lb., brought forward, 9,986 packages, equal to 778,584 lb., passed the hammer. The general tone of the market was firmer all round. Common to medium grades received more attention, especially medium brokens, and prices were dearer. There was a good inquiry for fine teas, which were well competed for, and last week's rates were fully maintained. Quality.—Some of the high district teas showed a further improvement. Low-country teas no change. The average price for the sale held on the 30th ultimo was 30c., as compared with 31c. for the previous auction."

### CALIFORNIAN DRIED FRUITS.

The San Francisco Trade Journal has the following on dried fruits: "There is a continued good export demand for prunes. This is due to the light crop of all kinds of fruits in Europe. Two years ago when California had a large crop of prunes there was a large crop of apples abroad; this year we have a large crop of prunes, but Europe has a light crop of apples, and it is the cooking apples which can be kept fresh throughout the winter that cut into the consumption of both dried and canned fruits. Our market for apricots, apples and peaches is very dull and highly unsatisfactory. Advices of continued rejections of fruits shipped east, although the quality in nearly every instance is up to the regular grades, make shippers weary and offish. The losses through rejections will be heavy."

### CANNED SALMON SITUATION.

Writing from Chicago under date of the 11th inst., The J. K. Armsby Co. have the following on salmon: "It is needless to say a great deal more in regard to the shortage of red salmon, the shortage is now a fact, and no longer a theory; 75 per cent. of all the salmon packed in the world is the so-called red fish, which comprises sockeyes and red Alaska; insomuch as this grade is anywhere from 1,700,000 to 1,900,000 cases short as compared with last season, and with 90 per cent. of this year's pack of sockeye already sold to Europe and Australia, it leaves practically no red salmon for the domestic market, with the exception of the Alaska red. Already a large number of Alaska packers have notified their buyers of short delivery; some of them are delivering 25 per cent., some 40 per cent., some 50 per cent.; other packers have withdrawn altogether; still others have advanced their price to $1."

### CANNED SALMON IN LONDON.

The position of the better grades of salmon on the spot has materially improved during the past week, principally owing to cable confirmation from Vancouver that the fishing on the Fraser had already closed, and that the 1902 pack will not exceed 260,000 cases, compared with 960,000 cases last year, which was an exceptional one. Notwithstanding the large pack in 1901, there is very little of first-class quality remaining in importers' hands, the bulk of the goods being second rate. Large sales have been made within the past few days at advanced rates, and a further improvement in prices is anticipated. Prices for the new pack have not as yet been fixed, but they are expected to be much higher than those of last year, not only because the pack is a small one, but that the fish have cost the canners nearly twice as much as they did last season. The cheapest quality of salmon at the present moment are the finest brands of Alaska, and buyers would do well not to allow present prices to pass before securing their requirements.—Produce Markets' Review, August 30.

### TOMATOES AND CORN IN BALTIMORE.

The condition of corn and tomatoes in the market remains about the same. In other words, tomatoes are satisfactory both to packers and distributors, and the situation in corn is not so. The season is so nearly closed on tomatoes and the corn condition is so well understood that the community has about become accustomed to the prevailing conditions; and we believe through a large part of the country, among the canners, there is more interest in beans than in any other staples at present.

Of the quotations in the markets there are few or no changes. No. 3 standard tomatoes are quoted now at 90c., which shows the market is steadily hardening. The increase in the value of material has caused an advance in the quotations of okra and tomatoes, which are quoted now at 75 to 80c. for No. 2 and 95c. to $1 for No. 3.—The Trade, Baltimore, M September 12.

### NEW VALENCIA RAISINS IN LONDON.

The first arrival of new Valencias, per Arana, was placed on the market on Monday last, and met with a good reception. The fruit, although somewhat lacking in size, is satisfactory as regards quality and condition. Half-boxes realized from 40 to 42s., ¼ boxes, 44 to 50s. An equally good demand from the trade was apparently experienced, as the market has displayed a hardening tendency during the week, and the shipment is now practically cleared. The ss. Pinta and ss. Ruby are due on Monday, together bringing about 50 tons, and the end of next week should see the arrival of the ss. Certes, with about 150 tons. Although shipments are by no means heavy and the fruit afloat has been shipped at high costs, a hand-to-mouth policy of buying would appear to be the only safe course to adopt.—Produce Markets' Review, August 30.

### CURRANTS IN LONDON.

The market for currants has been characterized by a general desire to clear out remnants to make way for new fruit. Some holders of Provincial, however, still refuse to accept ruling prices, apparently in the expectation that sooner or later the present quotations for the new crop will change in an upward direction. Reports of general rain in Greece were received at the beginning of the week, and as fully one-third of the crop was then still exposed on the drying grounds, a temporary stiffening in prices occurred. As this advance has now again been lost, it would seem that little or no damage was done—a matter for congratulation for all concerned. The London market will be well supplied for nearly all grades of new currants early next week, from the cargoes of ss. Henry Fisher, Naranja, Lusitania and Rescue. The Genoa, with the first shipment of Pyrgos fruit is due a few days later. Prices of all currants are so reasonable as compared with those which have characterized the opening of recent seasons, and in relation to the estimate of the crop, grocers may reasonably be expected to replenish their exceptionally depleted stocks with more liberality than usual.—Produce Markets' Review, August 30.

## NEWFOUNDLAND LOBSTER PACK.

Speaking of the lobster pack, The Trade Review, St. John's, says: "Inferior goods are not looked for at all, and we are pleased to learn that there are very few poor lobsters packed this year. The inducement to turn out a good article in this line is becoming greater every year."

"Let us make the capital stock $1,000,000,000," said the first promoter.

"All right," said the second, who was preparing the prospectus on the typewriter.

"Will it be hard to increase that capital?" asked the first.

"No, indeed. All I have to do is to hit this 0 key a few more times."

FIRST OF THE SEASON.
Our first shipment of this season's Peels now in store.
"ANCHOR" BRAND FINEST DRIPPED PEELS
"STERLING" BRAND CANDIED PEELS.
We guarantee these Brands equal to any imported.
SEE OUR TRAVELLERS OR WRITE US FOR PRICES.
THE EBY, BLAIN CO., LIMITED
WHOLESALE GROCERS, ETC. TORONTO.

## HINTS TO BUYERS.

Contributors are requested to send news only not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

THISTLE hads, herrings in tomato sauce and kippered herrings are in store with Lucas, Steele & Bristol. They also have a further supply of kipperenes in tins.

Sea Island twine may be procured from Lucas, Steele & Bristol.

A shipment of Spanish onions arrived this week for H. P. Eckardt & Co.

Attention is called to Lucas, Steele & Bristol's ad. in this week's issue.

H. P. Eckardt & Co. are selling their "Neptune" brand prunes at a low price.

"E. Z. E." ammonia and washing compound is sold by Lucas, Steele & Bristol.

Dold's soups are delivered in 5-case lots by Lucas, Steele & Bristol; price, $1.00 per dozen.

Lucas, Steele & Bristol have Upton's 16-oz. glass marmalade and jams, patent top, only $1.50 per doz.

The Eby, Blain Co., Limited, received on Thursday their first shipment of new Valencia raisins.

## PROFIT IN HANDLING OIL.

The storing and retailing of oil and gasoline has always been a vexatious problem to merchants who have not as yet recognized the advantages of applying up-to-date methods to this part of their business. There is always more or less evaporation and waste of oil through the use of dirty, sloppy measures, leaky barrels, etc. A great deal of time is lost in running to the back room or down cellar, which necessitates leaving the store uncared for. There are always disagreeable oil odors, oily floors, oily hands, and a considerable amount of delicate groceries spoiled. Every one who has handled oils in the old way knows how disagreeable it is.

There have, however, been great advances made in the handling of oil, and those who have installed the Bowser self-measuring and computing outfits find it as easy and agreeable to handle oil as any other article.

S. F. Bowser & Co. (Incorporated), Fort Wayne, Ind., are the manufacturers, and have but recently made several very important changes, which they fully explain in their printed matter, which, like their outfit, is of the highest class.

This firm has always had the reputation of making the best, most convenient, economical and satisfactory outfit on the market, and of representing it exactly as it was, so that their statement that their present outfit is the best in every way that they have ever put out will be widely accepted.

Attention is called to the advertisement of this firm on another page of this issue.

## FIRE AT SPANISH STATION.

The village of Spanish Station is about wiped out by fire. F. E. Lang's store and dwelling and about all his stock were burned; no insurance.

W. H. Graham's store and part of his stock were burned; partly insured.

H. J. Hamilton has registered as sole owner, under the style of Hamilton & Co., and will commence business as general merchant at Spanish Station.

F. E. Lang and W. H. Graham will both go out of business.

## SULTANA RAISINS HIGHER.

A cable from Smyrna reports an advance of 1s. 6d. per cwt. in Sultana raisins due to heavy buying in that market for England.

The A. F. MacLaren Imperial Cheese Co. secured a gold medal for their cheese at the Toronto Industrial Exhibition.

## THE FIRST VALENCIA RAISINS.

The first shipment of new season's Valencia raisins arrived on the Toronto market on Wednesday night. The shipment was a fairly large one and the quality of the fruit reported to be good. Thomas Wilson, manager of The Trading Agency of Canada, was the importer, and he has another carload close at hand.

## BALTIMORE CANNED PEACHES.

Baltimore mail advices under date of Saturday, September 13, say: "Certainly the peach market has shown its ability all along to take care of itself, and right from the very first all the indications pointed strongly toward a higher market for all grades, which has come to pass. For instance, 3-lb. pie peaches, which were 50 to 55c. early in the season, are now 65c., and within the last three days gallon pie peaches have jumped from $1.90 to $2.25 per dozen."

## TO DISPLAY HOLIDAY GOODS.

Among merchants, it is the general opinion that holiday goods especially should be well displayed. If visitors do not see the desired article before them they do not take the trouble to ask for it. Frequently, too, the would-be purchaser hardly knows what he desires, so that a gift-article is half sold when displayed properly in a suggestive manner. A most suitable device for the correct and artistic display of nearly all classes of merchandise is the adjustable stand or table. It can be moved about from place to place and makes a splendid and economical substitute for the old-fashioned counter. It can be used as a table, or in five different positions as shelves, and the goods do not have to be removed to alter positions as each shelf remains on a level while the stand is changed. United Factories, Limited, Toronto, will cheerfully furnish any information required regarding this splendid invention which they highly recommend for the Christmas trade.

# *In Business To Make Money?*

The grocer who sells pure, white, dry, crystaline Windsor Salt is absolutely sure of satisfying the man or woman who buys it. **Satisfaction is a pearl of great price,** but you can't measure it in dollars and cents, because you can't sell it. Since "Windsor Salt" and "satisfaction" mean exactly the same thing, you sell a pearl of great price when you sell Windsor Salt.

If you are in business to make money there is no safer way to do it than to sell the best of its kind in staple goods—Salt is one of the staples. **Windsor Salt is best by test!**

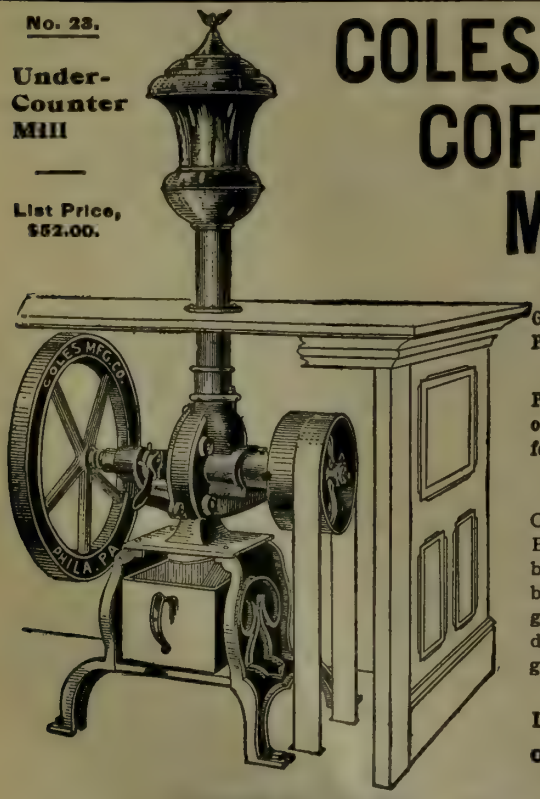
## *Windsor Salt Will Help!*

The Canadian Salt Co., Limited, Windsor, Ont.

No. 23.

**Under-Counter Mill**

**List Price, $52.00.**




# COLES COFFEE MILLS

**None better for Granulating or Pulverizing.**

**Our mills will Pulverize without heating Coffee.**

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

**A GREAT LABOR-SAVER.**

**Our Grinders wear longest.**

**Agents** { TODHUNTER, MITCHELL & CO., Toronto.
DEARBORN & CO., St. John, N.B.
FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont.

**COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.**




# ON TOP.

The grocer who comes out on top in the gamble of business is usually a pretty shrewd sort of a man. He doesn't "run out" of goods that give him a good profit. How's your stock of

**Paterson's Camp Coffee Essence?**

ROSE & LAFLAMME,
Agents, Montreal.

THE CANADIAN GROCER

*President:*
*JOHN BAYNE MacLEAN,*
*Montreal.*

The **MacLean Publishing Co.**
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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WHEN WRITING ADVERTISERS PLEASE MENTION THAT YOU SAW THEIR ADVERTISEMENT IN THIS PAPER

## FOOD INSPECTION.

THE chief food inspector of Montreal has issued his report for the month of August. It contains some paragraphs of particular interest to grocers.

Two grocers were warned that they must not expose bread for sale outside the store or at the doors. This warning has been given before to other grocers, but there appears to be still a number who do not take the hint. Almost every thinking grocer has pronounced against the placing of such goods in the way of all the dirt that must naturally come from the street. Some grocers will not even display goods in cans, or cases of any kind on the street, objecting to their being soiled by sun or dust. And bread should be the last of all things to expose in that manner.

Included in the food confiscated as not fit to be eaten, according to the inspector's report, was 500 lb. of fruit, candies, etc., from grocery, fruit and candy stores. At various butcher shops and wholesale stores in Montreal 300 lb. of beef were seized; 115 lb. of veal; 20 head of poultry, 90 lb. of pork; 35 lb. of fish, and 160 lb. of bruised meat.

Fourteen bakers were notified that their drivers must deliver the bread in baskets, not in their hands.

The inspector had his suspicions aroused by the appearance of some foods, and 20 samples were sent to the city analyst to be analyzed.

These efforts of the inspector to prevent the sale of impure foods will, in time, produce good results.

## CANADIAN BEEF IGNORED.

THE CANADIAN GROCER is in receipt of a price list issued by The Army & Navy Auxiliary Co Operative Supply, Limited, of London, England. As our readers are well aware, this is a large retail concern in England which does an enormous business in all kinds of food products.

In this price list quite a little space is devoted to meats of different kinds. But one thing that strikes a Canadian in perusing it is the entire absence of any reference to Canadian beef. In the list of colonial beef, New Zealand and Australia are given quite a little prominence, while Canada is ignored entirely. Again, in the matter of American beef, it is set forth that "fresh beef available in London is provided from the importation of American cattle alive." Canada is again ignored.

Why Canada is thus ignored we are unable to say. During the year ending June 30 last we exported to Great Britain nearly 148,000 head of cattle, valued at $9,742,000. According to the British trade returns, the number of cattle imported into Great Britain from all countries in 1901 was 494,222, valued at $42,909,000. It is evident from these figures that Great Britain imports from Canada a respectable quantity of live cattle, which, of course, have to be slaughtered immediately on arrival on the other side. How the Army & Navy stores can, therefore, ignore the position of Canadian meat on the English market is problematical, and it seems to us that the matter is worthy the attention of the High Commissioner's office in London.

## IMPROVEMENT WITH NEW REGIME.

IT is the general opinion that the recent Exhibition at Toronto, from an industrial point of view, was an improvement over its immediate predecessors. How much the credit of this is due to the new executive head we are not prepared to say. It is, however, significant that the improvement has come with the accession of Mr. McNaught, a successful business man, to the presidency.

THE CANADIAN GROCER has had occasion during the last two or three years to take exception to the neglect of the industrial features of the Toronto Exhibition, and it is therefore with some degree of satisfaction it observes that the cause for adverse criticism in this respect is much less evident than it was. And this improvement has been accomplished without in anyway impairing the entertainment features of the Exhibition. The trouble hitherto has been that more effort appeared to be concentrated on the entertainment than on the industrial features of the exhibit.

The management is certainly to be congratulated on the arrangements made for the exhibit of dairy products. Dairying is one of the chief industries of the country; but until this year one not acquainted with the fact could have easily concluded, from the way it was treated by the management, that it was insignificant and unimportant. There was no exhibit at the Fair this year that excited more general interest than the dairy exhibit with its daily practical demonstrations.

In the exhibit of machinery and electrical goods another improvement was to be seen. It has been a standing complaint with the manufacturers of machinery that the treatment accorded them by the management was simply cavalier. While all the irritation caused thereby may not have been removed, it is evident that a great deal of it has.

The main purpose of an exhibition is to hold forth to the gaze of the public the industrial life of the country as revealed in the products of the factory and field. President McNaught, with his business instinct, evidently recognizes this, and, as a result, his regime opened auspiciously.

## UNFAIR TO MERCHANTS IN SMALL TOWNS.

IT is a worthy ambition that merchants of certain towns and cities have to attract customers from other places. And they cannot be blamed when, having this end in view, they endeavor to secure special rates from the railway and steamboat companies to assist them. At the same time, however, it must be remembered that the merchants from the towns whose customers they try to attract are also entitled to some consideration.

At the meeting of the Union of Canadian Municipalities in Montreal this week this was one of the questions which came up for discussion, and was referred to a committee for consideration. It seems to us, however, that questions like this are outside the province of such an organization as that of the Union of Canadian Municipalities.

In championing such schemes they are only assisting the merchants in the large cities in their efforts to attract customers from the merchants in the smaller towns and villages throughout the country. If the merchants in such cities as Toronto, Montreal, Ottawa, and other places that might be mentioned, desire special rates, let them secure them on their own volition, and not call to their aid large organized bodies.

The more trade that is taken away from the smaller towns the less merchandise will the railways have to carry to the points thus affected, and it does not, therefore, seem to us in the interest of the railway companies that any such special rates should be accorded.

In the competition between the merchants of different cities and towns, it appears to us that they should be allowed to fight it out for themselves without any one of them being given the support of the railway companies, which they practicalty are when one is accorded special rates to the disadvantage of the other.

Let every town stand upon its own bottom on such matters. Discriminating passenger rates are no fairer than discriminating freight rates.

### THE BONUSING EVIL.

During the convention in Montreal this week of the Union of Canadian Municipalities quite a little discussion ensued on the question of bonuses to manufacturers by municipalities, and a resolution was adopted by 24 to 1 condemning the principle.

This is a question which has occupied a great deal of attention in the Provincial Legislature of Ontario, and while laws have been placed on the statute books designed to minimize what is obviously an evil, the evil still exists in an unmodified form.

While very little may be done by such resolutions as that passed in Montreal a few days ago, it will have the effect of assisting to educate the public to put a stop to the bonusing system. It is a fact worthy of notice that some of the smaller municipalities in the country, which have been the most persistent in granting bonuses with a view to coaxing industries from other parts to their neighborhood, are to-day in a most unsatisfactory condition financially.

### MANITOBA'S FRUIT REQUIREMENTS.

AT a recent banquet given in Winnipeg to Mr. Phillips, the fruit inspector for the Northwest, it was stated that the amount of fresh fruit consumed in Winnipeg annually was valued at about $168,000.

As our readers are well aware very little fruit is produced in Manitoba. Consequently the people there have to depend altogether on what they bring in from Ontario, British Columbia and California. Unfortunately for Ontario's credit, the fruit which has been brought into Manitoba from that Province has not turned out well, not that the fruit was inferior, but that the method of packing and shipping was decidedly so, causing a great deal of loss and dissatisfaction. The result has been so unsatisfactory, as THE CANADIAN GROCER pointed out in a previous issue, that some of the large firms in Winnipeg have decided not to handle Ontario fruit for the present.

It is evident from the figures we have quoted that the market is worth cultivating, for not only is there a large quantity of fruit consumed there now, but the market is a growing one, and no one can say what its extent will be in a very few years. As we have already pointed out, the dissatisfaction with Ontario fruit is not on account of its quality. We have not, therefore, to call upon Nature, but to the shippers of fruit to employ better methods of packing and shipping their product. We are glad to notice that some of them are already doing this, as our Winnipeg correspondent pointed out last week. California has already secured the lion's share of the Winnipeg market, and British Columbian fruit promises ere long to be no small factor in the market. It, therefore, behooves the shippers of Ontario to bestir themselves if their position in the Manitoba market is not to be made worse rather than better.

### CANADA AND NEWFOUNDLAND.

SIR ROBERT BOND, the Newfoundland Premier, has returned from Washington, where he has been with a view to reopening reciprocity negotiations with the United States.

Canada can scarcely view with equanimity the reopening of these negotiations. A dozen years ago what is commonly known as the Bond-Blaine Treaty only needed the approval of the British Government to give it effect. This, it will be remembered, was withheld at the instigation of the Canadian Government.

If a commercial treaty between Newfoundland and the United States was distasteful to the Dominion 12 years ago, it can scarcely be less so now. Our trade with Newfoundland is larger than it was then. Our exports to that colony, for example, are over $1,000,000 larger. But should the present efforts to secure a treaty with the United States be successful, it is practically certain to receive the approval of the Imperial authorities, for we have it upon the word of Sir Robert Bond himself that he has the consent of the Home Government in his present negotiations with Washington.

Nothing as far as we are aware has been publicly said in regard to the attitude of the Dominion Government on the question. But it certainly cannot afford to be unconcerned.

At the same time, however, it is questionable whether it should take the same stand as it did in regard to the Bond-Blaine treaty. It is contrary to the spirit that rules within the British Empire to-day. What it should do, however, is to take time by the forelock and open negotiations with Newfoundland with a view to accomplishing what we failed to do when the Confederation of the Dominion was consummated.

## THE COAST SALMON PACK.

In an interview published in The Times, of Seattle, Washington, under date of September 7, Charles Corby, manager of the Pacific Selling Co., at Seattle, Wash., one of the best-informed authorities on salmon, says: "The total packs in cases for the year 1901 in Alaska, on the Fraser and Skeena Rivers, Rivers Inlet and the Naas River in British Columbia, and Puget Sound, and on the Columbia River, were as follows:

| | |
|---|---|
| Alaska | 2,022,704 |
| Fraser River | 946,879 |
| Skeena River | 127,374 |
| Rivers Inlet | 73,536 |
| Naas River | 22,500 |
| Puget Sound (sockeye pack) | 1,116,207 |
| Columbia River | 240,600 |
| Total pack 1901 | 4,549,800 |

"Packs of the outside rivers of Washington and Oregon, together with the Sacramento River, brought the total for the season of 1901 to about 5,024,538 cases.

"The pack for the season of 1902, so far as it can be ascertained, will be about as follows:

| | |
|---|---|
| Alaska (allowing Col. Kutchin's estimate of over 2,000,000 cases, say, about) | 2,200,000 |
| Fraser River | 265,000 |
| Skeena River | 140,000 |
| Rivers Inlet | 71,000 |
| Naas River | 21,000 |
| Puget Sound (sockeye pack) | 309,000 |
| Columbia River | 275,000 |
| Pack for 1902 to date | 3,281,000 |

"Thus the estimated shortage this year, compared with last, at the figures given, will be in the neighborhood of 1,300,000 cases.

"Notwithstanding the fact that the pack in Alaska last season was more than half a million cases greater than in 1900, the total quantity of red fish packed was sold before March 1 of this year, and a premium was paid in Eastern markets for early shipments of this year's pack, which were brought down specially by steamers to fill the demand.

"The phenomenal demand for salmon, which has increased more than 100 per cent. since 1898, is due to the fact that new markets have been opened in China, Japan, and the Orient generally, Australia and South Africa. This, with the increased consumption in the United Kingdom and in the domestic markets of the United States, will undoubtedly make the present pack, as now estimated, insufficient to fill the world's requirements until the pack of next season is ready for the market. The spring pack on the Columbia River is reported as entirely sold up and prices have already been withdrawn."

The Province, Vancouver, in its issue of September 3, said:

"The Fraser River fishermen find that, according to the pack returns to-day made by the canners, they caught just 2,418 cases of fish too many to entitle them to 18c. per fish under the sliding scale of prices agreed upon at the commencement of the fishing season.

"The returns submitted to the fishermen showed that the total pack of the canneries amounted to 282,630 cases. The pack of trapped fish was set out as being 30,212 cases, and that number deducted from the total left 252,418 cases of fish, upon which basis the canners stated they were prepared to make payment.

"Had the season's pack amounted to 249,999 cases the fishermen would have been entitled to 18c. per fish, but as the pack returns made this morning show that the quarter million mark has been slightly exceeded, the sliding scale agreed upon calls for settlement at 16½c. per fish.

"The fisherman, however, are not satisfied with the count made by the canners, and arrangements have accordingly been made for representatives of the men to visit the canneries and check the pack. G. Mackie and A. Halcrow, members of the New Westminster Fishermen's Union, left this afternoon for Steveston to commence the checking. They will be assisted by a member of the Japanese Union. Charles Durham, secretary of the Grand Lodge, and Mr. Nekeshima, representing the Japanese Union, this afternoon commenced the checking of the written returns from the canneries, upon which count the total submitted by the canners this morning was figured."

## PERSONAL MENTION.

Messrs. S. W. Moore, general merchant, Churchill, Ont.; T. A. Fisher, grocer, Lindsay, Ont.; James Row, general merchant, Avon P.O., Ont., were in Toronto last week.

A few Fair visitors at E. W. Gillett Company Limited: J. A. Dawson, Peterborough; Mrs. J. A. Dawson, Peterborough; W. A. Sillick, Teeswater; Dr. R. M. Bateman, Pickering; Herman Becker, (D. & H. Becker), New Hamburg; P. L. M. Egan (Egan Bros.), St. Thomas; John Pratt, Heathcote; Dr. A. F. Pirie, Cartago, Costa Rica, C. A.; Dr. G. Wild, Dundas, Ont.; R. McQuarrie (McQuarrie & Co.), Alton.

## EXHIBIT OF SUGAR BEETS.

The beet-sugar exhibit under the direction of Mr. Harcourt, Minister of Agriculture, attracted many visitors of the Toronto Exposition. In this exhibit was an illustration plot showing beets in various stages of development, from those just ready to thin to the full grown beet which had been planted in April. Samples were also given inside the building of beets grown experimentally from Brantford, Markham, Brussels, Guelph, Orangeville and St. Catharines. Methods of cultivating beets so as to prevent waste were also shown. There was also a complete display of the instruments necessary for the cultivation of this industry. The rapid progress made in the sugar-beet industry is shown by a chart. From 1900 to the present year the acreage in beets has increased from 600 to 20,000 acres. Four new factories with an aggregate capacity of 2,200 tons of beets per day will be in operation in the fall. Next year it is calculated $1,000,000 will be paid to the farmers of Ontario for sugar beets.

## BACK FROM COLOMBO.

J. M. Lobb, of Rodenwald & Heath, Colombo and Shanghai, arrived in Toronto this week. Mr. Lobb has many friends in Toronto and they are warmly welcoming him on his return to his native city.

## TRADE CHAT.

The peach crop of Essex this year is the largest since the freeze-out in 1898 and heavy shipments are being made. The season will be at its height in about a week, but the latest peaches will not be ready for the market for three weeks yet.

Mr. Christopher, one of the oldest and most esteemed merchants of Sydney, died last week in Antigonish.

Theo. Ruggle, who has a general store at Floradale, Ont., was married recently near Wallenstein, to Miss Henrietta Powell.

A. E. Mullett, of the J. H. Laird grocery establishment, Galt, has been appointed travelling agent for The Acetylene Co., of St. Thomas, Ont.

The old firm of Tweed & Ewart, wholesale and retail general store, of Medicine Hat, is retiring from business and will be succeeded by Stewart, Clark & Co.

Reports from Louisburg state that the cod fishing season is especially good there this year. The fisheries of Newfoundland and Labrador are also exceptionally good and the catch will greatly exceed that of last year.

Some fish merchants of St. John's are considering the problem of shipping fresh caplin to the United States and Canadian markets. They propose packing with fresh fish boxes of 50 to 60 lb. capacity which are then to be placed in boxes of slightly larger dimensions, the interspace being firmly packed with ice.

## FOR PARTICULAR GROCERS

**You have no customers too fastidious—too exacting—for**

# "SALADA" Ceylon Tea

**Black or Green**

Generally your chief apprehension is over your customers who are hard to please. You carry nothing in your stock that is judged more severely than tea.

Now step over into a quiet corner and ask yourself this very natural question: "If I sell my customers 'SALADA' what advantage shall I get?"

Let us tell you that no matter where you search, you will never find a tea so high in the esteem of the people as "SALADA" Ceylon Tea.

It is the tea of liberal margin to you.

It is a good-will maker.

It is quality and price your customers will appreciate.

Aren't you about ready to write for samples if you are not handling it now?

**"SALADA," TEA CO., Toronto and Montreal**

Offices at Boston, Buffalo, Pittsburg, Detroit, Philadelphia, Cleveland, New York, Washington, Newfoundland, Toledo, Wheeling, W. Va.




Have **YOU** bought the

# Old Reliable?

For sale by every wholesale grocer from the Atlantic to the Pacific.

Packed only from the finest Red Sockeye Salmon.

EVERY CAN GUARANTEED.

# *LILY WHITE GLOSS STARCH*

In 6-lb. Toy Trunks with real locks and keys.

This beautiful and useful package will be appreciated by every householder.

Try a case or two with your next ten-box order.

**The Brantford Starch Works,**

LIMITED,

**Brantford, Ont.**

# MARKETS AND MARKET NOTES

## ONTARIO MARKETS.

Toronto, September 18, 1902.

### GROCERIES.

BUSINESS in the wholesale grocery trade this week continues active. The fall business is nicely setting in and the inquiries coming forward for all lines of goods are on the increase. The travellers who were in town during Exhibition, welcoming visitors, have returned to their fields and are busy obtaining orders for fall delivery. The market is steady in all lines and the prospects are for higher prices in pickles, if there is no immediate improvement in the crop of pickling vegetables. Macdonald's tobaccos have advanced 1c. per lb. Private communications from the United States report a scarcity of corn there and say that the new crop will not be obtainable until the latter part of December for starch and glucose factories. At present only old corn is offering at fancy prices and the conditions daily are growing more serious. Sufficient corn cannot be secured to keep the factories in operation and only enough starch and glucose are being turned out to supply the present needs of the country. Shipments of peanuts are coming to hand, and the prices are from 1 to 2c. higher than they were last year. Sugar is in heavy demand and a scarcity of supplies for the next week or ten days is feared by the agencies of the sugar refineries. Teas are quiet. Californian apricots of this year's crop are coming forward and prices have declined 4c. per lb.

#### CANNED GOODS.

Advices from the United States report the situation in corn unchanged. The crop has been very light and the shortage is therefore large, so that prices will be high for some time to come. Peas also will be firm. No offerings are being made in tomatoes for future delivery, although many inquiries are coming in for them from all parts of the country. The crop this year is said to be a failure in many sections, the vines having all grown to stock. The fruit keeps dropping off before it is ripe, so that the yield on the whole, it is claimed, is small. Little information is obtainable as to what the canneries are doing, but it is certain that they are paying much higher prices than last year for their tomatoes. Quotations this week are 82½c. upwards for peas, 80c. up for corn and $1.15 up for tomatoes. The prospect of a big crop of apples this year has caused the prices of gallon apples to decline 75 to 85c. The trade doing in fruits is light. Sardines, haddies and kippered herring are moderately active. Salmon is stationary in price, but it is expected here that the market will advance sharply as soon as the London, Eng., market opens. We quote: Salmon, Fraser River sockeye, $1.50 to $1.52½; Horseshoe, $1.50 to $1.52½ and Northern, $1.40 to $1.45.

#### COFFEES.

There continues a fair amount of business doing in all lines of coffees, the biggest portion of the trade being in green Rios. The outside markets are steady in tone and prices continue to improve. The September flowering of Santos was reported by a cablegram to be a failure, hence the upward tendency of the outside markets. Prices here are unchanged. We quote: Green Rio, No. 7, 7¾c.; No. 6, 8c.; No. 5, 8¼c.; No. 4, 9c.; No. 3, 10 to 12c. per lb.

#### NUTS.

The nut market, locally, is quiet. New-crop peanuts are commencing to come forward and the prices are from 1 to 2c. per lb. higher than last year. Advices from the primary markets state that quotations on Valencia shelled almonds show an advance of about 25 per cent. on last year's prices. Advices from the Coast figure an output of 667 carloads of Californian walnuts, and very heavy buying is in order in nearly all trade centres in the United States.

**See pages 39 and 40 for Toronto, Montreal, St. John and Halifax prices current.**

#### RICE AND TAPIOCA.

A fair volume of business is doing in rice and tapioca. Advices from New Orleans report a fairly brisk demand for the better grades of the river crop at firm prices. The crop of Louisiana and Texas is estimated to amount to from 3,000,000 to 4,000,000 sacks. We quote: B rice, 3½c.; Japan, 5½ to 6c.; sago, 3¾ to 4c.; tapioca, 3½ to 3¾c.

#### SYRUPS AND MOLASSES.

Trade continues to improve in syrups, and molasses is experiencing a fair demand. The offerings on the outside markets of the grocery grades of New Orleans molasses were limited, as dealers have no surplus stocks to market. Black strap continues steady at 6 to 6½c. f.o.b. New Orleans.

#### SPICES.

Grades of pickling spices on the local market are still moderately active. The other lines are quiet. The outside pepper market continues strong and the available supplies are small.

#### SUGAR.

A heavy business is doing in sugars on the local market. The supplies on spot are small and the local agency of The St. Lawrence Sugar Refinery Company reports that there is likely to be a shortage in sugar here for the next week or ten days. The outside markets are firm, and in the United States advances of 5 and 10 points were made in some lines of softs. A later cable despatch reported an advance of 5 points in all hard sugars. London cable advices reported a firm market for beet sugar, with prices unchanged; refined was steady. The stocks of raw sugars in the United States and Cuba together amount to 341,274 tons against 348,651 tons last week and 270,216 tons last year, an increase of 71,058 tons over last year. The arrivals of raws in the Republic amounted to 54,623 tons for the week against 53,037 tons for the preceding week, and giving a surplus of 9,623 tons over the meltings. The steady demand for refined sugars a few weeks ago has continued up till now and promises to last some weeks longer, but the business lately transacted does not seem as heavy as it was a week ago. As far as new business is concerned, the volume is not heavy, but the withdrawals on outstanding contracts are large. It is expected that country dealers will soon settle down to a hand-to-mouth basis, as the beet sugar industry will offer large supplies on the markets of the United States and the desire to sell will lead to much competition among the refineries. The total stocks of refined sugar in the United States are at present 165,274 tons as against 187,232 tons last year.

#### TEAS.

Business on the local market in teas this week is of a light nature, the principal call being still for Indian and Ceylon blacks, with a fair amount of Ceylon greens going out. Very little is doing in Chinas or Japans by reason of the high prices at which they are held. Advices from London, Eng., state that there was a strong demand for really good liquoring Indian teas, and a slackness in the bidding for poorer descrip-

tions. Good liquoring kinds of Ceylon teas attracted attention, but poor liquoring and commonest grades showed a weaker market. Medium grades of Ceylons were unchanged. Anything in Java teas with quality sold well, but the market for medium and poor teas was slightly weaker.

### FOREIGN DRIED FRUITS.

CURRANTS.—Advices from Patras, Greece, report a firmer market. Some quotations are showing higher prices, but others are unchanged. There is likely to be great variations in the quality of the fruit this year in view of this fact. Local trade is fair. We quote: Filiatras, 5¾ to 6c. and Patras, 6¼ to 7c. per lb.

VALENCIA RAISINS.—The primary market is reported steady with a fair demand from all parts of Western and Northern Europe. We quote selects, 8½ to 9c. per lb.

DATES.—Business in this line has not fairly set in yet and the prices are unchanged. We quote: Dates, in bulk, 1½c. and in packages, 6¼ to 6½c. per lb.

PRUNES.—These are quiet and steady in price. We quote: Californian prunes, 100-110's, 5c.; 90-100's, 5½ to 6¼c.; 80-90's, 6½ to 7c.; 70-80's, 6¾ to 7¼c.; 60 70's, 7½ to 8c.; 50-60's, 8 to 8½c.; 40 50's, 8¾ to 10c.

CALIFORNIAN EVAPORATED FRUITS.—Apricots are being received on the local market and the quotations this week show a decline of 4c. In peaches, Coast advices report a little firmness. We quote as follows: 11 to 11c. for peaches and 9 to 13c. per lb. for apricots. Santa Clara apricots are quoted f.o.b. the Coast at 7c. in 50-lb. boxes and 7½c. in 25 lb. boxes in carload lots.

### GREEN FRUITS.

There is a good market for all descriptions of fruits. Peaches are firmer than they were and the season for plums, which are being well cleaned up and are scarce, will soon be over. The market for tomatoes is very stiff and they are high in price. The first shipment of Cape Cod cranberries arrived on the local market this week, but the demand for them will not be great until the poultry season arrives. Watermelons are dull. We quote as follows: Apples, 8 to 15c. per basket; grapes, $1.50 to $1.65 for a case of 12 baskets; large red green varieties of choice quality, 60 to 65c. per large basket, Champions, 30 to 40c. per large basket and 18 to 20c. per 10-lb. basket; pears, 15 to 30c.; lawtonberries, 5 to 6c. per qt.; tomatoes, 20 to 35c. per basket; muskmelons, 25 to 50c.; peaches, Early Crawfords, 40 to 60c. per basket; ordinary varieties, 25 to 40c.; plums, Lombards, 35 to 50c.; blue, 40 to 50c.; green gages, 40 to 60c.; watermelons, 22 to 25c. each by the 100; cocoanuts, $3.50 per sack; Spanish onions, 90c. per case; Californian oranges, late Valencias, $5.50 to $5.75 per case; Jamaicas, $6.75 per box; Messina lemons, $2 to $2.50 per box; bananas, $1.25 to $1.75 per bunch; Jersey sweet potatoes, $3.50 per barrel; Cape Cod cranberries, $8.50 per barrel.

### VEGETABLES.

Trade in vegetables is fair and the prices are unchanged. Potatoes are firm, owing to a scarcity of stock and the prevalence of rot amongst them, so that the prices are likely to go up. Quotations are as follows: Green onions, 8c. to 30c. per dozen; rhubarb, 20 to 30c. per dozen; lettuce, 20 to 25c. per dozen; radishes, 20 to 25c.; mint and parsley, 20 to 25c.; turnips, 30c. per dozen; cauliflower, 50c. to $1.50 per dozen; cabbage, 30 to 50c. per dozen and $1 per barrel; carrots, 15c. to 20c. per dozen; beets, 15c. per basket; new potatoes, 50 to 60c. per bush; beans, 20c. per basket; celery, 50 to 75c. per dozen; vegetable marrow, 75c. per doz.; corn, 8 to 15c. per doz.; squashes, $1 to $1.50 per doz.; egg plant, 75c. to $1 per basket; pickling onions, 75c. per basket; ditto cucumbers, 15 to 20c. per basket.

### COUNTRY PRODUCE.

EGGS.—The shipments of eggs coming forward are showing better quality and the market is steady for the finest stock. Second grades are only in moderate demand. We quote: Strictly fresh gathered, 15 to 16c.; ordinary store candled, 14 to 15c.; seconds and checks, 11 to 12c.

BEANS.—These are steady at $1.40 to $1.50 per bushel for handpicked.

HONEY.—There continues to be fair offerings of honey at outside points at the quotations which follow: Honey, in 60-lb. tins, 8 to 8½c.; in less quantities, 9 to 9½c.; combs, $1.40 up.

POTATOES.—The demand for these is steady and the prices are firm at 40c. per bushel.

### BUTTER AND CHEESE.

BUTTER.—The arrivals of butter continue free and the make is very heavy owing to the fine pasturage in all parts of the country. The market is easier but prices are quoted about the same as last week. Cable despatches report an improvement in the demand for the finest creamery. Our quotations are as follows: Choice 1-lb. rolls, 15 to 16c.; dairy tubs, best quality, 15c.; store packed, uniform color, 13 to 13½c. and low grades, 12 to 12½c.; creamery prints, 19 to 20c. and solids, 18½ to 19c. per lb.

CHEESE.—The cheese market is a little stronger than last week, prices showing an advance of ¼c. over last week. At the same time the large make continues and it will tend to hold prices down here. The demand from the Old Country is good, and when the make drops off prices are expected to improve. We quote: 10¼ to 10½c.; very finest grades, 10⅞ to 11c. per lb.

### POULTRY AND GAME.

POULTRY.—The demand for chickens is good. Live chickens are selling at 50 to 60c. per pair; dressed, 50 to 75c. per pair; ducks, 60 to 75c. per pair and young turkeys, dry picked, 11 to 13c. per lb.

GAME.—Small lots of wild duck are coming forward, but as yet there is not much demand for them. We quote: Teal, 20 to 25c. per pair; pin tails, 40 to 45c. and black duck, 70 to 75c.

### FISH.

Stocks are still light and the prices are about the same as last week. Oysters have started to come in, but on account of the warm weather there is little call for them. The opening prices are $1.35 per gallon. Some smoked ciscoes are offering at $1 to $1.25 per basket. Our quotations are as follows: Fresh fish—Lake Erie herring, 4 to 5c.; perch, 4 to 5c.; trout, 8½ to 9c.; pike, 6c.; British Columbian salmon, 20c.; whitefish, 8½ to 9c.; blue fish, 15c. per lb.; mackerel, 15 to 20c.; rock bass, 4c.; speckled trout, 25 to 30c.; halibut, 15c.; Niagara whitefish, 9c. per lb.; blue pike, 4c. per lb.; live lobsters, 25c. per lb.; oysters, $1.35 per gallon; smoked ciscoes, $1.25 per basket.

### GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.—The market for Northwestern and Manitoba wheat is still easier, there being a slight decline in prices during the week. Manitoba No. 1 hard is quoted at 81c.; Northern No. 1, 82c. and No. 2, 81c. grinding in transit Sarnia. On the St. Lawrence market the receipts for the week have been quite free. We quote as follows: Red Ontario wheat, 67c.; white wheat, 68½c.; goose wheat, 64 to 65c.; rye, 48c.; barley, 40 to 42c.; oats, new, 31c.; old, 42c. per bushel.

FLOUR.—The market for flour continues unchanged from last week. We quote as follows: Ontario patents, in bags, $3.60 to $3.70; Hungarian patents, $4.05 to $4.15; Manitoba bakers', $3.80 to $3.85; straight roller, $3.30 to $3.40 per bbl.

BREAKFAST FOODS.—Trade in oatmeal and rolled oats is good, and the other lines are in moderate demand. We quote: Oatmeal, standard and granulated, in carlots on track here, $5.20; standard rolled oats in carlots on track here, $4.90 per bbl.; in wood, 10c. extra; broken lots are 20c. per bbl. extra; rolled wheat, $2.50 in 100-lb. bbl.; cornmeal, $4; split peas, $4.75; pot barley, $4.25 in 196-lb. bbls.

### HIDES, SKINS AND WOOL.

HIDES.—Buying in hides is fair and the prices are steady at the following quotations: No. 1 green, 8c.; No. 2 green, 7c.; No. 1 green, steers, 9c.; No. 2 green, steers, 8c.; cured, 8½ to 9c. per lb.

SKINS.—A fair demand is reported for skins, and quotations are as follows: Veal skins, 6 to 14 lb. inclusive, No. 1, 10c.; No. 2, 8c.; do., 15 to 20 lb. inclusive, No. 1, 9c.; No. 2, 7c.; deacons (dairies), 60 to 70c. each; shearlings, and lambskins, 50c.

WOOL.—This product is quiet and the quotations are unchanged at 13½c. for fleece wool and 7½c. for unwashed.

TALLOW.—No change is reported in the tallow situation. Prices are weak at 6⅞ to 7c. per lb.

### SEEDS.

The movement in seeds is confined to offerings of alsike at outside points. A little timothy is also being brought forward. We quote Alsike, $5 to $7 per bushel and timothy, $1.75 to $3.

### MARKET NOTES

Gallon apples have declined 75 to 85c.

Peanuts have advanced 1 to 2c. per lb.

The cheese market is firmer in tone this week.

Macdonald's tobaccos have advanced 1c. per lb.

Peaches and tomatoes are advancing on the local fruit market.

New Californian apricots have declined 4c. per lb. on the local market.

Almonds and filberts are advancing on the primary markets and this will no doubt have its effect here later on.


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## QUEBEC MARKETS.

Montreal, September 18, 1902.

### GROCERIES.

A GOOD trade is reported for the past week by wholesale grocers. In canned fruits, particularly, they are receiving many good orders. In nuts there is also much interest shown, the market continually tending higher. The failure of the French prune crop is attracting considerable attention from the wholesale trade. The situation is such that, where last year France exported 30,000,000 lb. of prunes, this year she has bought in California and Oregon 25,000,000 lb. making a difference over last year of 55,000,000 lb. in the world's supply. Reports from France also point to a great scarcity of mushrooms, high-grade peas and sardines. As to the last mentioned, it is stated that so far the sardine catch has almost been nil. Pearl hominy has declined and now sells at $2.60 in bag lots. Macdonald's tobaccos, in Ontario, Quebec and the Maritime Provinces are sold at present at delivered prices. An advance is reported of $1 per barrel in Armour's pork and 50c. in Jones'. Quotations on these brands are now: Armour's, 50 to 60, $26.50; Armour's, 30 to 40, $27.50; Jones', $25.25.

#### SUGAR.

This is unchanged in price on the local market. Jobbers report a very good demand and an active market at $3.65 for granulated and $3 to $3.55 for yellow sugars. The market is firm, but no advance is spoken of. The New York market for raw sugar is somewhat steadier. "Importers are asking full quoted rates," says a report, "but refiners are inclined to hold off for the present."

#### TEAS.

The local trade in teas, while not particularly active, is yet satisfactory, and a continued improvement is noticed. All teas appear to be firm and high with the exception of China blacks, which are very low. The consumption in these, however, is not large. Green teas are high and no large quantities are coming in. Ceylon green teas are now 1½c. higher than the lowest price of this year, and the feeling is firm. Indian black teas are reported still low but firmer. They are considered a good purchase at present prices. Nothing new has occurred in Japan teas, which are still firm. One dealer holds the opinion that 16½c. will be the lowest figure quoted on Japan.

#### SYRUPS AND MOLASSES.

The market for corn syrups remains unchanged with a fair inquiry and a small amount of business is doing, the prices being: 3½c. in bbls.; 3⅝c. in ½ bbls.; 3¾c. in ¼ bbls.; $1.60 in 38½-lb. and $1.20 in 25-lb. pails. Molasses continues quiet and unchanged in price. An improvement is looked for before long in the market. We quote: Barbados molasses, 23 to 24c.; Antigua, 24c.; Porto Rico, 38c.

#### RICE AND TAPIOCA.

There have been no new developments in this market, which continues steady under a fair movement. Quotations are as follows: B rice, in bags, $3.02½; in ½ bags, $3.07½; in ¼ bags, $3.12½; in pockets, $3.17½. In 10-bag lots an allowance of 10c. is made. CC rice, $2.92½ in bags; $2.97½ in ½ bags; $3.02½ in ¼ bags and $3.07½ in pockets. In the open territory

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prices are about 10c. less. Patna rice is worth 4 to 5c. per lb. and tapioca, 3½c.

SPICES.

The movement in spices, especially those for pickling purposes, is still good and prices are maintained on all lines. The market for peppers and cloves is firm, and we quote: Nutmegs, 35 to 55c. per lb., as to size; penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 22c., according to grade; white, 25 to 27c.; ginger, whole Cochin, 15 to 17c.; Japan, 13 to 14c.; Jamaica, 16 to 20c.; Afghan, 12 to 13c.; ground, Japan, 15c.; Cochin, 16 to 17c.; Jamaica, 20 to 22c.; and Afghan, 13 to 14c.

CANNED GOODS.

The market continues firm all round. Tomatoes, to arrive, are now quoted from $1.15 up, and the situation is such that some people are talking of much higher prices. The Canadian Packers' Association, on the 13th inst., advanced the price of corn, peas and string beans of this year's pack by 2½c. Salmon remains unchanged in price. Our quotations on new crop are: Tomatoes, $1.15; corn, 82½ to 85c.; peas, 82½ to $1.20; string beans, 82½c. to 85c.; strawberries, $1.45 to $1.60; blueberries, 87½ to 90c.; raspberries, $1.45 to $1.60; gooseberries, $1.45 to $1.60; pears, 2's, $1.60 to $1.70; 3's, $2.10 to $2.15; peaches, 2's, $1.65 to $1.70; 3's, $2.50 to $2.75; 3-lb. apples, 85 to 90c.; gallon apples, $2.10 to $2.20; 2-lb. sliced pineapples, $2.20 to $2.30; grated pineapples, $2.50; pumpkins, 95c. to $1; spinach, $1.50; sugar beets, 95c. to $1. We quote spot goods: Peas, 85c. to $1.15; corn, 82½ to 85c.; tomatoes, $1.25; gallon apples, $2.50; salmon, pink, 92 to 95c.; spring, $1.25; Rivers Inlet red sockeye, $1.30; Fraser River red sockeye, $1.40.

### FOREIGN DRIED FRUITS.

CURRANTS.—There has been no change in price reported from the foreign markets, which have been steady for three weeks or more at the prevailing low figures. Locally, a fair trade is doing at the following prices: Fine Filiatras, 5⅛ to 5½c. in ½ cases; cleaned, 5⅝ to 5¾c.; in 1-lb. cartons, 6½ to 7c.; finest Vostizzas, 6¼ to 7c.

VALENCIA RAISINS.—Good sales are reported for raisins by ss. Escalona at 24s. 6d. c. & f. Montreal for fine off-stalk. Lower prices are now being offered for shipment by steamer Bellona than were accepted for shipment by ss. Escalona. Stocks on spot are still exceedingly light. Prices range from 7 to 8c.

SULTANA RAISINS.—The feeling in this market is somewhat firmer. Sultanas are still quoted, however, at 9½c. per lb.

CANDIED PEELS.—Business in this article is not active. The price of citron peel is 15c.; orange, 11½c. and lemon, 10½c. per lb.

MALAGA RAISINS.—Trade continues quiet owing to the small stocks, and our quotations are as follows: London layers, $1.50 to $1.60; "Connoisseur Clusters," $2.15 to $2.25; ¼'s, 65 to 70c.; "Royal Buckingham Clusters," $3.30 to $3.35; ¼'s, $1.05 to $1.10; "Excelsior Windsor Clusters," $4.50 to $4.60; ¼'s, $1.30 to $1.40.

DATES. There is nothing new to report in this line. Hallowees are in fair demand at 5c. per lb.

FIGS.—Smyrna packers have practically withdrawn offers and what few figs have been sold brought 10 to 15s. over the opening prices. Figs will be scarce.

CALIFORNIAN EVAPORATED FRUITS.—There is a moderate trade doing. We quote: Pears, 10c.; peaches, 10½c. and apricots, 14½c. per lb.

CALIFORNIAN RAISINS.—Prices have not yet been made on the Coast. Locally, there is some inquiry, and seeded are quoted at 9⅜ to 10½c. per lb.

PRUNES.—In prunes there is the usual steady demand, though the volume of business is not large. Prices are steady. We quote: 8½c. for 40-50's; 8c. for 50-60's; 7¾c. for 60-70's; 7½c. for 70-80's; 6¾c. for 80-90's; 6½c. for 90-100's.

NUTS.

This market continues to be of great interest. Further advances are quoted in several lines, and the market is firm. A cable from the Grenoble Valley states that the crop of walnuts has been almost entirely destroyed. At the moment, prices are unobtainable. Shelled walnuts, on spot, are very firm. Brazil nuts have advanced 1¼ to 1½c. Sicily filberts, of the new crop, are being offered for future delivery at 9 to 9½c. We quote: Walnuts, 10 to 11c.; Tarragona almonds, 12 to 13c.; shelled walnuts, 17½ to 18½c.; shelled almonds, 27 to 28c.; filberts, 9c.; Pecans, 15 to 17c.; Brazil nuts, 13 to 14c.

### GREEN FRUITS.

Prices have been steady throughout the week, the only item in which a quotable change occurs being in eggplant, which is down to 50c. on account of larger arrivals and a falling off in the demand. Other lines are in active movement but unchanged in price. Our quotations are as follows: Jamaica oranges, in bbls, $6 to $6.50, boxes, $4; Sorrento oranges, $3.75 to $4 per box; Messina lemons, $3.50 per box; pineapples, 13 to 20c.; cocoanuts, $3.25 per bag of 100; bananas, No. 1, $1.25 to $2 and eight-hands, $1 to $1.50; cucumbers, 11c. per doz.; Canadian cabbage, 25 to 40c. per doz.; potatoes, $1.15 to $1.30 per bbl.; watermelons, 25c.; muskmelons, $3.50 per crate; blackberries, 5 to 7c. per box; peaches, $1.25 per box; plums, $1.25 to $1.75 per box; pears, $2.50 to $2.75 per box; limes, $1.50 per box; Canadian peaches, 35 to 65c. per basket; plums, 40c. per basket; blueberries, $1.50 per box; Canadian apples, in bbls., $1 to $1.50, in baskets, 20 to 30c.; egg plant, 50c. per basket; Canadian basket tomatoes, 30 to 40c. per basket; Canadian pears, 40c. per basket; Spanish onions, $1 per crate, $2.50 per case.

### FISH.

A fair trade has been done during the past week. Haddock, cod and halibut are higher, while smoked herring and salmon are lower. No. 1 British-Columbian salmon is 25c. per ½ bbl. higher. Standard bulk oysters have declined 20c. per gallon. Malpeque shell oysters are being sold, to arrive per express on September 25, at $7 per bbl., and later, by freight, at $1 to $5. The movement in oysters has commenced well and indications point to a good season. We quote as follows: Haddies, 7c. to 7½c.; smoked herring, 9c. per box; fresh haddock and cod, 4½c. per lb.; whitefish, 7½ to 8c.; dore, 7½c. to 8c. per lb.; pike, 6c.; halibut, 13c.; salmon, 15c.; trout, large and medium, 7 to 9c.; No. 1 herring, Nova Scotian, $4.75 to $5.25 per bbl. and $2.50 per ½ bbl.; No. 1 Holland herring, $6.50 per ½ bbl.; No. 1 Scotch herring, $6.50 per ½ bbl., and 95c. per keg; Holland herring, 75c. to 85c. per keg; No. 1 green codfish, $5 per bbl.; mackerel, $12.50 per bbl.; boneless cod, 1 and 2-lb. blocks, 6c. per lb.; loose, boneless cod, 5c. per lb. in 40-lb. boxes; dried codfish, $5.00 per 100-lb. bundle; No. 1 Labrador salmon, $17.50 in tierces, and in barrels, $12.50; No. 1 British-Columbian salmon, $6.25 per ½ bbl., and $12 per bbl.; standard bulk oysters, $1.30 per gallon; Marshall's kippered herring, $1.45 per doz.; Canadian kippered, $1 per doz.; Canadian ¼ sardines, $4.00 per 100; canned Cove oysters, No. 1 size, $1.30 per doz.; canned Cove oysters, No. 2 size, $2.20 per doz.

### BUTTER AND CHEESE.

BUTTER.—The feeling on the local market is steady, and jobbers are apparently following the market right along. Ontario butter is a shade lower, but finest Quebec and Townships make is firm, with a higher tendency. A fair demand is reported for saltless creamery, which is quoted at 20½c. An inquiry for butter has been received by one house here from South Africa, through an English house, and there is a possibility that some might be sent out by the new line to South Africa. At present the Montreal firm in question is making inquiries as to the conditions and if any facilities exist for cold storage after leaving the steamer. Prices quoted are as follows: Saltless creamery, 20½c.; finest Townships creamery, 19¾ to 20c.; finest Quebec creamery, 19½ to 19¾c.; finest Ontario creamery, 18½ to 19c.; dairy, 15½ to 16c. per lb.

CHEESE.—A further advance is noted in this market, finest Townships, white and colored being quoted at 9¾ to 10c. and finest Ontario at 10 to 10½c. per lb. Finest Quebec has not changed and still sells at 9⅞ to 9¾c. The market at the higher figure is steady. Offerings in the country are being taken at full prices. Business over the cable is fair for September cheese. The consumption in the Old Country keeps up well and indications point to a steady market.

### COUNTRY PRODUCE.

EGGS.—Prices are somewhat higher all round this week and business for export account has been slow on account of the high figures asked. Local buying is fairly good. We quote: Selected, 18½ to 19c.; candled stock, 16½ to 17c.; straight receipts, 15½ to 16c.; No. 2, 13½ to 14c. in round lots.

BEANS.—There is a fair demand for small lots for immediate requirements. Prices have not changed, $1.40 to $1.50 per bushel being still obtained for primes.

HONEY.—There is only a moderate demand for honey. The market is steady at 11c. for white clover combs and 8c. for white strained.

POTASH.—The market is more settled now and a fair trade is reported. We quote: First pots, $4.20 to $4.25; seconds, $3.50 to $3.55 and pearls, $6 to $6.10 per 100 lb.

POTATOES.—Although an active jobbing business is doing, choice stock is slightly lower, being now quoted at 70 to 75c. per bag. Ordinary remains at 60c.

MAPLE PRODUCTS.—There is no change and trade is dull. Prices are nominally as follows: Syrup, in large tins, 70 to 80c.; in small tins, 50 to 60c.; in

wood, 5 to 5½c. per lb. Sugar, 7 to 8c. per lb.

### FLOUR AND GRAIN.

FLOUR.—A fairly good business has been done in flour during the past week both locally and in Manitoba grades for export account. The advance in prices, noted last week, was not maintained in strong bakers' flour, which is 20 to 35c. lower this week. Choice Manitoba spring wheat patents are now quoted higher than a week ago, while what second grades are on the market are selling at about $4. Our quotations are as follows: Manitoba spring wheat patents, $4 to $4.25; strong bakers', $3.30 to $3.45; straight rollers, $3.50 to $3.65; winter wheat patents, $3.75 to $4.

GRAIN.—Trade has been somewhat quiet during the past week, considering the season of the year. This was the case with both local and export trade. The feeling in oats continues easy, and 34c. afloat for September shipment is now offered. We quote: No. 1 Manitoba hard wheat, Fort William, 70c. New crop rye is quoted at 56c., September shipment; new peas, 79½c. Corn sells at 71c.; buckwheat, 63c.; barley, 47½ to 48c.

FEED.—Manitoba bran is lower this week. There is a fairly good trade doing. We quote: Manitoba bran, $16 to $16.50; Ontario bran, $15 to $15.50; Manitoba shorts, $23 and Ontario shorts, $22; mouillie, $23 to $30, as to quality.

OATMEAL.—There has been no change in the situation of rolled oats since our last report. The feeling, however, is still easy. The price per barrel is now $4.90 and per bag, $2.42½.

BALED HAY.—The market for baled hay rules steady at the prices here given. A fair demand prevails and is sufficient to absorb all offerings. Export business is moderately good. We quote: Old-crop hay: No. 1, $9.50; No. 2, $8 to $8.50; clover, $7 to $7.50 per ton in carlots. New-crop hay sells at $7 to $7.50 per ton.

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### MONTREAL NOTES.

Eggs have advanced.

Brazil nuts are up 1¼ to 1⅜c.

Canned corn, string beans and peas of the new crop are 2½c. higher.

Malpeque shell oysters, by express, to arrive September 25, $7 per barrel.

Armour-s pork is $1 per barrel higher and Jones' pork 50c. per barrel higher.

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## NEW BRUNSWICK MARKETS.

St. John, N.B., September 17, 1902.

WHOLESALE trade continues in a healthy condition. The lumber operators from various parts of the Province are now visiting the city, and are placing orders for supplies. The price of lumber is high here and has advanced in Liverpool, so that the outlook is good. The millinery openings take place this week and attract many people from the three Provinces. Bountiful crops are being harvested. The markets present some features of interest.

OILS.—The demand for burning oils is steadily increasing, and the market remains steady. Lubricating oils are also steady, and the demand will continue good for some time yet.

SALT.—A steamer has arrived with the largest salt cargo ever landed here. She has between 1,200 and 1,500 tons. One firm alone has 1,000 tons. It is practically all sold. Another steamer, with 1,000 tons for the same firm, and a little for some others, will be due in a few days. Trade is, therefore, quite active. The market is steady. Quotations are as follows: Liverpool coarse, 55 to 60c.; English factory-filled, 95c. to $1; Canadian fine, $1 per bag; cheese and butter salt, bulk, $2.40 per bbl.; 5-lb. bags, $2.75 to $2.85 per bbl.; 10-lb. bags, $2.60 to $2.65 per bbl.; 20-lb. wood boxes, 22-23c. each; 10-lb. wood boxes, 14c. each; cartons, $2 per case of 2 dozen; English bottled salt, $1.25 to $1.30 per dozen; mineral rock salt, 60c. per 100 lb. (Selected lumps.)

CANNED GOODS.—Peas are firmly held at 82½ to 85c. Tomatoes and corn are firm and appear to be still awaiting the dictum of the packers. Gallon apples are firm, and purchases have been made at a little higher than last year's opening. But last year the price went very high and stocks were early exhausted. This market can be most cheaply supplied from Nova Scotia. That Province will this year have an unusual portion of defective apples in its very short crop. Salmon, according to last advices, was still tending upward, with the best packs sold up. In other lines the situation is without change.

GREEN FRUITS.—Reports from Nova Scotia indicate a smaller apple crop than was indicated in my last letter. Not only is the crop short, but the proportion of defective fruit is large. Plums and pears are a fairly good crop. New Brunswick apples are now on the market and are cheap. Ontario fruit is arriving in large quantity and is selling freely. Jamaica oranges are selling well. Lemons are easy. Bananas are steady, with stocks at present moderate. Trade in fruits of all kinds continues active.

DRIED FRUITS.—There are still no new raisins, and old ones are being cleaned out at good prices. The outlook is firm for the new crop. Currants are easy, in sympathy with the lower price for new stock to arrive. As noted in last week's report, prunes and other dried fruits are not in yet, and there is nothing specially interesting to say about them.

DAIRY PRODUCE.—The market is firm for butter and higher for cheese. Good dairy tubs are quoted at 17 to 19c., with rolls, 20 to 22c. Cheese is now 10¼ to 10½c. in a jobbing way.

EGGS.—Case stock is worth 17 to 18c. in a small way. Ten cases were quickly taken a couple of days ago at 16c.

SUGAR.—Demand continues good, on a steady market.

MOLASSES.—With increased demand the market is firm, but there is no quotable change in prices. The tendency is, however, firmer.

FISH.—The scarcity of fresh fish continues. The catch has been unusually light this summer, and the dogfish, which destroy nets as well as their contents, have been very troublesome. Pickled herring have remained firm at the advance, and smoked herring are extremely dull. Dry cod and pollock are steady. Pickled shad are extremely scarce. We quote: Haddies, 4½ to 5c.; smoked herring, 6½ to 7c.; fresh haddock and cod, 2½ to 3c.; boneless fish, 4 to 5c.; pollock, $1.65 to $1.75 per 100 lb.; pickled herring, $2.10 to $2.20 per ½ bbl.; Shelburne, $2.50 per ½ bbl.; dry cod, $3.50; pickled shad, $6 per ½ bbl.

FLOUR, FEED AND MEAL.—Flour is practically unchanged. Oatmeal will decline sharply as soon as the new stock arrives, and the same is true of oats, which will be offered at 45c. Middlings are easier. Beans are likewise. Hay is practically unsaleable in this market at present. The present quotations, subject to what is noted above are: Manitoba flour, $4.60 to $4.70; best Ontario, $4.10 to $4.20; medium, $4 to $4.10; oatmeal, $5.35 to $5.50; cornmeal, $3.20 to $3.25; middlings, $28 to $30; oats, 55 to 56c.; handpicked beans, $1.70 to $1.75; prime, $1.60 to $1.65; yellow eye beans, $2.80 to $3; split peas, $5.15 to $5.25; barley, $4.50 to $4.65; hay, $9 to $10.

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## MANITOBA MARKETS.

Winnipeg, September 15, 1902.

THOUGH the early part of the week was cold and there was a fairly heavy general frost on Wednesday night, which caught a few late oats and barley, conditions have been favorable, and threshing and stacking are general throughout Manitoba and considerable threshing has been done in the Territories. There is difficulty in getting men for threshing machines, and some outfits are idle on that account. Jobbing trade is good in all lines and very considerable sorting orders are coming in from travellers now on the road. There have been a few changes in prices during the week, but quotations, for the most part, are steady and without change.

CANNED VEGETABLES.—The situation for the week remains unchanged, although word has been received here that a meeting of canners will be held this coming week, when new quotations may be expected. In the meantime prices remain at $2.75 for tomatoes, $1.95 to $2 respectively for corn and peas.

SALMON.—The list price for salmon is established and shows fully 50c. per case advance on all brands. It is expected that the higher prices will materially lessen the sale, although up to the present there has been no falling off in the demand. We quote: Fraser River sockeye, $6.25; Rivers Inlet sockeye, $5.25; cohoes, $4.75 to $5; humpbacks, $3.75 to $4.

EVAPORATED FRUITS.—The jobbing houses have now pretty well completed their purchases of Californian evaporated fruits, and there is a very marked difference in values between 1902 and 1901. This is especially noticeable in prunes. They have sold the past season as low as 4c., but the 4c. prune of the coming season will be a very superior article, representing fully double the value of the 4c. prune of the past season. New stock will be on the market in regular supply about October 1, although a few shipments by express have already come to hand. Apricots, to arrive in ten days, will sell at 8c., or a little under for standards. Unpitted apricots, of which there were none on this market last year, are also due to arrive by the end of the month. They will probably open at 7c. The apricots this season, though somewhat small, are of excellent quality and

free from blemishes. Peaches will be even slightly cheaper than apricots, and indeed they will need to be to find ready sale, as whenever the two fruits are approximately the same in price the demand for apricots is always much larger than for peaches.

DRIED FRUITS.—Currants are now quoted at 5½ to 5¾c. for fine Filiatras, uncleaned, and 1c. additional for cleaned fruit. So far as raisins are concerned, quotations for Californian muscatels will not be received until the 20th of the month, but they will certainly be high. There is no prospect either of a drop in the price of later shipments of Denia fruit. At the present time fine off stalk are quoted at $2.30 to $2.50, according to brand.

TAPIOCA.—This is advancing and although it has not yet returned to a normal value is nearer to it than for some time past. We quote 3¾c. per lb.

RICE.—Japan has again advanced and is quoted on this market at 5½c. Patna and "B" rice are also higher at 5c.

COFFEE.—The market is firmer and seems likely to go higher on reports of damage to crops. We quote 8¾ to 9¾c. for the best numbers of Rios.

FLOUR.—The week has been marked by an advance of 5c. per sack on the best grades of Ogilvie's. This makes the price for No. 1: $2.05 to $2.10; No. 2, $1.90 to $1.95; No. 3, $1.55; No. 1, unchanged at $1.25.

CEREALS.—Rolled oats are unchanged with $2.20 as a base price. It is expected, however, that as soon as the mills begin on new oats there will be a change.

BUTTER.—The week has brought no change in either creamery or dairy. So far as creamery is concerned there are no held stocks at factories, and there is a fair demand. Purchases this week have been made at 17c. factory. Dairy butter shows light offerings for the week, and prices Winnipeg are 13 to 14c. for the best grades, with 10 to 11c. for an inferior article.

CHEESE.—There have been very few offering all week and the price has advanced as high as 10½c. Winnipeg, for small lots.

EGGS.—Supplies are small and uncertain with a very active demand. We quote 15c. per dozen for candled stock.

GREEN FRUITS.—Very large quantities are coming in at present, the rate being about two cars a day of all kinds. It is estimated that the value of fruit turnover in Winnipeg this season will touch the million dollar mark. Ontario apples are not coming forward in the best shape, and already the inspector has reported more than one lot to Ottawa. We quote: Ontario crabs, 60c.; tomatoes, 60c.; pears, 60c.; Ontario grapes, 50c. box apples, $1.50; barrel apples, $3.50; Tokay grapes, $3 per case; peaches (Ashlands), $1.25; plums (Oregon and Washington), $1.25.

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NOTE.

The J. J. McLaren Co., of Hamilton, are making special displays of the products of their jelly powders and extracts in the various groceries in Winnipeg. Miss Goff is in charge, and the various jellies make a most tempting array. Miss Goff also gives instruction in the preparation of these dainties.

## OTTAWA TRADE GOSSIP.

BUSINESS here is still improving. Last week a change for the better was noted, and this week trade showed a still more livelier tone. It is hoped the summer dullness has passed. Wholesalers and travellers report buying very brisk, which is a good sign. A remarkable thing this week is the advance of 1c. per lb. on all Macdonald's tobaccos.

Canned salmon, for future delivery, is still firm. Stocks are arriving this week, and some is being distributed right from the track to retailers, who bought early, which is a saving to the jobber in not having to take it in and rehandle.

Currants are reported having advanced a shilling during the past week.

Canned tomatoes are very scarce here. Only about one or two houses in the city seem to have any. A small lot was sold the other day as high as $1.35 per dozen. It is hoped that retailers who have bought early will not cut prices, but figure on making all that is in them this year.

Molasses is a little stiffer in price. The quotations are about 26½ to 27c. for puncheons of the best Barbados.

Sugars are the same, although reports from outside markets show an advance.

In market produce, prices do not show much of a change, although good butter is a little harder to get. While eggs seem easier they are being offered more freely at 16c.

Oats, potatoes and vegetables are the same as last week.

At the Cheese Board Friday last the offerings of 19 factories were put up, consisting of 1,467 boxes, 881 being white and 586 colored. Selling was not very brisk, as buyers would not go any higher than 9⅝c., except in one instance, at 9 11-16c., so that only part of the offerings were sold, and although Brockville cheese sold at 9⅝c. the day before, Montreal buyers claimed it was only worth 9⅝c. in Montreal. At the conclusion a resolution of thanks was passed to Mr. John A. Reid for the efforts he put forth to bring the convention of the Dairymen's Association here next winter.

Mr. Provost, of Provost & Allard, wholesale grocers, whose house is the youngest in the city, says their trade is very satisfactory to them and that they are pleased with Ottawa as a wholesale centre.

### THE FRUIT SALES.

Receipts of fruit at the Ottawa Fruit Exchange have been exceptionally heavy. The sale on Monday was thought to be a big one, but Tuesday morning eclipsed anything in the history of the Fruit Exchange. G. W. Hunt states there were between 16,000 and 17,000 baskets of different kinds of fruit on the floor, besides a car of bananas, a car of Spanish onions and a car of lemons, together with large quantities of barreled apples and pears, but notwithstanding the quantity, bidding was brisk, buyers staying with it until the last line was sold. Mr. Langdon, the auctioner, has proved himself to be without a peer in the fruit business, as he seemed to be as fresh when he got through selling as when he started, and kept it up to the end without a break.

The 2 p.m. sale consisted of express fruit that could not be taken off the wagons until the floor was cleared. The following prices were received during the day: Bananas, No. 1's, $1.25 to $1.50; No. 2's, $1 to $1.15; No. 3's, 75 to 90c. Messina lemons sold higher than for some time: 300's, from $2 to $2.10; 360's, $2 to $2.30. Spanish onions brought 67½c. per crate for the whole car. Apples, in bbls.: Duchess, $1.25 to $1.60; Astrachans, $1.25 to $1.40; St. Lawrence, $1.90 to $2; Alexanders, $1.95 to $2.05; Golden Sweet, $1.25 to $1.50; Strawberry Pippins, $2; Colvert's, $1.95 to $2. A small consignment of the Wealthy variety brought as high as $2.50. Bartlett pears, No. 1, sold at $5 to $5.50 per bbl.; No. 2, $3.50 to $4.50; Clapp's Favorite, $4 to $4.50; Flemish Beautys, $3.25 to $4; sugar pears, $2.50.

Grapes, in 10-lb. bask., Red Rogers, brought 40 to 50c.; Moyers, 40 to 42½c. Delawares (a small lot), 60c.; Moore's Early, 42½ to 50c.; Niagaras, 40c.; Worden's, 37½c.

Tomatoes took a remarkable jump, reaching 80c. per bushel for local grown. Western, in 12-qt. baskets, brought 30 to 37½c. Crawford peaches, 12-qts., 40 to 75c., according to quality. White flesh and other varieties, 30 to 50c. Plums, 37½ to 60c.; pears, in 12-qts., for Bartletts, 40 to 62½c.; Clapp's, 37½ to 50c.; Flemish Beautys, 32½ to 40c. Black lawtonberries are selling from 4 to 6c.

### OTTAWA AS A FRUIT CENTRE.

The fruit business here is assuming an enormous size. At present there are five and six refrigerator cars running from Grimsby to Ottawa direct to the Exchange. They are equipped with the Hanrahan system, which Mr. Hunt has been experimenting with for a couple of seasons. The Canada Atlantic Railway took the matter up and built four or five new cars, which have been put into use. It is understood that the C. A. R. have taken the control of the system through the efforts of G. W. Hunt, who wanted them for his business.

### TRAVELLERS IN OTTAWA.

John Everett, Christie, Brown & Co.'s populat traveller, is in the city and says he has had a rush of orders every day since his arrival.

Mr. Musgrove, of The McIntosh Company, Toronto, and H. H. Livingston, of The Pure Gold Co., are here also. Both report good orders all around.




You can get along without

# Chase & Sanborn's Coffees!

So can a wagon without grease, but it goes hard.

**Seal Brand**
In 1 and 2-lb. Cans only.
(AIR-TIGHT.)

# CHASE & SANBORN, Importers, Montreal.

## THE AUER GAS LAMP.

"TURNS NIGHT-TIME INTO DAY-TIME."

New Styles. Lower Prices.



No. 21
100 Candle Power.

**Do you want** a lamp which won't tire your eyes?

**Do you want** a lamp which makes sewing or reading a pleasure?

**Do you want** a lamp which gives more light than half a dozen kerosene ones for less money?

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## Drawing Trade By Selling Nasmith's Bread and Cakes.

Out of town grocers are doing this daily. Write us for information.

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Now is the time to place your order with us for Coffees and Spices. Goods that sell quickly are the only kind we have to offer. Quality combined with right prices accelerate the sale of our goods. Mail orders receive prompt attention.

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Telephone Bell Main 65
" Merchants 522.
Telephone orders receive prompt attention.

## NOVA SCOTIA MARKETS.

Halifax, September 14, 1902.

THOUGH the opening of the Provincial Exhibition, on Wednesday last, interfered somewhat with business, the wholesale trade has shown some improvement, and no doubt this will continue from week to week until the autumn trade is fully on. Both employers and employes, who have been enjoying vacations, have returned to their posts, in anticipation of a heavy autumn business. During Exhibition week the merchants meet many of their customers from various parts of the Province, and though a great amount of business may not be done, business ties are strengthened, and possibly new customers may be made.

* * *

The retail trade is having the benefit of the large influx of Exhibition visitors in increased business. Large numbers of people have friends visiting them, the hotels are filled, and private houses which are prepared to take lodgers or boarders are taxed to their utmost capacity. The dealers tell us that in some instances the family grocery bill is almost doubled, while an extremely large trade is done in fruits and confectionery.

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Prices remain practically unchanged in sugar and molasses, though the market may be considered firmer in both articles. The refineries are said to be ahead of their orders. Molasses now is in better demand, which may tend to increase prices.

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Farm produce is now coming in freely and the local market is well supplied. Beef is now more plentiful, and the first auction of fat cattle this season is advertised for this week. The lot, however, is small, only 30 head, which constitutes a carload.

* * *

Butter is coming in well, but the price remains firm. There is no change in the cheese situation. Eggs are comparatively slow coming in, possibly because some dealers have begun to pickle and hold for higher prices. The latest quotation is 17c. per dozen.

* * *

The fish situation is unsatisfactory, and this may mean a poor return to the fishermen for the season's work. Mackerel are scarce, only an occasional few being taken along the coast. Word comes from Newfoundland that the fish market there is also unsatisfactory. When prices were revised on September 1 a cut of 30 to 40c. was made per quintal. This is said to be on account of Norse competition, and also the large catches made on the Labrador coast. The Labrador fish goes largely to the Mediterranean markets, where it meets Norse and French competition. There was a large catch by the Norse fishermen and prices were cut, which affected the Newfoundland prices. The West-Indian market has not materially changed and prices here are lower than usual and uncertain.

R. C. H.

## J. S. BENNETT'S DISPLAY.

One of the attractive displays at the Toronto Industrial Exhibition was the shelf boxes for groceries, drugs, hardware and other lines of trade, and kitchen cabinets manufactured by J. S. Bennett, No. 15 Marion street, Toronto. The kitchen cabinet is among the latest of Mr. Bennett's inventions. It is fitted with a bread board and drawers for spices, etc. This cabinet has many ingenious features about it, and Mr. Bennett secured quite a number of orders for it.

## STRAWBOARD BERRY BOXES.

During the fruit season this summer there has been quite a scarcity in the boxes in which the smaller fruits are placed upon the market, and in order to supply the demand fruit shippers were compelled to buy up all the old boxes they could lay their hands on in the large trade centres. Not only this, the scarcity of wood has so advanced the price of same that the manufacturers of the wooden boxes have a loss staring them in the face. In view of this condition of affairs, the latter have been looking around for a substitute for the wooden boxes, and one of them, The Oakville Basket Company, has secured the right to manufacture in Canada berry boxes from strawboard. This box was shown at the Industrial Fair in Toronto, and excited a great deal of interest. The box holds the same quantity of fruit as the old-fashioned wooden one and is also made to fit into the crates as did the old boxes. The inside of the box is coated with paraffine, which thereby prevents the moisture from the berries soaking through. The box is also well ventilated. Another advantage of this box is that it can be folded up and by this means a saving of freight is entailed. The box when fitted together, which can be done instantly, cannot again fall apart. The Oakville Basket Company is having machinery put in whereby it will be able next season to manufacture 75,000 per day of these boxes. The exhibit at the Toronto Industrial Fair was in charge of J. C. Ford, the manager of the company.

The best selling tea in Canada today is
Blue Ribbon Ceylon
packed and sold by
Blue Ribbon Tea Co.
12 Front St. East - Toronto

## NEW INDUSTRY FOR ST. JOHN'S.

HENRY McCOULVEY, a prominent resident of St. John's, Newfoundland, passed through Sydney, N.S., a few days ago on his way home from New York. To a newspaperman he announced the formation of a large company at St. John's to manufacture oil skins, soaps, candles and in fact about everything required by the fisherman. Out of 35 dealers in this line of goods in St. John's, 32 have taken stock in the company and a large building will be immediately erected. The company will be capitalized at $50,000, and Mr. McCoulvey will manage it. He has been in New York in the interest of the company. A large number of hands will be employed.

Mr. McCoulvey declares: "The people do not believe that Confederation would reduce the price of foodstuffs. They pay duty of about 25 per cent. from Canada, but I can buy the same brand of flour in St. John's for the same price I pay for it in Canada. The same applies to other products of Canada.

## MADE IN CANADA.

Editor CANADIAN GROCER,—In passing among the exhibits at the Industrial Fair, Toronto, this year were to be seen displayed on most of the exhibits neatly printed cards "Made in Canada." Canadians had no reason to be ashamed of the goods so set out for special notice, and these cards added another link in the chain of education to that started by the Canadian Manufacturers' Association and endorsed by the Retailers' Association. The next link is the perfecting of lines made and reducing the cost of manufacture so they can meet foreign competition, and, at the same time, increase the return to labor.

The producer is also a consumer, and, in order to utilize the product of the country, he must have means to buy with. This our American neighbors do. How they do it will be my next article in next issue.

CANADIAN TRADE.

[These series of articles are contributed by a gentleman who has had experience in manufacturing, wholesale and retail business.—Editor.]

## CATALOGUES, BOOKLETS, ETC.

### A BOOKLET ON VANCOUVER.

We are in receipt of a booklet issued by the Vancouver Tourist Association containing an excellent view of Vancouver harbor together with such scenes as render Vancouver of much interest to the touring world. The attractions and advantages offered by this city to tourists are admirably set forth and portrayed.

There is no better than the Best
in any line of goods.

In Pork and Beans with Chili Sauce
the best is Clark's

We guarantee the quality, it's A1.

EPPS'S
GRATEFUL. COMFORTING.
IN ¼-LB. LABELLED TINS. 14-LB. BOXES.
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.
THE MOST NUTRITIOUS. COCOA

ESTABLISHED 1861
HEADQUARTERS FOR FANCY FRUITS.
Send your orders for the very best quality of
ORANGES, LEMONS, BANANAS and PINEAPPLES.
HUGH WALKER & SON
P.S.—Prompt and special attention given to mail orders. GUELPH, ONT.




DO YOU HANDLE
Capstan Brand Baking Powder?
If not! why not?
It is the best seller in the market.
Try a sample case and be convinced of its high-grade quality.
Ask your grocer for it or see our travellers.
The Capstan Mfg. Co., - Toronto, Ont.



We want 100,000 Live Chickens annually for our export trade
We will pay the highest possible market price for really prime well-fed birds.
Correspond with
SCOTT, ASHTON & COMPANY, MORRISBURG, ONTARIO.

GRIMBLE'S English Malt
Six GOLD Medals VINEGAR
GRIMBLE & CO., Limited, London, N.W., Eng.

## AMERICANS AS CANDY EATERS.

THE United States is the greatest candy-making and candy-eating country in the world and New York is the greatest candy city. During the year 1900, according to a census bulletin, more than $18,000,000 worth of confectionery was produced in the factories of New York City and State and more than $150,000,000 worth in the country at large. The latter figure is greater than the combined values of the confectionery output of England, France and Germany.

In the State of New York, so important has the industry of candy-making become, that it now exceeds the value of all the iron and steel products of the State. Indeed, it is about equal to the entire candy product of the whole United States 20 years ago.

In 1880, according to the census returns for that year, the candy industry of the United States amounted to $25,673,033, so about six times as much is now consumed by the average American as was considered a proper allowance by the last generation of candy eaters.

Against the total of $150,000,000 produced in this country in 1900, England manufactured about $35,000,000 worth, or 160,000,000 pounds; France, 143,299,000 pounds, and Germany, 130,000,000 pounds. England sends abroad more than half of the candy made there—"sweets," the Englishman calls them—while France and Germany consume most of their own product. In this respect they are like the United States, which also eats nearly all of its own candy.

"Strangely enough," remarks The New York Sun, "the bulk of the best candy is still made by hand, very much as it was ages ago. The 'pulling' operation, by which pulled candy is yanked about and fashioned into a great variety of shapes and designs, was practiced in India in the very same manner 3,000 years ago at the great religious fetes, when the sweet stuff was thrown over the branch of a tree and then worked by two men.

"But the Hindoos did not attempt the elaborate effects with their candy that modern manufacturers successfully practice. The decoration of dinner tables with pretty and artistic designs in candy work is now a department by itself in the making of confectionery, and a very high standard of skilled workmanship is called into use to produce original and tasty effects. An infinite variety of tints and shades of coloring can be introduced, for the colors are vegetable and harmless. From the pulled candy all sorts of shapes can be fashioned, and the resultant resemblances to satin pin-cushions, jockey caps and almost everything else that the inventive genius of the fashioner can think of are at once a tribute to the designer's art and the compounder's taste.

"In making bonbons, caramels, etc., the sugar and water must never be stirred after the sugar has been dissolved. The saucepan must never be shaken or even moved while the syrup is boiling. As soon as the sugar begins to boil it is tried constantly in ice water. When the syrup forms a little mass in the cold water it is said to have been 'boiled to the crack' and is removed from the fire.

"The process of boiling is generally divided by confectioners into the following nine degrees: the small thread, the large thread, the little pearl, the blow, the feather, the ball, the crack, and the caramel, all of which are produced by a heat ranging from 230 to 260 degrees. The ninth degree was first noted by Count Albufage Caramel, of Nismes, France, from whom the caramel was accordingly named.

The coloring of the candy is effected in a variety of ways. To color brown, melted chocolate or caramel is added. A yellow tinge is given by the addition of a few drops of tincture of saffron, while caramel mixed with carmine gives an orange yellow. Cochineal, carmine, saffron and Prussian blue are said to be perfectly harmless, yet so strong in coloring matter that a bit the size of a gumdrop will color 5,000 pounds of candy.

"There is a chemistry of confectionery—flour confections as well as candy being included—which has to receive its due attention from the manufacturer. In flour confections milk is used as a moistener instead of water.

"Next to milk, eggs are the most important moistening agents, while glycerine is also considerably used. When exposed to air glycerine increases in volumes through absorption of moisture, and used in small quantities in cakes has the result of retarding the natural process of drying, keeping the cake fresh and moist much longer than would otherwise be the case.

"Confectioners employ a variety of aerating agents, principally ammonium-carbonate, commonly called ammonia. The chemical effect of this on the confectioner's paste is to change the sugar, which is present by fermentation, into alcohol and carbon-dioxide gas, which, in its turn has the mechanical effect of distending and lightening the dough. It is only, however, when subjected to the heat of the oven that the gases in the dough are liberated so as to distend the mass and produce the required lightness. And even in the oven the ammonia evolves only half of its gas, and it has to be treated with tartaric acid to obtain its full effect."

## BE KINDLY TO THE DRUMMERS.

"IT is a curious thing," said a leading jobber, "that there are so many retailers and retail buyers who, while painfully careful of the feelings and interests of their customers, are utterly oblivious to the feelings and interests of the commercial travellers with whom they come in contact. Let a man approach them as a purchaser and they are all smiles and suavity. Let him approach them as a seller, and they do not even treat him with common decency. They seem to feel a pleasure in visiting upon the head of wholesalers' agents all the snubs they suffer from their customers. As a consequence there is many a merchant doing business with travelling men who, while booking his order, curse them in their hearts, not because he is a close or shrewd buyer that they cannot over-reach, but because to get his order it is necessary to put up with an amount of indignity and humiliation that stirs their deep resentment."

Business is business and a commercial traveller or any other solicitor for patronage expects to put up with discomfort and annoyance, but no one has the right to ask him to patiently endure unnecessary humiliation. He who does shows an amount of conceit, an ignorance of the world and a capacity for making enemies that sufficiently prove his own insignificance as a man and a merchant. There are men on the road as elsewhere who cannot be too severely treated, but they are exceptions. The average travelling man has an exceptional knowledge of the world, exceptional powers of observation and insight into character and conditions, and an inside knowledge of goods and men that makes him a mine of information, a travelling storehouse, for the people with whom he comes in contact. With his access to the credit men of great wholesale houses, his acquaintance with other travelling men, and his many relations in the great markets of the country, he is a commercial factor whose influence it is hard to overvalue. What folly it is to excite without provocation the ill-will of such a man!

If a merchant cannot see the advantage of having the good-will of the travelling fraternity let him remember that credit and the amount of consideration shown the retailer by the wholesale house are often materially affected by the travelling man's favorable or unfavorable attitude toward him. It's a hard thing to be hard on a man whom you like, and the reputation of being a nice man to do business with is a valuable moral asset. Again, it is a good thing to have the good-will of the men from whom you never have bought and never expect to buy goods. The time may come when they can speak a word for or against you. The prestige for good or evil built up about us by the involuntary estimates or action of other people has its fruit as much as our direct efforts.—From The Keystone.

# Graham's Jams, Jellies and Marmalade

are well known all over the Dominion as a **standard of quality.** When ordering try them.

AGENTS:
GEO. J. CLANCY & CO.,
59-61 Front St. E., TORONTO.

***Canada Preserving Company,***
HAMILTON.

# LISTEN!

We are offering goods at the uniform Association prices.
We solicit your patronage on **the merit of our goods.**
We guarantee the quality of any line of goods packed by us **equal to the best brands packed on the Continent of America.**
We are ready to support this statement with samples. **Don't be sidetracked.**
Your wholesale house will supply our best brands if you insist upon it. If not, write for quotations.

## Delhi Canning Co., Limited, -:- Delhi, Ont.

*"Best in the World."*

**HILL, EVANS & CO'S (WORCESTER, ENG.)**

PURE ENGLISH
**MALT VINEGAR**
Delicate in Flavor and Aroma.
Splendid keeping properties.

**ROBERT WATERS' QUININE WINE**
Quinine in a palatable form—50 years' reputation.

Export Agents:
Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

# Cream Sodas

**In the 3-pound round-cornered tins are all right.**

# The Canada Biscuit Co., LIMITED

KING ST. WEST AND
BATHURST ST. CARS PASS OUR WORKS.

**KING and BATHURST STS., TORONTO.**

## INQUIRIES ABOUT CANADIAN TRADE.

THE following were among the recent inquiries relating to Canadian trade received at the Canadian Government Office in London :

1. A London firm of buyers for South-African business houses desires to get into communication with Canadian shippers of hams, bacon, cheese, fruits, canned goods and produce generally.

2. A North of England firm using quantities of spade and shovel handles wishes to be placed in touch with Canadian exporters of these goods.

3. A London firm interested in a new process for treating iron sand desires to get into communication with owners of iron sand deposits in Ontario and Quebec.

4. A firm at Boulogne (France) wishes to correspond with one or two reliable Canadian shippers of apples of good quality.

5. A Middlesbrough firm asks to be placed in communication with Canadian exporters of peas, beans, cheese and other produce from whom they could obtain quotations.

6. A Johannesburg (S. Africa) firm desires to secure agencies for Canadian natural and manufactured products, and will be glad to hear from houses in the Dominion requiring such services.

[The names of the firms making the above inquiries can be obtained upon application to the Editor of THE CANADIAN GROCER.]

## QUEBEC BLUEBERRY CROP.

A Quebec paper says : "The crop of blueberries this year is a most lucrative one, and favorable reports are coming in from all parts of the district. That the reports are well founded is in daily evidence, as seldom before has the fruit been exposed for sale in such large quantities around the city. The crop in the Lake St. John district is perhaps larger than ever before, one merchant, L. E. Oates, of Roberval, Que. having purchased the fruit to the extent of $10,000, and is making an enormous shipment of some to Boston."

## GLEANED FROM THE TRAVELLERS.

The commercial travellers who during the last week or so have been visiting the Exposition in Toronto, are preparing to resume their duties on Monday morning. All the wholesale dealers report a large list of customers who have called upon them during the time of the Exposition. Prospects for the fall are excellent owing to the general prosperity.

W. B. Smith, of The Davidson & Hay, who has lately made his tour in Western Ontario, states that the prospects for fall trade promise to exceed those for years previous. Crops are good; prices of cattle and hogs are high; fruits, especially apples, are in abundance. Crawfords and late peaches, however, are likely to advance. Reports from other parts are similar in nature.

A. A. Osborne, of Midland, is erecting a large brick general store which will be one of the most handsome buildings in town.

Every grocer who desires to have the finest goods for his customers will see that he is never without a full stock of :

**COWAN'S** Hygienic and Perfection Cocoa.
Queen's Dessert, Royal Navy and Perfection Chocolate.

**COWAN'S** Cake Icings—Chocolate, Pink, Lemon Color and White.

**COWAN'S** Chocolate Cream Bars, Chocolate Ginger, Chocolate Wafers, etc.

ALL ABSOLUTELY PURE GOODS.

**THE COWAN CO., Limited - TORONTO**

**BRIGHT PROSPECTS AHEAD.**

The outlook for trade this Fall is, we think, looking very bright, which is largely due to the fact that there has been such a bountiful harvest throughout Ontario and the West. We have consequently made ample provision for our rapidly-increasing trade, and have some very tempting bargains for you in many lines. Please ask for our prices on SYRUP, MOLASSES and VINEGAR.

The R. & J. H. Simpson Co.,

WHOLESALE GROCERS AND TEA IMPORTERS, QUELPH, ONT.

Telephone 275.




It is acknowledged that in Baking Soda in packages the standard both as to quantity and quality is

**DWIGHT'S**

**"COW BRAND."**

Dealers and consumers both acknowledge this fact.

**JOHN DWIGHT & CO.**

34 Yonge Street, TORONTO, ONT.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

## Printing by Mail.



We pay special attention to orders received by mail, giving them prompt and careful treatment.

**1,000 Good White Business Envelopes, $1.00, any printing.** Dodgers, $1.00 per M.; Noteheads, Statements, Billheads, $1.50 per M.; Letterheads, $2.00 per M.

WEESE & CO., Jobbers,
54 Yonge St., TORONTO.

## FISH AND OYSTERS

WHOLESALE.

The F. T. JAMES CO., Limited
76 Colborne Street, TORONTO.

## WANTED EGGS BUTTER

Highest Prices. Prompt Returns.

THOS. PIZER
General Produce Merchant.
1274 Queen St W. TORONTO.

DO YOU KNOW that

## BOSTON POPCORN FRITTERS

sell fast and pay GOOD PROFITS?

SAMPLES FREE FOR ASKING FOR THEM.

THE GLOBE MFG. CO., 103 Adelaide St. West, TORONTO.

MOTT'S DIAMOND CHOCOLATE. JOHN P. MOTT & Co HALIFAX, N.S. ESTABLISHED 1844. IS THE BEST.

For Sale Everywhere.

—:o:—

ASK FOR

## MOTT'S.

## Perkins, Ince & Co.

**Wholesale Grocers**

FRONT STREET EAST,
Toronto.

## A LITTLE ADVERTISEMENT ....

Sometimes does as good work as a larger one. We can give you any size you want in this paper, from 1 inch to a full page. Prices gladly submitted.

**The MacLean Publishing Co., Limited, Montreal and Toronto**




## The Australasian Grocer

The Organ of the Grocery, Provision and kindred Trades of the Antipodes.

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A handsome Diary is presented free to annual subscribers.

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CLEAN
ECONOMICAL
DURABLE
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SATISFACTORY




FIRST FLOOR OUTFIT

NO USE FOR MEASURES OR FUNNELS

**BOWSER** THREE MEASURE SELF MEASURING AND COMPUTING **OIL TANKS**
ARE BUILT TO LAST

THEY SAVE OIL TIME LABOR AND MONEY

THEY HAVE

All Metal Pumps
Dial Discharge Registers
Anti-Drip Nozzles
Money Computers
Float Indicators
Double Plungers
Double Brass Valves
Galvanized Steel Tanks
Handsomely Finished Cabinets

WE BUILD FIFTY STYLES
Write for Catalogue "B."

THEY PUMP GALLONS HALF GALLONS OR QUARTS

## S. F. BOWSER & CO.

Factory, FORT WAYNE, Ind. 65 Front St. East, TORONTO.

## TEA AND COFFEE IN INDIA.

By W. T. Fee, U. S. Consul at Bombay.

OFFICIAL statistics of the tea and coffee production of India are of peculiar interest this year, because they deal with industries which have reached a critical stage in their history. Unfortunately, while the tendency is for the tea trade to recover its position, the palmy days of coffee raising in this country seem to be past.

### TEA

It is only when the figures are tabulated that one can appreciate the enormous proportions the Indian tea trade has attained. Last year there were 521,767 acres under the hardy plant, producing 191,250,000 lb. of tea, giving employment to some 666,000 persons, and representing an invested capital of $54,000,000. About one-tenth of the production was in Dhera Dun, the United Provinces, the Kangra Valley in the Punjab, and the Travancore district in Southern India. The other nine-tenths is grown in the two Provinces of Bengal and Assam.

The period of greatest activity was in the years 1897 and 1898, when 67,000 acres were added to the tea-growing area. This tremendous expansion in the output, without any corresponding increase in the demand, bore its inevitable fruit in the glut which has in recent years brought prices down below a fair profitable level, and consequently a healthy reduction of the rate of progress set in. Last year there were only 2,281 acres added, and in the ordinary course of events a decrease in succeeding returns may be expected.

The price of tea in 1902, although higher than that of 1901, was lower than at any other time during the past 30 years. The ruling price at Calcutta during the public sale was about 14 cents a pound for broken pekoe (probably the best quality of Indian tea), and unless there is considerable advance in values, which is extremely unlikely, the poorest yielding lands must fall out of cultivation.

The United Kingdom is still the greatest repository for Indian tea, taking nearly 160,000,000 pounds of the total production, though there was a decline of some 7,000,000 pounds for the year previous; it is difficult to say how much of the tea exported to London finds its way to America. Australia comes an extremely poor second, with 8,500,000 pounds. France and Russia are the only countries whose demand shows a promising development. The popularity of "Le five o'clock" has run the consumption in France up to 75,000 pounds a year.

India consumes only 5,500,000 pounds of home-grown tea and 3,000,000 pounds of foreign. The planters have neglected the Indian market in their anxiety to stimulate the demand from abroad. Canada, with its 5,000,000 inhabitants, consumes as much Indian tea as does the United States, with a population fifteen times as great; each consumed last year about 1,075,000 pounds.*

### COFFEE

Southern India practically monopolizes the Indian coffee industry. The low prices caused by the competition of the Brazilian coffee (which represents three-fourths of the world's production) have played havoc with this trade in recent years, and the average production in the last quinquennium was under 20,500,000 pounds, as compared with 34,750,000 pounds in the preceding five years. This great falling off in the output is due rather to a diminished yield than to any reduction of acreage, for the extent under coffee is practically the same as in 1885, while the output is less than half.

The coffee producers have seen the price of their commodity fall for the last 12 years. In 1890, it was £5 6s. 2½d. ($25.63) per cwt. (112 pounds), and in 1900 it touched bottom level with £2 7s. ($11.67).

There is in this country a certain demand for tea—although small — and the progress of the experiments undertaken at the suggestion of the viceroy tends to show that it is capable of expansion. Indian coffee, on the other hand, has to find its purchasers entirely abroad, and so long as the foreign market is dominated by the low-priced Brazilian product, there is no great hope for the industry.

The English demand of 13,000,000 pounds is closely followed by that of France—11,250,000 pounds. The importance of this French trade leads planters to follow, with no little anxiety, the progress of the tariff negotiations. Mr. O'Conor, director-general of statistics to the Government of India, says that the question is still unsettled, and the provisional arrangements under which the minimum tariff rate was applied to it were recently prolonged.

The quality of Indian coffee is good—so good that it is appreciated by the Arabs and Turks. It is not easy to determine how much of the 250,000 pounds of Indian coffee shipped to Arabia finds its way to Europe and America as the finest "Mocha."

* The imports into the United States of tea from British India amounts to 2,019,099 lb., and 3,093,864 lb. during the years 1899, 1900, and 1901, respectively.

## HINTS ON TEA DRINKING.

By A. R. Robertson, New York.

THE use of tea is so universal that the public ought to know more about it than it does. There is no question that it is a very refreshing beverage if it is intelligently prepared—that is, if the pot is nicely washed in fresh boiling water, the dry leaves are put in, and over them is poured boiling water, and the same is allowed to stand for three or five minutes.

Unfortunately, it is so often allowed to stand on the range from half an hour to an hour before using that when the decoction is drunk it tastes more like senna or poison than tea. No wonder that some of our friends say they never drink tea except when they are feeling badly or out of sorts! But the reason is they do not know what good tea really is.

In hot weather there is nothing more refreshing and nothing that will help you to stand the heat better than a cup of warm tea. A great many prefer iced tea with lemon, but a cup of warm tea on a hot day will do you more good than a cold drink of any kind.

If taken in moderation, both tea and coffee can be used with great benefit by everyone. It only remains for each person to decide, or to find out, which of the beverages suits him or her the better.

Some claim that tea drinking is altogether the outcome of habit, but this is a mistake. In countries where the fine teas are imported from China and Ceylon, as, for example, Russia and Great Britain, the consumption per capita is four to five times as large as in the United States, and is continually on the increase. Some tell us that this is induced by climatic influences, but a closer examination leads us to believe that there is a better reason, namely, that the public here has been using teas of a very common quality for a low price, thinking they are good enough, whereas in reality poor, common or bad tea, should be left alone.

The difference between a 35-cent tea and a 60-cent tea purchased in a good store is not generally understood. If you will watch the brewing of these teas you will find that it requires a much greater quantity of the cheap tea than of the expensive kind to make a brew of the right palatable strength.

In Great Britain tea is served in nearly every house and office at 4 or 5 o'clock in the afternoon. So great is the fondness of business men for tea at this time that they frequently go without their luncheon in order to have time to drink tea in the late afternoon. If tea will compel a man to make such a sacrifice, it must be a fascinating beverage to its devotees.

The consumption of black teas, especially those of Ceylon and India, is rapidly increasing in the United States. These do not differ much from the English breakfast tea of China, except that they grow at a higher or different altitude. The growers of these teas claim superiority for their product on the ground that they are machine rolled, instead of being rolled by hand. While I agree with them in this view, I believe that from any good tea, no matter where it is grown, can be brewed a beverage that is beneficial for mind and body.

# TO OUR FRIEND THE GROCER

**WE MAKE THE FOLLOWING OFFERS, GOOD UNTIL NOVEMBER 1, 1902:**

## OFFER No. 1.

To each purchaser of two cases of "Bee" Starch, $5.00 each, we will give free one case of "Bee" Borax, containing 40 5c. packages of "Ballon Dust" Borax, the very finest, made 99 per cent. pure. No cheap compound.

Your investment, $10.00 Profit, $1.40 per case on Starch; $2.00 on borax. Total, $4.80.

## OFFER No. 2.

To each purchaser of three $5.00 cases of "Bee" Starch we will give free one case of "Bee" brand Soda, containing 96 5c. packages. This is the famous Brunner, Mond Soda — the best that's made.

Your investment, $15.00; your profit, $9.00

## OFFER No. 3.

To every purchaser of five $5.00 cases of "Bee" Starch we will give free one case of Soda and one case of Borax.

Your investment, $25.00; your profit, $13.80.

In every package of these goods is a coupon for which the buyer of these goods on presentation of 100 of same at our office will be entitled to one set of Madame Potts Irons.

These are no trashy premiums, but **Gold Dollars** which you mint with your own salesmanship.

**AS USUAL.**—We tell you there is no money in this for us, and to tell you the truth there isn't much, but we must get there, and we would just as soon give you some as give it all to the newspapers.

**WE ARE FOLLOWING THIS OFFER UP WITH GOOD ADVERTISING AND WE WILL MOVE YOUR PURCHASES, SO DON'T BE AFRAID TO BUY .....**

**SEND US YOUR ORDER DIRECT, OR THROUGH YOUR WHOLESALER. NO FREIGHTS PAID ON THESE OFFERS.**

# SNOWDON, FORBES & CO.

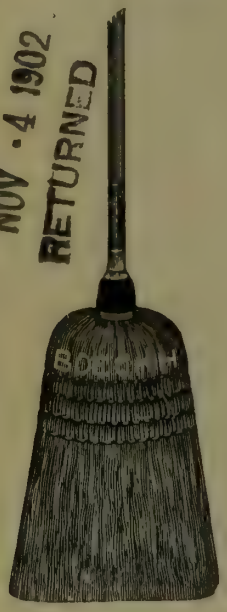
**449 St. Paul Street, MONTREAL.**

# Well Bought Easily Sold

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There is no secret in successful dealing. It is simply knowing the best goods and the best makers, buying them at right prices, and selling them at a fair margin of profit.




**Boeckh's Standard Brushes**
**Bryan's London Brushes**
**Boeckh's Standard Brooms and**
**Cane's Newmarket Woodenware**

are made right and sold right—they satisfy both dealer and consumer.

**Boeckh's Bamboo-Handled Brooms**—Labor-lighteners, none can equal them as trade-winners.

**Brooms and Whisks**—Buying direct from the grower enables us to quote lowest market prices.

**Brushes**—Artists' Brushes; Painters', Varnishers' and Kalsominers' Brushes; Household, Machinery and Factory Brushes; Horse and Carriage Brushes; Toilet Brushes, etc.

**Cane's Newmarket Pails and Tubs**—Noted for their wonderful durability—a triumph of worthy goods and ready sellers.

**Washboards**—Latest improved styles—boards that will give perfect satisfaction.

**Clothes Pins**—Loose or in 4 or 6 dozen packages—all selected, perfect Pins.

**Wooden Packages**—Pickle Pails, Syrup Pails, Oyster Pails, Shipping Cans, Candy Pails, Lard Pails and Tubs with Covers, Extra Covers for Pails and Tubs, Paint Pails, etc.

**Butterware**—Barrel Churns, Ash-Dash Churns, Butter Dishes, Bowls, Paper, Spades, Ladles, Moulds, Prints, Stamps, etc.—a wide range.

**Kitchenware**—Washers, Wringers, Self-Wringing Mops, Bake Boards, Rolling Pins, Pie Plates, Spoons, etc. Splendid value in this range.

**Baskets**—Butter Baskets, Market Baskets, Hampers, Grocers' Delivery Baskets, Waste Paper Baskets, etc.

**If one of our representatives has not yet called upon you and you are in a hurry for goods, write, 'phone, or telegraph us at our expense.**

## UNITED FACTORIES, Limited,

**Head Office: Toronto.**

**OPERATING:**
**Boeckh's Toronto Factories.**
**Bryan's London Factories.**
**Cane's Newmarket Factories.**

**MONTREAL BRANCH: 1 and 3 DeBresoles St.** **LONDON BRANCH: 71 Dundas St.**

# CURRENT MARKET QUOTATIONS

September 18, 1902.

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, St. John, N.B., and Halifax. The prices are solicited for publication, and are of such quantities and qualities as are usually ordered by retail dealers on the usual terms of credit. For Winnipeg market report and prices, see page —

Goods in large lots and for prompt pay are generally obtainable at lowest prices.

All quotations for staple products are under the direct control of the Editors, who call daily upon all the leading houses in the principal centres.

| BUTTER, CHEESE AND EGGS | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| Dairy, choice, large rolls, lb. | $..... | $0 18 | $ 14 | $0 15 | $..... | $0 16 |
| " " pound blocks | 17 | 18 | 15 | 16 | 16 | 18 |
| " tubs, best | 15½ | 16 | 14 | 15 | 17 | 19 |
| " tubs, inferior | 14 | 15½ | 11 | 13 | 14 | 16 |
| Creamery, boxes | 19 | 19½ | 18½ | 19 | 20 | 23 |
| " prints | ..... | 20 | 19 | 20 | 22 | 24 |
| Cheese, new, per lb | 9¾ | 10 | 10 | 10½ | 10 | 10½ |
| Eggs, new laid, per doz | 18½ | 19 | 14 | 15 | 17 | 18 |
| **CANNED GOODS** | | | | | | |
| Apples, 3's | ..... | ..... | 90 | 1 00 | 1 00 | 1 10 |
| " gallons | ..... | 2 50 | 2 25 | 2 50 | 2 70 | 2 80 |
| Asparagus | 2 20 | 2 25 | 2 00 | 2 40 | ..... | ..... |
| Beets | 1 00 | 1 00 | 90 | 1 00 | ..... | 1 10 |
| Blackberries, 2's | ..... | 1 30 | 1 40 | 1 70 | 1 50 | 1 80 |
| Blueberries, 2's | 92½ | 95 | 80 | 85 | 95 | 1 00 |
| Beans, 2's | 80 | 90 | 80 | 90 | 90 | 95 |
| Corn, 2's | 82½ | 85 | 80 | 95 | 80 | 90 |
| Cherries, red, pitted, 2's | 2 25 | 2 30 | 2 10 | 2 25 | 2 30 | 2 40 |
| " white | 2 25 | 2 30 | 2 00 | 2 25 | ..... | ..... |
| Peas, 2's | ..... | 85 | 82½ | 87 | 85 | 90 |
| " sifted | 95 | 1 05 | 90 | 1 00 | 1 10 | 1 15 |
| " extra sifted | 1 05 | 1 15 | 1 20 | 1 25 | 1 20 | 1 25 |
| Pears, Bartlett, 2's | 1 50 | 1 60 | 1 75 | 2 00 | 1 75 | 1 80 |
| " 3's | 1 90 | 2 00 | 2 00 | 2 40 | 2 00 | 2 25 |
| Pineapple, 2's | 2 00 | 2 40 | 2 25 | 2 50 | 2 15 | 2 25 |
| " 3's | 2 25 | 2 40 | 2 50 | 2 60 | 2 50 | 2 60 |
| Peaches, 2's | 1 75 | 1 85 | 1 75 | 1 90 | ..... | 1 75 |
| " 3's | 2 60 | 2 70 | 2 50 | 2 75 | 2 70 | 2 80 |
| Plums, green gages, 2's | 1 30 | 1 35 | 1 10 | 1 25 | 1 30 | 1 60 |
| " Lombard | 1 20 | 1 25 | 1 00 | 1 10 | 1 30 | 1 50 |
| " Damson, blue | 1 00 | 1 25 | ..... | 1 00 | 1 10 | 1 30 |
| Pumpkins, 3's | ..... | 85 | ..... | 90 | 90 | 1 00 |
| " gallon | ..... | ..... | 2 10 | 2 25 | 2 10 | 2 25 |
| Raspberries, 2's | 1 40 | 1 50 | 1 60 | 1 80 | 1 70 | 1 75 |
| Strawberries, 2's | 1 50 | 1 75 | 1 60 | 1 75 | 1 50 | 1 75 |
| Succotash, 2's | 1 00 | 1 25 | ..... | 1 15 | 1 10 | 1 15 |
| Tomatoes, 3's | ..... | 1 15 | 1 15 | 1 20 | 1 25 | 1 30 |
| Lobster, talls | 2 75 | 3 20 | ..... | 3 25 | 2 50 | 3 25 |
| " 1-lb. flats | 3 00 | 3 75 | 3 50 | 3 70 | ..... | 1 25 |
| " ½-lb. flats | 1 75 | 1 85 | 1 75 | 1 80 | ..... | 1 75 |
| Mackerel | 1 00 | 1 10 | 1 15 | 1 25 | 1 35 | 1 45 |
| Salmon, sockeye, Fraser | 1 35 | 1 40 | 1 50 | 1 52½ | 1 50 | 1 75 |
| " " Northern | ..... | ..... | 1 40 | 1 45 | 1 15 | 1 25 |
| " " Horseshoe | ..... | ..... | 1 50 | 1 52½ | ..... | .. .. |
| " Cohoes | 1 00 | 1 15 | 1 05 | 1 15 | 1 00 | 1 10 |
| Sardines, Albert, ¼'s | 12 | 12½ | 12½ | 13 | 14 | 15 |
| " " ½'s | 20 | 21 | 20 | 21 | 20 | 21 |
| " Sportsman, ¼'s | 11¼ | 12 | ..... | 12½ | ..... | 12 |
| " " ½'s | 19 | 20 | ..... | 21 | 20 | 21 |
| " key opener, ¼'s | 9 | 11 | 10½ | 11 | 16 | 18 |
| " " ½'s | ..... | 18 | 18½ | 23 | 10 | 11 |
| " P. & C., ¼'s | 20 | 22½ | 23 | 25 | 23 | 25 |
| " " ½'s | 27½ | 30 | 33 | 36 | 33 | 36 |
| " Domestic, ¼'s | 4 | 4¼ | 4 | 4½ | 4 | 4¼ |
| " " ½'s | 7 | 8 | 9 | 11 | ..... | ..... |
| " Mustard, ¼ size, cases 50 tins, per 100 | 7 50 | 11 00 | 8 50 | 9 00 | 8 00 | 9 00 |
| Haddies | ..... | 1 00 | 1 00 | 1 10 | 1 00 | 1 10 |
| Kippered Herrings | 1 00 | 1 85 | 1 00 | 1 55 | 1 00 | 1 10 |
| Herring in Tomato Sauce | 1 00 | 1 55 | 1 00 | 1 70 | ..... | 2 00 |
| **CANDIED PEELS** | | | | | | |
| Lemon, per lb | ..... | 10½ | 16 | 12½ | 12 | 13 |
| Orange, " | ..... | 11 | 11 | 13 | 12 | 13 |
| Citron, " | ..... | 15 | 15 | 18 | 15 | 17 |
| **GREEN FRUITS** | | | | | | |
| Oranges, Valencias, per case | ..... | ..... | ..... | 5 50 | ..... | ..... |
| " Sorrentos | 3 75 | 4 00 | ..... | 4 00 | ..... | 4 50 |
| Can. Plums, per basket | ..... | 0 40 | 30 | 60 | ..... | 60 |
| Huckleberries | ..... | ..... | 85 | 1 15 | ..... | ..... |
| Cucumbers, per basket | ..... | ..... | ..... | 15 | ..... | ..... |
| Lemons, Messina, per box | 2 00 | 3 00 | 1 50 | 3 00 | 3 50 | 4 00 |
| Bananas, Firsts, per bunch | 1 25 | 2 00 | 1 10 | 2 25 | 1 00 | 2 00 |
| Apples, per bbl | 1 50 | 2 50 | 0 75 | 1 25 | 3 50 | 4 00 |
| Tomatoes, per basket | 3 25 | 3 75 | 0 25 | 0 30 | 1 50 | 2 00 |
| Pears | ..... | 0 40 | 0 30 | 0 60 | ..... | 60 |
| Peaches | 0 35 | 0 65 | 0 25 | 0 60 | ..... | 75 |
| Jersey Sweet Potatoes, per bbl. | ..... | ..... | ..... | 4 00 | ..... | ..... |
| Watermelons, per 100 | 17 00 | 20 00 | 17 00 | 30 00 | 3 00 | 4 00 |
| Canteloupes, per crate | ..... | 3 50 | ..... | ..... | ..... | ..... |
| Californian Peaches | ..... | 1 25 | ..... | ..... | ..... | 1 25 |
| " Plums | 1 25 | 1 75 | ..... | ..... | 1 25 | 1 50 |
| " Pears | 2 50 | 2 75 | ..... | ..... | ..... | ..... |
| Crabapples, per basket | ..... | ..... | 0 15 | 0 20 | ..... | ..... |
| Apples, per basket | 0 20 | 0 30 | 8 | 0 15 | ..... | ..... |
| Can. Grapes, per large basket | ..... | ..... | 0 25 | 0 65 | ..... | ..... |
| Peppers, per basket | ..... | ..... | 0 15 | 0 20 | ..... | ..... |
| **SUGAR** | | | | | | |
| Granulated St. Law'ce and Red | ..... | 3 65 | ..... | 3 73 | ..... | ..... |
| Granulated, Acadia | ..... | 3 60 | ..... | 3 68 | ..... | 3 75 |
| Paris lump, bbls. and 100-lb. bxs | ..... | 4 20 | ..... | 4 28 | ..... | 4 55 |
| " in 50-lb. boxes | ..... | 4 30 | ..... | 4 38 | 4 65 | 4 75 |
| Extra Ground Icing, bbls | ..... | 4 20 | ..... | 4 55 | ..... | ..... |
| Powdered, bbls | ..... | 3 85 | ..... | 4 30 | 5 50 | 5 80 |
| Phœnix | ..... | 3 45 | ..... | 3 53 | ..... | ..... |
| Cream | ..... | 3 40 | ..... | 3 48 | ..... | ..... |
| Extra bright coffee | ..... | 3 55 | ..... | 3 68 | ..... | ..... |
| Bright coffee | ..... | 3 40 | ..... | 3 48 | ..... | ..... |
| Bright yellow | ..... | 3 35 | ..... | 3 43 | ..... | 3 45 |
| No. 3 yellow | ..... | 3 30 | ..... | 3 38 | ..... | ..... |
| No. 2 yellow | ..... | 3 10 | ..... | 3 18 | ..... | ..... |
| No 1 yellow | ..... | 3 00 | ..... | 3 08 | ..... | 3 15 |

| HARDWARE PAINTS AND OILS | Montreal. | | Toronto. | | St. John Halifax. | |
|---|---|---|---|---|---|---|
| Wire nails, base | ..... | $2 55 | ..... | $2 55 | ..... | $3 20 |
| Cut nails, base | ..... | 2 35 | ..... | 2 35 | ..... | 2 85 |
| Barbed wire, per 100-lb. | ..... | 3 00 | ..... | 3 00 | 3 50 | 3 75 |
| Smooth Steel Wire, base | ..... | 2 60 | ..... | 2 60 | ..... | ..... |
| White lead, Pure | ..... | 5 87½ | ..... | 5 87½ | ..... | 6 80 |
| Linseed oil, 1 to 2 bbls., raw | ..... | 82 | ..... | 78 | ..... | 83 |
| " " " boiled | ..... | 85 | ..... | 81 | ..... | 87 |
| Turpentine, single bbls. | ..... | 67 | ..... | 70 | ..... | 75 |
| Benzine, in bbls., per gal | ..... | ..... | ..... | 17 | ..... | 19½ |
| **SYRUPS AND MOLASSES** | | | | | | |
| Syrups— | | | | | | |
| Dark | ..... | 1⅞ | ..... | ..... | ..... | ..... |
| Medium | ..... | 2½ | 30 | 32 | ..... | ..... |
| Bright | ..... | 2⅝ | 35 | 37 | ..... | ..... |
| Corn Syrup, barrel, per lb. | .... | 3½ | ..... | 3½ | ..... | ..... |
| " " ½ bbls. " | ..... | 3⅝ | ..... | 3⅝ | ..... | ..... |
| " " kegs " | ..... | 3¾ | ..... | 3¾ | ..... | ..... |
| " " 3 gal. pails, each | ..... | 1 60 | ..... | 1 60 | ..... | ..... |
| " " 2 gal. " " | ..... | 1 20 | ..... | 1 20 | ..... | .. .. |
| Honey | ..... | ..... | ..... | 40 | .... | ..... |
| " 25-lb. pails | ..... | 1 05 | ..... | 1 00 | ..... | ..... |
| " 38-lb. pails | ..... | 1 0 | ..... | 1 40 | ..... | ..... |
| Molasses— | | | | | | |
| New Orleans, medium | 22 | 30 | 25 | 30 | 28 | 30 |
| " " Open kettle | ..... | ..... | 40 | 50 | ..... | ..... |
| Barbadoes | 22 | 24 | ..... | 32 | 24 | 25 |
| Porto Rico | ..... | 38 | 38 | 42 | 30 | 32 |
| **CANNED MEATS** | | | | | | |
| Comp, corn beef, 1-lb. cans | 1 55 | $1 65 | $1 55 | $1 65 | $1 55 | $1 60 |
| " " 2-lb. cans | 2 75 | 3 00 | 2 85 | 3 00 | 2 80 | 2 90 |
| " " 6-lb. cans | 7 90 | 9 60 | ..... | 8 25 | 8 75 | 9 25 |
| " " 14-lb. cans | 16 50 | 23 00 | ..... | 19 50 | 20 00 | 21 00 |
| Minced collops, 2-lb. can | ..... | 2 75 | ..... | 2 60 | 2 50 | 2 80 |
| Lunch tongue, 1-lb. can | 3 00 | 3 90 | ..... | 3 00 | 3 00 | 3 25 |
| " " 2-lb. can | 6 00 | 7 90 | ..... | 7 00 | 6 80 | 7 00 |
| English brawn, 2-lb. can | 2 40 | 2 75 | ..... | 2 45 | 2 75 | 2 80 |
| Camp sausage, 1-lb. can | ..... | ..... | ..... | 2 50 | 2 50 | ..... |
| " " 2-lb. can | ..... | ..... | ..... | 4 00 | 4 00 | ..... |
| Soups, assorted, 1-lb. can | 1 15 | 1 50 | ..... | 1 50 | 1 40 | |
| " " 2-lb. can | 2 40 | 2 45 | ..... | 2 20 | 2 25 | |
| Soups and Boull, 2-lb. can | 1 75 | 2 50 | ..... | 1 80 | 1 75 | |
| " " 6-lb. can | 3 50 | 5 85 | ..... | 4 50 | 4 25 | 4 50 |
| Sliced smoked beef, ½'s | 1 65 | 1 70 | 1 65 | 1 70 | ..... | 2 00 |
| " " " 1's | 2 75 | 3 10 | 2 80 | 2 95 | ..... | 3 25 |
| **FRUITS** | | | | | | |
| Dried— | | | | | | |
| Currants, Provincials, bbl | ..... | ..... | ..... | ..... | ..... | ..... |
| " Filiatras, cases | ..... | 5¾ | 5¾ | 6 | ..... | ..... |
| " " ½-cases | 5⅛ | 5⅛ | 5¾ | 6 | ..... | ..... |
| " Patras, cases | ..... | 6 | 6½ | 7 | ..... | ..... |
| " " ½-cases | ..... | 6 | 6½ | 7 | ..... | ..... |
| Amalias | 6½ | 7 | 7 | 7½ | ..... | 6½ |
| Vostizzas, cases | 6½ | 7 | 8 | 8½ | ..... | ..... |
| Dates, Hallowees | .... | 4¼ | ..... | 4½ | ..... | 4½ |
| " Sairs | .... | 3½ | ..... | 4½ | ..... | 4 |
| Figs, Elemes | ..... | 1 00 | 8 | 18 | 8 | 10 |
| " Mats, per lb | 3 | 3¼ | ..... | 3¼ | ..... | ..... |
| " Tapnets | ..... | 3 30 | ..... | 3½ | ..... | ..... |
| " Naturals | ..... | ..... | 3¼ | 4 | ..... | ..... |
| Prunes, California, 30's | ..... | 9 | ..... | ..... | 10 | 12 |
| " " 40's | ..... | 8½ | 8¾ | 10 | 9 | 9½ |
| " " 50's | ..... | 8¼ | 8 | 8½ | 8½ | 9 |
| " " 60's | ..... | 8 | 7½ | 8 | 8 | 8½ |
| " " 70's | ..... | 7½ | 6¾ | 7½ | 7½ | 8 |
| " " 80's | ..... | 7 | 6½ | 7 | 7 | 7½ |
| " " 90's | ..... | 6½ | 5¼ | 5½ | 6½ | 7 |
| " " 100's | ..... | 6 | ..... | 5 | 6 | 6½ |
| " Bosnia, A's | ..... | ..... | ..... | 5 | ..... | ..... |
| " " B's | ..... | ..... | 7½ | 8 | ..... | ..... |
| " " U's | ..... | 5 | 6¼ | 6½ | ..... | ..... |
| " French, 50's | ..... | ..... | ..... | ..... | ..... | ..... |
| " " 110's | ..... | 5 | ..... | ..... | ..... | ..... |
| Raisins, Fine off stalk | .. | 6¼ | 6½ | 7 | ..... | 5 |
| " Selected | 7½ | 8 | ..... | 8½ | 5½ | 6 |
| " Selected layers | 6½ | 7 | .... | 8½ | 6½ | 7 |
| " Sultanas | ..... | 9 | 8½ | 12 | 10 | 12 |
| " California, 2-crown | 5 | 5½ | ..... | ..... | 6½ | 6¾ |
| " " 3-crown | 7¼ | 7¾ | ..... | ..... | 8 | 8½ |
| " " 4-crown | 7¾ | 8 | ... | ..... | 8½ | 9 |
| " " 1's seeded, 3-cr. | 9¾ | 10½ | 8½ | 10 | 9½ | 10½ |
| " Empire clusters | 1 50 | 1 60 | ..... | 2 60 | | 2 00 |
| " Black baskets | ..... | ..... | ..... | 2 25 | 2 00 | 2 25 |
| " Extra clusters | ..... | ..... | ..... | 3 35 | | 2 50 |
| " Dehesa clusters | ..... | ..... | ..... | 3 10 | 3 00 | 3 50 |
| " Royal B. clusters | 3 25 | 3 30 | ..... | 5 00 | ..... | ..... |
| " Connoisseurs cl'str's | ..... | ..... | ..... | 2 10 | ..... | ..... |
| " Excelsior clusters | ..... | ..... | ..... | 4 60 | ..... | ..... |
| Evaporated apples | ..... | ..... | 10½ | 11 | ..... | ..... |
| Dried " | ..... | ..... | 6 | 6½ | ..... | ..... |
| **PROVISIONS** | | | | | | |
| Dry Salted Meats— | | | | | | |
| Long clear bacon | . .... | 12 | 11 | 11½ | ..... | ..... |
| Smoked meats— | | | | | | |
| Breakfast bacon | ..... | 15½ | 14½ | 15 | ..... | ..... |
| Rolls | ..... | 12½ | 12 | 12½ | 11 | 12 |
| Medium Hams | ..... | 14 | 13½ | 14 | 14 | 15 |
| Large Hams | ..... | 13 | 12½ | 13 | ..... | ... .. |
| Shoulder hams | ..... | 13 | 11 | 11½ | ..... | .... |
| Backs | ..... | 15 | 14½ | 15 | ..... | ..... |
| Meats out of pickle 1c. less, | | | | | | |
| Barrel Pork— | | | | | | |
| Canadian heavy mess | ..... | 23 00 | ..... | 21 50 | 21 50 | 22 50 |
| " short cut | 21 50 | 22 00 | 23 00 | 23 50 | 23 00 | 24 00 |
| Plate beef | 12 50 | 13 50 | .. | 15 00 | 14 00 | 16 00 |
| Lard, tierces, per lb | ..... | 11 | 10¾ | 11 | 11¾ | 12½ |
| Tubs | ..... | 11½ | 11 | 11¼ | 12¼ | 12¾ |
| Pails | ..... | 11¼ | 11¼ | 11½ | 12½ | 13 |
| Compounds | ..... | 9½ | 8¾ | 10¼ | ..... | ..... |

# Borden's

## Brands of Condensed Milk and Evaporated Cream at Canadian Prices.



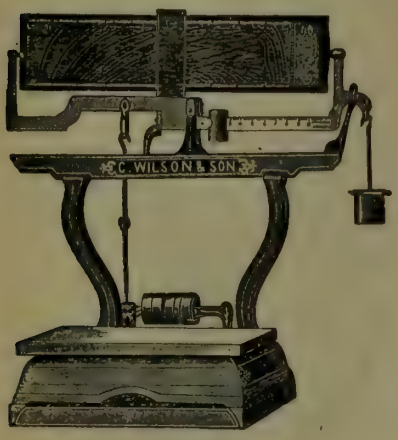

We beg to announce that we have established a branch factory at Ingersoll, Ont., and that we are now prepared to fill all orders for the Canadian trade promptly, and at considerably reduced prices, owing to the establishment of the Canadian Branch. Our **Eagle Brand Condensed Milk, Gold Seal Brand Condensed Milk** and **Peerless Brand Evaporated Cream,** unsweetened, can be obtained through our local representatives.




## BORDEN'S CONDENSED MILK CO.

Originators of Condensed Milk. Established 1857.

Selling representatives in Canada: **F. W. Hudson & Co., Toronto. W. H. Dunn, Montreal. Erb & Rankin, Halifax. W. S. Clawson & Co., St. John, N.B., also Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.**




# HONESTY IS THE BEST POLICY

But one must be honest to themselves also. We believe in giving good measure just as much as anybody does, but when it comes to giving away all your profits, it is a very different matter.

**Wilson's Scales are Honest to Buyer and Seller.**

They weigh accurately, giving full measure and yet retain the profit for the grocer.

Let us send you full particulars of our **BALL BEARING COMPUTING SCALE OFFER,** upon easy terms of payment.

**CANADIAN MANUFACTURES FOR CANADA**

## C. WILSON & SON

69 ESPLANADE ST. E. TORONTO


| COFFEE | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| Green— | | | | | | |
| Mocha | ..... | 24 | 23 | 28 | 25 | 30 |
| Old Government Java | ..... | 27 | 22 | 30 | 25 | 30 |
| Rio | ..... | 10 | 7 | 12 | 12 | 13 |
| Santos | ..... | ..... | 9½ | 10½ | ..... | ..... |
| Plantation Ceylon | ..... | 29 | 28 | 30 | 29 | 31 |
| Porto Rico | ..... | ..... | 22 | 25 | 24 | 28 |
| Gautemala | ..... | ..... | 22 | 25 | 24 | 26 |
| Jamaica | ..... | 18 | 15 | 20 | 18 | 22 |
| Maracaibo | ..... | 18 | 18 | 18 | 12 | 18 |
| **NUTS** | | | | | | |
| Brazil | | 13 | 14 | 15 | 16 | 15 |
| Valencia shelled almonds | | 27 | 28 | 30 | 35 | 35 |
| Tarragona almonds | | ..... | 11 | ..... | 11½ | 12 13 |
| Formegetta almonds | | ..... | ..... | ..... | 10½ | ..... ..... |
| Jordan shelled almonds | | ..... | 42 | 40 | 43 | ..... ..... |
| Peanuts (roasted) | | 8½ | 13 | 8 | 10 | 9 10 |
| " (green) | | 6¾ | 7¾ | 7 | 9 | ..... ..... |
| Cocoanuts, per sack | | ..... | 3 25 | ..... | 3 75 | 3 50 4 00 |
| " per doz | | ..... | ..... | ..... | 60 | 70 |
| Grenoble walnuts | | ..... | 10 | ..... | 10¾ | 11 12 |
| Marbot walnuts | | ..... | 10 | 9½ | 10½ | ..... ..... |
| Bordeaux walnuts | | ..... | 9 | ... | 8 | 8½ 9 |
| Sicily filberts | | ..... | 9 | 9½ | 10½ | 8½ 9 |
| Naples filberts | | ..... | ..... | ..... | ..... | 10 11 |
| Pecans | | 15 | 17 | 13 | 15 | 13 14 |
| Shelled Walnuts | | ..... | 18 | 18 | 23 | ..... 25 |
| **SODA** | | | | | | |
| Bi-carb, standard, 112-lb. keg | | 1 65 | 1 80 | 2 00 | 2 25 | 1 70 1 75 |
| Sal soda, per bbl | | 70 | 75 | 80 | 90 | 85 90 |
| Sal Soda, per keg | | 95 | 1 00 | ..... | 1 00 | 95 1 00 |
| **SPICES** | | | | | | |
| Pepper, black, ground, in kegs | | | | | | |
| pails, boxes | | 16 | 18 | ..... | 18 | 14 15 |
| " in 5-lb. cans | | 14 | 17 | ..... | 18 | 15 16 |
| " whole | | 15 | 17 | ..... | 19 | 12 13 |
| Pepper, white, ground, in kegs | | | | | | |
| pails, boxes | | 26 | 27 | 26 | 27 | 24 26 |
| " 5-lb. cans | | 25 | 26 | 25 | 26 | 20 22 |
| " whole | | 23 | 25 | 23 | 25 | 20 22 |
| Ginger, Jamaica | | 19 | 25 | 22 | 25 | 20 25 |
| Cloves, whole | | 12 | 30 | 14 | 35 | 18 20 |
| Pure mixed spice | | 25 | 30 | 25 | 30 | 25 30 |
| Cassia | | 13 | 18 | 20 | 40 | 16 20 |
| Cream tartar, French | | ..... | 25 | 24 | 25 | 20 22 |
| " " best | | ..... | 28 | 25 | 30 | 25 30 |
| Allspice | | 10 | 15 | 13 | 16 | 16 18 |
| **WOODENWARE** | | | | | | |
| Pails No. 1, 2-hoop | | ..... | 1 65 | ..... | 1 55 | ..... 1 90 |
| " " 3-hoop | | ..... | 1 80 | ..... | 1 70 | ..... 2 05 |
| " half, and covers | | ..... | 1 65 | ..... | 1 60 | ..... 1 75 |
| " quarter, jam and covers | | ... | 1 15 | ..... | 1 10 | ... 1 45 |
| " candy, and covers | | 2 50 | 2 90 | ..... | 2 40 | ..... 3 20 |
| Tubs No. 0 | | 10 00 | 10 15 | ..... | 8 50 | ..... 11 00 |
| " 1 | | 8 00 | 8 15 | ..... | 7 00 | ..... 9 00 |
| " 2 | | 7 00 | 7 15 | ..... | 6 00 | ..... 8 00 |
| " 3 | | | 6 15 | ..... | 5 25 | ..... 7 00 |

| PETROLEUM | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| Photogene | ..... | ..... | 17 | 17½ | ..... | ... |
| Canadian water white | 14½ | 15½ | .... | 16 | 16½ | 17 |
| Sarnia water white | 15 | 17 | 16½ | 17 | 16½ | 17 |
| Sarnia prime white | ..... | 15 | 15 | 15½ | 16½ | 17 |
| American water white | .... | 15 | 17½ | 18 | 17½ | 18 |
| Pratt's Astral (barrels extra) | 18½ | 19 | 17 | 17½ | 18½ | 19 |
| **TEAS** | | | | | | |
| Black— | | | | | | |
| Congou—Half-chests Kaisow-Moning, Paking | 13 | 60 | 12 | 60 | 11 | 55 |
| Caddies Paking, Kaisow | 17 | 40 | 18 | 50 | 15 | 4 |
| Indian—Darjeelings | 35 | 55 | 35 | 55 | 30 | 50 |
| Assam Pekoes | 20 | 40 | 20 | 40 | 18 | 40 |
| Pekoe Souchong | 18 | 25 | 18 | 25 | 17 | 24 |
| Ceylon—Broken Pekoes | 35 | 42 | 35 | 42 | 34 | 40 |
| Pekoes | 20 | 30 | 20 | 30 | 20 | 30 |
| Pekoe Souchong | 17½ | 40 | 17 | 35 | 17 | 35 |
| China Greens— | | | | | | |
| Gunpowder—Cases, extra first | 42 | 50 | 42 | 50 | ..... | ..... |
| Half-chests, ordinary firsts | 22 | 28 | 22 | 28 | ..... | ..... |
| Young Hyson—Cases, sifted extra firsts | 42 | 50 | 42 | 50 | ..... | ..... |
| Cases, small leaf, firsts | 35 | 40 | 35 | 40 | ..... | ..... |
| Half-chests, ordinary firsts | 22 | 38 | 28 | 38 | ..... | ..... |
| Half-chests, seconds | 17 | 19 | ..... | 23 | ..... | ..... |
| " thirds | 15 | 17 | 16 | 18 | ..... | ..... |
| " common | 13 | 14 | 14 | 15 | ..... | ..... |
| Pingsueys— | | | | | | |
| Young Hyson, ½-chests, firsts | 28 | 32 | 38 | 32 | 30 | 40 |
| " " " seconds | 16 | 19 | 16 | 19 | ..... | ..... |
| " Half-boxes, firsts | 28 | 32 | 28 | 32 | ..... | ..... |
| " " seconds | 16 | 19 | 16 | 19 | ..... | ..... |
| Japans— | | | | | | |
| ½-chests, finest May pickings | 38 | 40 | 38 | 40 | ..... | ..... |
| Choice | 32 | 36 | 33 | 37 | ..... | ..... |
| Finest | 28 | 30 | 30 | 32 | ..... | ..... |
| Fine | 25 | 27 | 27 | 30 | ..... | ..... |
| Good medium | 22 | 24 | 25 | 28 | ..... | ..... |
| Medium | 19 | 20 | 21 | 23 | ..... | ..... |
| Good common | 16 | 15 | 19 | 20 | ..... | ..... |
| Common | 13 | 15 | 17 | 19 | ..... | ..... |
| Nagasaki, ½-chests, Pekoe | 18 | 22 | ..... | ..... | ..... | ..... |
| " " Oolong | 14 | 15 | ..... | ..... | ..... | ..... |
| " " Gunpowder | 16 | 18 | ..... | ..... | ..... | ..... |
| " " Siftings | 7½ | 11 | ..... | ..... | ..... | ..... |
| **RICE, MACARONI, SAGO, TAPIOCA.** | | | | | | |
| Rice—Standard B | 3 00 | 3 10 | ..... | 3½ | 3 25 | 3 40 |
| Patna, per lb | 4 25 | 4 50 | 4¾ | 5 | 5 | 6 |
| Japan | 4 40 | 4 90 | 5½ | 6 | 5 | 6 |
| Imperial Seeta | 4 60 | 4 90 | 4¾ | 5½ | 5 | 6 |
| Extra Burmah | ..... | ..... | 4¼ | 4¾ | 4 | 5 |
| Java, extra | ... | 5¼ | 6 | 6½ | 6 | 7 |
| Macaroni, dom'ic, per lb., bulk | 3¼ | 4¼ | ..... | 7½ | ..... | ..... |
| " imp'd, 1-lb. pkg., French | 8 | 12 | 9 | 10 | ..... | ..... |
| " " Italian | 8 | 10 | 11 | 12½ | ..... | ..... |
| Sago | 3¼ | 3½ | 3¾ | 4 | 4½ | 5 |
| Tapioca | ..... | 3½ | 3½ | 3¾ | 4½ | 5 |

# 5c. PACKAGE

This 5c. package is a seller. Have you stocked it yet? A handy size, catchy price and finest quality.

# JAMES' "DOME" LEAD

W. G. A. LAMBE & CO., Canadian Agents.

# Gillard's Sauce Gillard's Pickle

Is still the best and cheapest. The most delicious English pickle made.

AS SUPPLIED TO

HIS MAJESTY THE KING

AND

HIS ROYAL HIGHNESS THE PRINCE OF WALES, K.G., Etc.

Sole Proprietors:

GILLARD & CO., Limited, LONDON, ENG.

# Pure Gold Jelly Powder

# Pure Gold Flavoring Extracts

# Pure Gold Baking Powder

WE MAKE THE DEMAND, YOU SELL THE GOODS EASILY.

## THE INTERCOLONIAL EXHIBIT.

A WALL space of some 140 feet was devoted to the exhibit of the Intercolonial Railway at the Toronto Exhibition this year. This was used to display 35 large and handsome reproductions of scenes, illustrating the country through which the Maritime Express passes. They included views in the Provinces of Quebec, New Brunswick, Nova Scotia and Prince Edward Island. There were summer resorts, fishing and hunting regions and sea bathing spots depicted, all calculated to entrance the minds of would-be tourists. A handsome centre to the exhibit was a large moose head, the trade crest of the railway company, which stood out from the wall in all its natural might. Among the pictures, one of the most striking was the photograph of the Miramichi moose, shot this year by Robert H. Armstrong.

The exhibit was prepared by Mr. W. L. Creighton, the advertising agent of the railway company, and during the two weeks of the Exposition it was in charge of Mr. N. Weatherston, the travelling freight and passenger agent. Mr. Weatherston was able, from his 15 years' service on the railway, to give excellent information to the many inquirers who passed by and admired the pictures. Indeed, the exhibit attracted much attention, and there was great eagerness evinced to secure the literature that had been prepared for distribution. Many people were surprised to learn of the facilities afforded by the railway company to summer tourists. From June 1 to September 30, greatly reduced rates are in force, with a good return up to November 1, and with very liberal stop-over privileges at all the principal points of interest.

Anyone who was unable to see the pictures shown by the Intercolonial is reminded that descriptive literature will always be readily supplied at the company's offices, which will explain everything about travel on that railway.

## WEDDINGS IN THE TRADE.

Geo. C. Hanna, merchant, Wingham, Ont., was united in marriage on September 9, to Miss Carrie Fisher, daughter of Postmaster Fisher of the same town.

On September 9 W. A. Burrows, one of the leading business men of Port Arthur, was united in the bonds of matrimony to Miss Marion, daughter of W. H. Longworthy.

M. P. Ryan, commission merchant and pork packer, Toronto, was united in marriage last week with Miss Ruby Shea, only daughter of James Shea, the well-known dry goods and millinery merchant, Hamilton.


**FLOUR** MAGOR'S DELICIOUS PATENT FLOUR.

The Purest Flour Made—makes Delicious Bread, Cakes and Pastry.

Prices For Cash Unequalled.

JOHN MAGOR & CO., MONTREAL

**WELFORD BROS.,**
LONDON, ONT.
MANUFACTURERS OF
Brooms AND Whisks
ROPE, LEATHER AND WEB Halters

Having the most improved Broom Machinery and good workmen we are in shape to give satisfaction.
UNION LABEL on all our Brooms.
Sample orders of six dozen or more sent to any address, freight prepaid. Write for Price List.

**VALENCIAS**
New Fruit in Store.

**WARREN BROS. & CO.**
TORONTO.

**"ACME" TABLE SALT**

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50 lb. box.

TORONTO SALT WORKS, Toronto, Ont.
Agents for the Canadian Salt Co., Windsor, Ont.

BUY
**Star Brand**
COTTON CLOTHES LINES
—AND—
COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers
See that you get them.




**Up-to-date Show-Card Writing**

an illustrated treatise on the art of show-card and ticket lettering, tells all. Paper cover, price $1.00 post paid. Address the author,
W. EDWARDS, Carleton Place, Ont.

**"Sarnia" OIL LAMP**

Equal to best American Oil. GROCERS ALL SELL IT.
THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.
SAMUEL ROGERS, President.

**G.O.B. Manitoba Patent**

surpasses in whiteness and purity any All-Manitoba patent flour of same price, and has equal strength.
We have considerable Bran and Shorts to offer in mixed cars.
Our CALLA LILY is A 1 family flour.
MODEL ROLLER MILLS, Perth, Ont.

**Austrian Sugar**

ON SPOT---TO ARRIVE or FOR IMPORT.

Samples and quotations on application.

ALEX. WILLS, 27 St. Sacrament Street, MONTREAL

Established 1845. MODERN MACHINERY. UP-TO-DATE METHODS. Established 1845.




1 and 2-lb. Tins.

S. H. & A. S. EWING'S

HIGH-GRADE

COFFEE and SPICES

"The goods that have stood the test of time."

"The perfected products of 57 years' study and experience."

(Have you seen the new ¼ Spice package "Prince of Wales'" brand? Write for sample.)

S. H. & A. S. EWING, Montreal Coffee and Spice Steam Mills, 55 Cote St., MONTREAL, P.Q.

BROOMS.

We have a carload—seven hundred dozens. They are well bought, and the nimble sixpence is what we are after.

Try one lot of our six-dozen assortment for eleven dollars.

Freight paid to your station or wharf.

Return at our expense if not satisfactory.

F. J. CASTLE - OTTAWA.

Subscribers wanting goods or special quotations on anything anywhere in Canada, at any time, can get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto or Montreal.

COX'S GELATINE Always Trustworthy

ESTABLISHED 1725.

Agents for Canada:
C. E. COLSON & SON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO., Toronto, St. John, N.B., and Montreal

SEASON 1902.

Butter Tubs

Order now—ship when required. Best goods—fair price.

WALTER WOODS & CO.

HAMILTON.

Established 1862.

E. THOMPSON & CO.

LIVERPOOL,

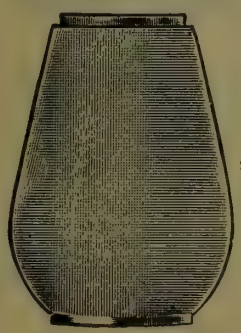
Offices—11 Victoria St. . . . ENG.
Warehouses—48-52 Thomas St.

We solicit correspondence and offers of all kinds of CANNED GOODS and DRIED FRUITS, etc., suitable for the English and Continental markets. Consignments will receive best attention and advances made when required.

REFERENCE—Canadian Bank of Commerce.

American Agent—
G. H. THOMPSON,
107 Hudson St., NEW YORK.

ARE YOU USING OUR



Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO., of WALLACEBURG, Limited.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Toronto Fruit Merchants.

McWilliam & Everist

Commission Merchants.

Fruit Importers and Exporters.

Canadian Apples a Specialty.

CORRESPONDENCE SOLICITED.

Quote us if you have anything to offer.
Ask for our prices when requiring fruit.

25 and 27 Church St., TORONTO, Can.

Long Distance 'Phone Main 645.
Warehouse 'Phone Main 3394.

California Fruits

Canadian Peaches, Plums, Tomatoes.

Fresh arrivals daily at lowest market prices.

Full stock of Oranges, Lemons and Bananas always on hand.

HUSBAND Bros. & Co.

82 Colborne St., TORONTO.

Phones, Main 54, Main 3428.

## BUSINESS CHANGES.

### DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

A. LAFONTAINE, general merchant, Drummondville, Que., has assigned and his creditors held a meeting on September 15.

The Eastern Canada Tea Co., Sydney, N.S., has assigned.

Samuel G. Hall, grocer, Lawrencetown, N.S., has assigned.

J. A. Berube, general merchant, St. Fabien, Que., has assigned.

Juste Poirier, general merchant, Caraquet, N.B., has assigned to the sheriff.

P. Gagnon, general merchant, St. Flavie Station, Que., has effected a compromise.

The offer to compromi e of J. A. Lomme, St. Johns, Que., was refused, and he has assigned.

Mrs. J. A. Blondin, general merchant, St. Maurice, Champlain Co., Que., has compromised.

The creditors of A. Lafontaine, general merchant, Drummondville, Que., meet on September 22.

P. Morin, general merchant, St. Tite, Que., is offering to compromise at 30c. on the dollar cash.

G. Leblanc & Co., general merchants, Napierville, Que., have assigned to Lamarche & Benoit.

The creditors of L. N. Despins, general merchant, Grand Falls, N.B., held a meeting on the 10th inst.

The creditors of Juste Poirier, general merchant, Catarquet, N.B., held a meeting on the 18th inst.

The offer of Edward Finnegan, grocer, St. John, N.B., to compromise at 15 per cent. has been accepted.

Mason & Stewart, general merchants, Parrsboro', N.S., are offering to compromise at 15 per cent.

Jules Falardeau, wholesale and retail tobacco merchant, Montreal, is offering 25c. on the dollar cash.

The creditors of Robitaille Freres, general merchants, Lake Megantic, Que., hold a meeting on September 22.

The chattel mortgagee is in possession of the premises of Sigmund Grass, grocer, Vancouver, and the stock is advertised for sale.

Edwin B. Hill, general merchant, Lefroy, Ont., has assigned to John Elliott, and a meeting of creditors was held on the 22nd inst.

Obed. A. Ham, general merchant, Mahone Bay, N.S., is offering 50 per cent., payable within 30 days, and asks six and nine months extension on the balance.

### PARTNERSHIPS FORMED AND DISSOLVED.

J. W. Gordon & Co., general merchants, Boucherville, Ont., have dissolved.

Hopper & Fleming, grocers, Ottawa, have dissolved and are succeeded by Hopper & Brown.

M. Stier & Co., general merchants, Montreal, have dissolved; Mrs. Moses Stier has registered.

Merriman & Ross, wholesale and retail grocers, St. Catharines, Ont., have dissolved; W. H. Merriman continues.

### SALES MADE AND PENDING.

Mrs. R. L. Johnston, dealer in sundries, Arrowhead, B.C., is advertising her stock for sale.

The stock of A. D. M. Bertrand, general merchant, St. Raymond, Que., has been sold at 66c. on the dollar.

The assets of K. Finnson, general, and lumber merchant, Icelandic River, Man., are advertised for sale by tender up to September 24.

### CHANGES.

Wilfrid Bousquet, grocer, Maisonneuve, Que., has registered.

The St. Johns Creamery, St. Johns, Que., has registered.

Marie A. Case, grocer, Toronto, has sold out to J. Duggan.

Hunter & Thomas, general merchants, Foster, Que., have registered.

W. J. Flynn, liquor merchant, Ottawa, is succeeded by Antoine Richer.

Henry Oliver & Co., grocers, Toronto, have sold out to J. Yake & Son.

J. S. McKay, miller, Boissevain, Man., has sold out to J. W. Knittle & Co.

The stock of A. B. Wark, grocer, Hamilton, has been sold to W. H. Ryckman & Co.

John Dobbin, general merchant, Regina, N.W.T., has sold out to George Mickleborough.

H. J. McLean, confectioner, Holland, Man., has sold out to E. J. Merrill.

Manuel Y. Gonzalez Co., dealers in cigars, etc., Montreal, have registered.

The Imperial Cigarette and Tobacco Co., St. John, N.B., is opening a branch at Vancouver.

J. F. Fumerton & Co., general merchants, Treherne, Man., have sold out to J. K. McLennan.

Tweed & Ewart, general merchants, Medicine Hat, N.W.T., have sold out to Stewart, Clarke & Co.

Banbury, Gourley & Banbury, bankers, Wolseley, N.W.T., are succeeded by the Union Bank of Canada.

The estate of R. A. Lawrence, general merchant, Wetaskiwin, N.W.T., has been sold at 68⅔c. on the dollar.

The business formerly conducted under the style of Thomas Cahill, jr., general merchant, Lake Talon, Ont., is now run under the name of Cahill Bros.

### FIRES.

Thomas Embleton, grocer, Rossland, B.C., has sustained loss by fire.

J. M. Nelson, general merchant, Temperanceville, Ont., was burned out.

Corbett Bros., grocers, Toronto, have sustained a small loss by fire; insured.

John E. Brown, dealer in hides, wool, etc., Hamilton, Ont., has sustained loss by fire; insured.

Ebenezer Crow, general merchant and sawmill owner, Green's Harbor, Newfoundland, was burned out, sustaining a total loss with no insurance.

### DEATHS.

W. L. Shields, general merchant and sawmill owner, Coboconk, Ont., is dead.

POPULARITY is the proof of merit, and no brand has ever achieved popularity so quickly as

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

BOBS costs you only 36 cents, and pays a good profit.

BOBS is well advertised.

BOBS is selling well in almost every store from the Atlantic to the Pacific.

BOBS is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO., LIMITED

MONTREAL, QUE.

Why do so many Canadians drink

# Ceylon Tea?

The reason is not hard to find. It is because it is the best tea imported into Canada, and because it is best there is a popular demand for it.

People who once try Ceylon Tea never go back again to other kinds.

They stay right with it and use it all the time.

The grocers who push Ceylon Teas know this because their sales are constantly increasing instead of diminishing as the sales of some other teas are doing.

Push the sale of

# Ceylon Tea

and your business will increase steadily.

WHY ARE

# Southwell's

## *Jams*

superior to all other Imported Lines ?




**Because** each Jam has the individual flavor of its own fruit.

Many imported Jams taste all alike.

## Southwell's Don't.

WRITE FOR PRICE LIST, ETC.

## FRANK MAGOR & CO.

16 St. John St., MONTREAL.

DOMINION AGENTS

## Handle only the Best !

## GILLETT'S PERFUMED LYE

is the **Standard** article.

There are many imitations of it being offered, **Refuse Them** and handle only the original and **Best,** the kind that pleases your customers and gives you no trouble to sell.

Ask Your Jobber for it.

## E. W. GILLETT COMPANY LIMITED

London, Eng. **TORONTO, ONT.** Chicago, Ill.


# Current Market Quotations for Proprietary Articles

Sept. 18, 1902.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. of a change is made, either an advance or decline, it is referred to in the market reports, as a matter of news whether manufacturers request it or not.

### BAKING POWDER.

| Cook's Friend— | Per doz. |
|---|---|
| Size 1, in 2 and 4 doz. boxes | $ 2 40 |
| " 10, in 4 doz. boxes | 2 10 |
| " 2 in 6 " | 80 |
| " 12, in 6 " | 70 |
| " 3, in 4 " | 45 |
| Pound tins, 3 doz. in case | 3 00 |
| 12oz. tins, 3 " " | 2 40 |
| 5-lb. tins, ⅓ " " | 14 00 |

| Diamond— | W. H. GILLARD & CO. |
|---|---|
| 1 lb. tins, 2 doz. in case | per doz. 2 00 |
| ½ lb. tins, 3 " " | " 1 25 |
| ¼ lb. tins, 4 " " | " 0 75 |

IMPERIAL BAKING POWDER.

| Cases. | Sizes. | Per Doz. |
|---|---|---|
| 4 doz. | 10c. | $0 85 |
| 3 " | 6-oz. | 1 75 |
| 1 " | 12-oz. | 3 50 |
| 2 and 3 doz. | 12-oz. | 3 40 |
| 2 and 3 doz. | 16-oz. | 4 35 |
| ½ doz. | 2½-lb. | 10 50 |
| 1 doz. | 2½-lb. | 10 40 |
| ½ and 1 doz. | 5-lb | 19 50 |

MAGIC BAKING POWDER




| Cases. | Sizes. | Per Doz. |
|---|---|---|
| 4 doz. | 5c. | $ 40 |
| 4 " | 4-oz. | 60 |
| 4 " | 6-oz. | 75 |
| 4 " | 8-oz. | 95 |
| 4 " | 12-oz. | 1 40 |
| 2 " | 12 oz. | 1 45 |
| 4 " | 16-oz. | 1 65 |
| 2 " | 16-oz. | 1 70 |
| 1 " | 2½-lb. | 4 10 |
| 1 " | 5-lb. | 7 31 |
| 2 " | 6-oz. | Per case. |
| 1 " | 1 -oz. | $1 55 |
| 1 " | 16-oz. | |

JERSEY CREAM BAKING POWDER

| | |
|---|---|
| ⅛ size, 5 doz. in case | 40 |
| ¼ size, 4 doz. in case | 75 |
| ½ " 3 " " | 1 25 |
| 1 " 2 " " | 2 25 |

VIENNA BAKING POWDER.

| | Per doz. |
|---|---|
| 1 lb. tins, 4 doz. in box | $2 25 |
| ½ lb. tins, 4 " " | 1 25 |
| ¼ lb. tins, 4 " " | 75 |
| 3 oz. in paper, 4 doz. in box | 70 |
| 5 " " 4 " " | 35 |

### BLACKING.

SHOE POLISH.

HENRI JONAS & CO.

| | Per gross |
|---|---|
| Jonas' | $9 00 |
| Froments | 7 50 |
| Military dressing | 24 00 |

### BLUE.

| | |
|---|---|
| Keen's Oxford per lb. | $0 17 |
| In 10 box lots or case | 0 16 |
| Reckitt's Square Blue 12-lb. box | 0 17 |
| Reckitt's Square Blue, 5 box lots | 0 16 |

### BLACK LEAD.

| | |
|---|---|
| Reckitt's per box | 1 15 |

Box contains either 1 gro., 1 oz. size; ½ gro., 2 oz. or ¼ gro. 4 oz

### CORN BROOMS

BOECKH BROS & COMPANY

| | doz. net. |
|---|---|
| Bamboo Handles, A, 4 strings | 4 35 |
| " " B, 4 strings | 4 10 |
| " " C, 3 strings | 3 85 |
| " " D, 3 strings | 3 60 |
| " " F, 3 strings | 3 35 |
| " " G, 3 strings | 3 10 |
| " " I, 3 strings | 2 85 |

### BISCUITS.

CARR & CO. LIMITED.

Frank Magor & Co., Agents

| | |
|---|---|
| Cafe Noir | 0 15 |
| Ensign | 0 12¾ |
| Metropolitan mixed | 0 09 |

Special price list of Fancy Tins for Xmas trade and other lines on application.

### CANNED GOODS.

MUSHROOMS.

HENRI JONAS & CO.

| | |
|---|---|
| Mushrooms, Rionel | $15 50 |
| " 1st choice Dutheil | 18 50 |
| " 1st choice Lenoir | 19 50 |
| " extra Lenoir | 22 00 |

Per case, 100 tins.

FRENCH PEAS—DELORY'S

HENRI JONAS & CO.

| | |
|---|---|
| Moyen's No 2 | $9 00 |
| " No. 1 | 10 50 |
| ⅛ Fins | 12 50 |
| Fins | 14 00 |
| Tres fins | 15 00 |
| Extra fins | 16 50 |
| Sur extra fins | 18 00 |

FRENCH SARDINES.

HENRI JONAS & CO.

| | | |
|---|---|---|
| ⅛ Trefavennes | .... | $9 50 |
| ¼ Rolland | 9 50 | 10 00 |
| ¼ Delory | .... | 10 50 |
| ¼ Club Alpins | .... | 2 50 |

### CHOCOLATES & COCOAS.

THE COWAN CO. LIMITED.

| Cocoa— | |
|---|---|
| Hygienic, 1-lb. tins, per doz. | $7 25 |
| " ½-lb. tins " | 3 75 |
| " ¼-lb. tins " | 2 25 |
| " fancy tins " | 0 90 |
| Hygienic, 5-lb tins, for soda water fountains, restaurants, etc. per lb. | 0 55 |
| Perfection, ½-lb. tins, per doz. | 3 00 |
| Cocoa Essence, sweet, ½-lb. tins, per doz. | 2 25 |

| Chocolate— | per lb. |
|---|---|
| Queen's Dessert, ¼'s and ½'s | $0 40 |
| " " 6's | 0 42 |
| Mexican Vanilla, ¼'s and ½'s | 0 35 |
| Royal Navy Rock " " | 0 30 |
| Diamond " " | 0 25 |
| " 8's | 0 28 |

JOHN P. MOTT & CO.'S

R. S. McIndoe, Agent, Toronto.

| | |
|---|---|
| Mott's Broma per lb | 0 30 |
| Mott's Prepared Cocoa | 0 28 |
| Mott's Homeopathic Cocoa (¼'s) | 0 32 |
| Mott's Breakfast Cocoa (in tins) | 0 40 |
| Mott's No. 1 Chocolate | 0 30 |
| Mott's Breakfast Chocolate | 0 28 |
| Mott's Caracoas Chocolate | 0 40 |
| Mott's Diamond Chocolate | 0 23 |
| Mott's French-Can. Chocolate | 0 18 |
| Mott's Navy or Cooking Chocolate | 0 28 |
| Mott's Cocoa Nibbs | 0 35 |
| Mott's Cocoa Shells | 0 05 |
| Vanilla Sticks, per gross | 0 90 |
| Mott's Confectionery Chocolate | 0 21 0 43 |
| Mott's Sweet Chocolate Liquors | 0 19 0 30 |

| Chocolate— FRY'S. | per lb. |
|---|---|
| Caraccas, ¼'s, 6-lb. boxes | 0 42 |
| Vanilla, ¼'s | 0 42 |
| "Gold Medal" Sweet, ¼'s, 6 lb. bxs | 0 29 |
| Pure, unsweetened, ¼'s, 6 lb. bxs | 0 42 |
| Fry's "Diamond," ¼'s, 14 lb. bxs | 0 24 |
| Fry's "Monogram," ⅛'s 14lb. bxs | 0 24 |

| Cocoa— | per doz |
|---|---|
| Concentrated, ¼'s 1 doz. in box | 2 40 |
| " ½'s, " | 4 50 |
| " 1 lbs. " | 8 25 |
| Homoeopathic, ¼'s 14lb. boxes | .... |
| " ½ lbs. 12 lb. boxes | .... |

| | |
|---|---|
| Epps's cocoa, case of 14 lbs., per lb. | 0 35 |
| Smaller quantities | 0 37½ |

CADBURY'S.

| Frank Magor & Co., Agents. | per doz |
|---|---|
| Cocoa essence, 8 oz. packages | $1 65 |
| Mexican chocolate, ¼ and ½ lb. pkgs. | 0 40 |
| Rock Chocolate, loose | 0 40 |
| " 1-lb. tins | 0 42 |
| Nibs, 11-lb. tins | 0 35½ |

CHOCOLAT-MENIER.




| | |
|---|---|
| Chocolate-Menier ¼ and ½'s 36c per lb. | |
| Menier Croquettes and Pastilles ½ lb. 40c. per cake. | |
| " Breakfast Cocoa ¼-lb. tins 20c. per lb. | |
| " ½-lb. " 35c. " | |
| " 1-lb. " 50c. " | |

WALTER BAKER & CO., LIMITED.

| | per lb. |
|---|---|
| Premium No. 1 chocolate, 12-lb boxes | $ 38 |
| Vanilla chocolate 6-lb boxes | 42 |
| German sweet, 6-lb. boxes | 27 |
| B'kfast cocoa, ½-lb. tins, plain ; 6-lb. boxes | 51 |
| Cracked cocoa, ½-lb. pkgs. 12-lb. bxs. | 35 |
| Caracas sweet chocolate, 6-lb. boxes | 37 |
| Soluble chocolate (hot or cold soda) 1-lb. cans | 45 |
| Vanilla chocolate wafers, 48 to box, per box | 1 56 |

### CHEESE.

| | |
|---|---|
| Imperial—Large size jars, per doz. | $ 8 25 |
| Medium size jars | 4 50 |
| Small size jars | 2 40 |
| Individual size jars | 1 00 |
| Imperial Holder—Large size | 18 00 |
| Medium size | 15 00 |
| Small size | 12 00 |
| Roquefort—Large size, per doz. | 2 40 |
| Small size | 1 40 |

# "THE EDWARDSBURG BRANDS"

# Starch

## . . and Syrup

Are well known all over the Dominion as a **STANDARD OF QUALITY.** **ASSORTED STOCKS** of all styles of packages now on hand, and **PROMPT SHIPMENT** guaranteed.

## EDWARDSBURG STARCH CO'Y, Limited

**Established 1858.**

164 St. James St., MONTREAL. | Works: CARDINAL, ONT. | 53 Front St. East, TORONTO


### COFFEE.

| JAMES TURNER & CO. | per lb. |
|---|---|
| Mecca | 0 32 |
| Damascus | 0 28 |
| Cairo | 0 20 |
| Sirdar | 0 17 |
| Old Dutch Rio | 0 12½ |
| E. D. MARCEAU, Montreal. | per lb. |
| "Old Crow" Java | 0 25 |
| " Mocha | 0 25 |
| "Condor" Java | 0 30 |
| " Mocha | 0 30 |
| 15-year-old Mandheling Java and hand-picked Mocha | 0 50 |
| 1-lb. Fancy tins choice pure coffee, 48 tins per case | 0 20 |
| Madam Huot's Coffee, 1-lb. tins | 0 31 |
| " " 2-lb. tins | 0 30 |

100 lb. delivered in Ontario and Quebec.

### CONDENSED MILK.




Borden's Condensed Milk Co.

| | |
|---|---|
| "Eagle" Brand | $1 65 |
| "Gold Seal" Brand | 1 30 |
| "Peerless" Brand Evaporated Cream | 1 20 |

### CLOTHES PINS.

UNITED FACTORIES, LIMITED.

| | | |
|---|---|---|
| Clothes Pins (full count), 5 gross in case, per case | | 0 57 |
| 4 doz. packages 12 to a case) | | 0 12 |
| 6 doz. packages (12 to a case) | | 0 92 |

### COUPON BOOKS—ALLISON'S.

For sale in Canada by—The Eby, Blain Co., Limited, Toronto C. O. Beauchemin & Fils, Montreal

$1, $2, $3, $5, $10 and $20 books.

| | Unnumbered | Covers and Coupons numbered. |
|---|---|---|
| In lots of less than 100 books. 1 kind assorted | 4c. | 4½c. |
| 100 to 500 books | 3½c. | 4c. |
| 500 to 1,000 books | 3c. | 3¼c. |

Allison's Coupon Pass Book

| | |
|---|---|
| 1 00 books | 3 cents each |
| 2 00 books | 3 cents each |
| 3 00 books | 3 cents each |
| 5 00 books | 4 cents each |
| 10 00 books | 5½ cents each |
| 15 00 books | 6½ cents each |
| 20 00 books | 7½ cents each |
| 25 00 books | 8 cents each |
| 50 00 books | 12 cents each |

### EXTRACTS.

HENRI JONAS & Co.

| | Per gross. |
|---|---|
| 8 oz. London Extracts | $6 00 |
| 2 oz. " " (no corkscrews) | 5 50 |
| 2 oz. " " | 9 00 |
| 2 oz. Spruce essence | 6 00 |
| 2 oz. " " | 9 00 |
| 2 oz. Anchor extracts | 12 00 |
| 4 oz. " " | 21 00 |
| 1 oz. " " | 36 00 |
| 1 lb. " " | 70 00 |
| 1 oz. Flat " | 9 00 |
| 2 oz. Flat bottle extracts | 18 00 |
| 2 oz. Square " | 21 00 |
| 4 oz. " " corked) | 36 00 |
| 8 oz. " " " | 72 00 |
| | Per doz. |
| 8 oz. " glass stop extracts | 3 50 |
| 8 oz. " " " | 7 00 |
| | Per doz. |
| 2½ oz. Round quintessence extracts | 2 00 |
| 4 oz. Jockey decanters " | 3 50 |

### FOOD.

| | Per doz. |
|---|---|
| Robinson's Patent Barley ½ lb tins | 1 25 |
| " " " 1 lb. tins | 2 25 |
| " " Groats, ½ lb. tins | 1 25 |
| " " " 1 lb. tins | 2 25 |

### GINGER ALE & SODA WATER

| | per doz. |
|---|---|
| Cantrell & Cochrane's Imported Ginger Ale and Club Soda Water | $1 40 |

### JAMS AND JELLIES.

SOUTHWELL'S GOODS. per doz

Frank Magor & Co., Agents.

| | |
|---|---|
| Orange Marmalade | 1 |
| Clear Jelly Marmalade | 1 80 |
| Strawberry W. F. Jam | 2 00 |
| Raspberry " " | 2 00 |
| Apricot " " | 1 75 |
| Black Curran " | 1 85 |
| Other Jams, W. F. | 1 55 1 90 |
| Red Currant Jelly | 2 75 |

Jams— T. UPTON & CO.

| | |
|---|---|
| 12-oz. glass jars, per doz | $0 95 |
| 1-lb. glass jars 2 doz. in case, per doz | 1 50 |
| 2½-lb. tin pail, 2 doz. in crate, per lb. | 0 09 |
| 5-lb. tin pails, 3 pails in crate, per lb | 0 06 |
| 7-lb wood pails, 6 " " " | 0 06 |
| 14-lb. wood pails, per lb | 0 06 |
| 30-lb " " " | 0 06 |

Jellies—

| | |
|---|---|
| 1-lb. glass jars, per doz | $1 50 |
| 7-lb. wood pails, per lb | 0 09 |
| 14-lb. " " " | 0 09 |
| 30-lb. " " " | 0 09 |

### LICORICE.

YOUNG & SMYLIE'S LIST.

| | |
|---|---|
| 5-lb. boxes, wood or paper, per lb | $0 40 |
| Fancy boxes (36 or 50 sticks) per box | 1 25 |
| "Ringed" 5 lb. boxes, per lb | 0 40 |
| "Acme" Pellets, 5 lb. cans, per can | 2 00 |
| "Acme" Pellets, fancy boxes 40) per box | 1 50 |
| Tar, Licorice and Tolu Wafers, 5 lb. cans, per can | 2 00 |
| Licorice Lozenges, 5 lb. glass jars | 1 75 |
| " " 20 5 lb. cans | 1 50 |
| "Purity" Licorice 10 sticks | 1 45 |
| " " 100 sticks | 0 73 |
| Dulce large cent sticks, 100 in box | |

### LIQUORS.

OCGNAC IN CASES.

Ph. Richard.

| | |
|---|---|
| S.O. Quarts, 12's | $22 50 |
| F.C. " " | 15 00 |
| F.C. 1-15 bottles, 180's | 2 00 |
| V.S.O.P. " | 12 00 |
| V.S.O.P. pints, 24's | 13 00 |
| V.S.O.P. ½-pints, 48's | 14 00 |
| V.S.O.P. 1-15 bottles, 180's | 20 00 |
| V.S.O. quarts, 12's | 10 00 |
| V.S.O. 1-15 bottles, 180's | 18 00 |
| V.O. quarts, 12's | 8 50 |
| V.O. pints, 24's | 9 50 |
| V.O. ½-pints, 48's | 10 50 |
| V.O. 1-15 bottles, 180's | 14 00 |
| V.O. decanters, 12's | 10 50 |
| V.O. " pints, 20's | 13 00 |
| V.O. flasks, Imp. pints, with thumblers | 9 75 |
| V.O. " Reputed " " 24's | 10 50 |
| V.O. " " no " 24's | 9 50 |

Chas. Couturier.

| | |
|---|---|
| Quarts, 12's | 7 00 |
| ½ bottles, 24's | 8 00 |
| ¼ " 48's | 9 00 |
| 1-15 bottles, 180's | 13 50 |
| Flasks, 24's | 8 00 |
| ½ Flasks, 48's | 9 00 |
| Flasks Imperial pints, Capsule, 16's | 8 00 |

F. Marion & Cie.

| | |
|---|---|
| Quarts, 12's | 6 00 |
| ½ bottles, 24's | 7 00 |
| ¼ " 48's | 8 00 |
| Flasks, reputed 24's | 7 00 |
| Flasks, ½-pints, 48's | 8 00 |
| 1-15 bottles, 180's | 12 50 |
| Flasks, Imp. pints with thumblers, 16's. | 8 00 |

Cognac In Wood.

Ph. Richard.

| | Gals. | ½ Oct's. | Oct's. | Bbls. | Hhds. |
|---|---|---|---|---|---|
| Couturier | $4 00 | $3 95 | $3 85 | $3 80 | .... |
| Marion | 3 75 | 3 60 | 3 50 | 3 40 | .... |
| Ph Richard V.S.O.P | 5 50 | 5 35 | 5 25 | 5 00 | .... |
| Richard V.O. proof. | 4 25 | 4 10 | 4 00 | 3 90 | 3 80 |
| Richard 5 up. proof V. O. | 4 00 | 3 80 | 3 70 | 3 50 | 3 40 |
| Richard Fine champagne | 6 00 | 5 90 | .... | .... | .... |

Gin—Pollen & Zoon, in Cases.

| | |
|---|---|
| Red, 15's | $10 00 |
| Green, 12's | 5 00 |
| Poney, 12's | 2 50 |

Gin Pollen & Zoon, in Wood.

| | Gals. | ½ Oct's. | Oct's. | Bbls. | Hhds. |
|---|---|---|---|---|---|
| Gin, P. & Z. | $3 15 | $3 05 | $3 05 | $3 00 | $2 95 |

Mitchell Bros. Limited Scotch.

| | 1 case. | 5 cases. |
|---|---|---|
| Heather Dew, ordinary qts. 12's | $ 7 00 | $ 6 75 |
| Heather Dew, stone jars, Imperial, 12's | 12 50 | 12 25 |
| Heather Dew, oval flasks, quart, 12's | 11 25 | 11 00 |
| Special Reserve, oval, pts. 24s. | 11 75 | 11 50 |
| " " ordinary qts., 12's | 9 00 | 8 75 |
| Special Reserve, ½ bottles, pints, 24s | 10 00 | 9 75 |
| Extra Special Liqueur, flagon, 12's | 9 50 | 9 25 |
| Extra Special Liqueur, ordinary bottles, 12's | 9 50 | 9 25 |
| Heather Dew, flasks, 48's | 12 00 | 11 75 |
| " " ½ flasks, 60's | 9 00 | 8 75 |
| Mullmore, Imperial oval quart flasks, 12's | 10 00 | 9 75 |
| Mullmore, flasks, Imperial pints, 24's | 10 50 | 10 25 |
| Mullmore, flasks, ordinary pints, 24's | 7 75 | 7 50 |
| Mullmore, ½ flasks, ordinary, 48's | 9 00 | 8 75 |
| Mullmore, ordinary quarts, 12's | 6 50 | 6 25 |
| Mullmore ordinary pints 24's | 7 50 | 7 25 |

Scotch Whiskey in Wood.

| | Gals. | ½ Oct's. 9gals. | Oct's. 17gals. | Bbls 40gals. |
|---|---|---|---|---|
| Special Reserve | $4 50 | $4 25 | $4 15 | $3 90 |
| Heather Dew "A" | 4 00 | 3 85 | 3 75 | 3 65 |

Extra Special Liqueur .... 5 00 4 90 4 80 4 75
Old Scotch.. 3 75 3 70 3 65 3 50

Whiskey in Cases.

Mitchell Bros., Limited—Irish.

Cruiskeen Lawn, stone jar, 12's.....$12 50
Old Irish, flasks, Imp. quarts, 12's. .... 11 25
" Special, quarts, 12's ..... 9 00
" " Imp. pints, 24's..... 11 75
" round bottles, quarts, 12's.... 6 50
" round ½-bottles, pints, 24's.. 8 00
" 10-o . flasks, 48's:..... 12 00
" 5-oz. flasks, 60's ..... 9 00

Irish Whiskey in Wood.

| | Gal. | ½-Oct. | Oct. | Bbl. |
|---|---|---|---|---|
| Mitchell, "Special Old" ..... | $4 50 | $4 40 | $4 75 | $4 10 |
| Mitchell, "Old"... | 4 00 | 3 90 | 3 75 | 3 65 |
| " "B"... | 3 50 | 3 40 | 3 30 | 3 25 |
| " "C"... | 3 00 | 2 | 2 80 | 2 75 |

Champagne Wine in Cases.

Duc de Pierland, quarts, 12's .....$14 00
" pints, 24's ..... 15 00
Cardinal, quarts, 12's ..... 12 50
" pints, 24's ..... 13 50
Vve. Amiot Carte d'Or, quarts, 12's.... 16 00
" " pints, 24's..... 17 00
" " d'Argent, quarts, 12's 10 50
" " " pints, 24's. 11 50

Blandy Bros Wine.

Blandy's Madeira Wine, in cases.

Very Superior, quarts, 12's ..... 8 50
Special Selected, quarts, 12's..... 10 00
London Particular, quarts, 12's..... 13 00

Blandy's Malaga, in cases.

Pale Sweet Blue Label, quarts, 12's. .. 7 50
" White Label, quarts, 12's .. 10 00

Blandy's Sherry, in cases.

Manzanilla, quarts, 12's ..... 8 50
Moross, quarts, 12's..... 11 00

Blandy's Port Wine, in cases.

Good Fruity, quarts, 12's ..... 7 50
Invalid Special), quarts, 12's..... 12 00

Blandy Bros'. Wine in Wood.

| | Gal. | Octave. |
|---|---|---|
| Madere, No. ½ ..... | $3 50 | $3 00 |
| " No. ¾ ..... | 4 50 | 4 00 |
| Malaga Pale Sweet ..... | 3 00 | 2 75 |

| Canadian Whiskies. | In barrels. per gal. |
|---|---|
| Gooderham & Worts, 65 O.P.....$ | 4 50 |
| Hiram Walker & Sons " ..... | 4 50 |
| J. P. Wiser & Son " ..... | 4 49 |
| J. E. Seagram " ..... | 4 49 |
| H. Corby " ..... | 4 49 |
| Gooderham & Worts, 50 O.P..... | 4 10 |
| Hiram Walker & Sons " ..... | 4 10 |
| J. P. Wiser & Son " ..... | 4 09 |
| J. E. Seagram " ..... | 4 09 |
| H. Corby " ..... | 4 09 |
| Rye, Gooderham & Worts ..... | 2 20 |
| " Hiram Walker & Sons ..... | 2 20 |
| " J. P. Wiser & Son..... | 2 19 |
| " J. E. Seagram .. ..... | 2 19 |
| " H. Corby..... | 2 19 |
| Imperial, Walker & Sons..... | 2 90 |
| Canadian Club, Walker & Sons ..... | 3 60 |

Less than one bbl. per gallon.

| | |
|---|---|
| 65 O. P..... | $4 55 |
| 50 O. P ..... | 4 15 |
| Rye..... | 2 25 |

## LYE (CONCENTRATED).

GILLETT'S PERFUMED.

| | Per case. |
|---|---|
| 1 case of 4 doz... ..... | $ 3 60 |
| 3 cases " ..... | 3 50 |
| 5 " ..... | 3 40 |

## MINCE MEAT.

Wethey's Condensed, per gross net $12 00
" per case of doz. net..... 3 00

## MUSTARD.

COLMAN'S OR KEEN'S.

D. S. F., ¼ lb. tins, per doz. ..... $1 40
" ½ lb. tins, " ..... 2 50
" 1 lb. tins, " ..... 5 00
Durham ¼ lb. jar, per jar ..... 0 75
" 1 lb. " " ..... 0 25
F. D., ¼ lb. tins, per doz. ..... 0 85
" ½ lb. tins ..... 1 45

HENRI JONAS & Co. Per gross

Pony size..... $7 50
Imperial, medium ..... 9 00
Imperial, large ..... 12 00
Tumblers ..... 12 00

Per gross

Mugs ..... 13 20
Pint jars ..... 18 00
Quart jars ..... 4 00

E. D. MARCEAU Montreal.

"Condor," 12-lb. boxes—

¼-lb. tins .....per lb. 0 35
½-lb. tins ..... " 0 33
1-lb. tins ..... " 0 32½
4-lb. jars.....per jar 1 20
1-lb. jars..... " 0 35

"Old Crow," 12-lb. boxes—

¼-lb. tins .....per lb. 0 25
½-lb. tins ..... " 0 23
1-lb. tins..... " 0 22½
4-lb. jars.....per jar 0 70
1-lb. jars..... " 0 25

## OLIVE OIL

| | per case |
|---|---|
| Barton & Guestier's quarts..... | $8 00 |
| " " pints ..... | 9 00 |

## ORANGE MARMALADE.

T. UPTON & CO.

1-lb. glass. 2 doz. case, per doz.. $1 00
7-lb. pails and 5 lb. tins..... 0 06
14 and 30-lb. pails ..... 0 06

## PICKLES.

STEPHENS'.

A. P. Tippet & Co., Agents.

Patent stoppers (pints) per doz. .... 2 30
Corked (pints), " ... 1 90

## SODA.—COW BRAND.




Case of 1 lbs. containing 60 pkgs. per box, $3.00
Case of ½ lbs. (containing 120 pkgs. per box, $3.00.
Case of lbs. and ¼ lbs. (containing 30 1 lbs. and 60 ½ lb. packages) per box, $3.00.
Case of 5c. pkgs (containing 96 pkgs) per box, $3.00.




EMPIRE BRAND.

Brunner, Mond & Co.

Case 120 ½-lb. pkts. (60 lb.) per case $2 70.

Case 96 10-oz. pkts. (60 lb.) per case $2.80.

## SOAP




A. P. TIPPET & CO., AGENTS
Maypole Soap, per gro. $10.20. colors
Maypole Soap, per gro. $15.30. black
Oriole Soap, per gross, $10.20.

Gloriola Soap, per gross..... 12 00
Straw Hat Polish, per gross..... 10 20

## STARCH.

EDWARDSBURG STARCH CO., LTD.

| Laundry Starches— | per lb. |
|---|---|
| No. 1 White or Blue, 4-lb carton | 0 06½ |
| No. 1 " " 3-lb. " | 0 06½ |
| Canada Laundry ..... | 0 05½ |
| Silver Gloss, 6-lb. draw-lid boxes | 0 08 |
| Silver Gloss, 6-lb. tin canisters.. | 0 08 |
| Edwards'g Silver Gloss, 1-lb. pkg. | 0 08 |
| Kegs Silver Gloss, large crystal | 0 07 |
| Benson's Satin, 1-lb. cartons.... | 0 08½ |
| No. 1 White, bbls. and kegs .... | 0 05¾ |
| Benson's Enamel, per box, $1 50 to 3 | 00 |
| Culinary Starch— | |
| Benson & Co.'s Prep. Corn..... | 0 07¼ |
| Canada Pure Corn..... | 0 05¾ |
| Rice Starch— | |
| Edwardsburg No. 1 white, 1-lb. car | 0 10 |
| Edwardsburg No. 1 White or Blue, 4-lb. lumps..... | 0 08½ |

BEE STARCH.

Cases, 64 pkgs. 48's..... $5.00
⅛ Cases, 32 pkgs. 24's..... 2.50
Packages 10c. each.

BRANTFORD STARCH WORKS, LIMITED.

Ontario and Quebec.

| Laundry Starches— | |
|---|---|
| Canada Laundry, boxes of 40 lbs. | $0 05½ |
| Acme Gloss Starch— | |
| 1-lb. cartons, boxes of 40 lbs.... | 0 06 |
| Finest Quality White Laundry— | |
| 3-lb. Canisters, cases of 48 lbs... | 0 06½ |
| 4-lb. " " " ... | 0 06½ |
| Barrels, 200 lbs..... | 0 05¾ |
| Kegs, 100 lbs..... | 0 05¾ |
| Lily White Gloss— | |
| 1-lb. fancy cartons cases 30 lbs. | 0 08 |
| 6-lb. toy trunks, 8 in case..... | 0 08 |
| 6-lb. enameled tin canisters, 8 in case ... ... ... | 0 08 |
| Kegs, ex. crystals, 100 lbs .... | 0 07 |
| Brantford Gloss— | |
| 1-lb. fancy boxes, cases 36 lbs... | 0 08½ |
| Canadian Electric Starch— | |
| Boxes of 40 fancy pkgs, per case | 3 00 |
| Celluloid Starch— | |
| Boxes of 45 cartons, per case... | 3 50 |

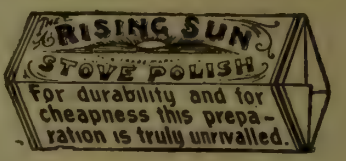
Culinary Starches—

| | |
|---|---|
| Challenge Prepared Corn— | |
| 1-lb. packages, boxes 40 lbs.... | 0 05¾ |
| No. 1 Brantford Prepared Corn— | |
| 1-lb. packages, boxes 40 lbs.... | 0 07¼ |
| Crystal Maize Corn Starch— | |
| 1-lb. packages, boxes 40 lbs.... | 0 07¼ |

## STOVE POLISH.




No. 4—3 dozen in case, per gross .. 4 80
" 6—3 dozen in case, " " ... 8 40




Per gross

Rising Sun 6-oz. cakes, ½-gross bxs 8 50
Rising Sun, 3-oz. cakes, gross boxes.. 4 50
Sun Paste 10c. size, ½ gross boxes.. 10 00
Sun Paste, 5c. size, ½ gross boxes.. 5 00



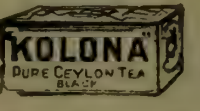




## TEAS.

SALADA CEYLON.

| | Wholesale | Retail |
|---|---|---|
| Brown Label, 1's ..... | 0 20 | 0 25 |
| ½'s ..... | 0 21 | 0 26 |
| Green Label, 1 and ½'s..... | 0 23 | 0 30 |
| Blue Label, 1s, ½s, ¼s and ⅛s.. | 0 30 | 0 40 |
| Red Label, 1s and ½s..... | 0 36 | 0 50 |
| Gold Label, ½s..... | 0 44 | 0 60 |




Ceylon Tea, in 1 and ½ lb. lead packages black or mixed.

| | |
|---|---|
| Black Label, 1-lb., retail at 25c.... | 0 19 |
| " ½-lb., " " " .... | 0 20 |
| Blue Label, retail at 30c..... | 0 22 |
| Green Label " 40c.... ..... | 0 28 |
| Red Label " 50c..... ..... | 0 35 |
| Orange Label, retail at 60c..... | 0 42 |
| Gold Label " 80c. ..... | 0 55 |




| | |
|---|---|
| Cases each 60 1-lbs..... | 0 35 |
| " " 60 ½-lbs..... | 0 35 |
| " " 120 ¼-lbs ..... | |




LUDELLA CEYLON, 1's AND ½'s PKGS.

| | | |
|---|---|---|
| Blue Label, 1's..... | 0 18½ | 0 25 |
| Blue Label, ½'s ..... | 0 19 | 0 25 |
| Orange Label, 1's and ½'s... | 0 21 | 0 30 |
| Brown Label, 1's and ½'s.... | 0 28 | 0 40 |
| Brown Label, ¼'s. ..... | 0 30 | 0 40 |
| Green Label, 1's and ½'s.... | 0 35 | 0 50 |
| Red Label, ½'s..... | 0 40 | 0 60 |

CROWN BRAND

| | Wholesale | Retail |
|---|---|---|
| Red Label, 1-lb. and ½'s..... | 0 25 | 0 50 |
| Blue Label, 1-lb. and ½'s..... | 0 28 | 0 40 |
| Green Label, 1-lb..... | 0 19 | 0 25 |
| Green Label, ½'s..... | 0 20 | 0 25 |
| Japan, 1s..... | 0 19 | 0 25 |

E. D. MARCEAU, Montreal.

Japan Teas—

| | |
|---|---|
| "Condor" I 40-lb. boxes..... | 0 37½ |
| EMD AAA 40-lb. boxes ..... | 0 37½ |
| "Condor" II 40-lb. boxes..... | 0 36 |
| " II 80-lb. " ..... | 0 35 |
| " III 80-lb. " ..... | 0 32½ |
| " IV 80-lb. " ..... | 0 30 |
| " X 80-lb. " ..... | 0 [illegible] |
| " V 80-lb. " ..... | 0 2[illegible] |
| " XXXX 80-lb. boxes .. | 0 24 |
| " XXXX 30-lb. " ... | 0 25 |
| " XXX 80-lb. " .. | 0 21½ |
| " XXX 30-lb. " .. | 0 22½ |
| " XX 85-lb. " .. | 0 19 |
| " LX lead packets .... | |
| " Assorted cases (1 and ½ lb.) to retail at 40c. | 0 21½ |
| " L lead packets..... | |
| " Assorted cases (1 and ½ lb.) to retail at 25c. | 0 19½ |

Black Teas—"Nectar," in lead packets—

| | |
|---|---|
| Green label .....retails 0 26 at | 0 20 |
| Chocolate label . .. " 0 35 " | 0 25 |
| Blue label ..... " 0 50 " | 0 36 |
| Maroon label ..... " 0 60 " | 0 45 |
| Fancy tins—Chocolate, 1-lb.... | 0 32½ |
| " " —Blue, 1-lb. ..... | 0 42½ |
| " " —Maroon, 1-lb..... | 0 50 |
| " " —Maroon, 1-lb..... | 1 50 |

Black Teas—"Old Crow" Blend—

| | |
|---|---|
| Bronzed tins of 10, 25, 50 and 80 lb. | |
| No. 1..... per lb. | 0 25 |
| No. 2..... " | 0 20 |
| No. 3..... " | 0 25 |
| No. 4..... " | 0 20 |
| No. 5..... " | 0 17½ |

LIPTON'S TEA (in packages).

| | Price per lb |
|---|---|
| No. 1, cases 50 lb. (50 ½-lb. pkgs.... | $0 35 |
| (25 1-lb. pkgs ..... | 34 |
| No. 1, cases 50 lb., in 5-lb. tins ..... | 35 |
| No. 2, cases 50 lb. (50 ½-lb. pkgs.... | 29 |
| (25 1-lb. pkgs..... | 28 |
| No. 2, cases 50 lb., in 5-lb. tins ..... | 29 |
| No. 3, cases 50 lb., (50 ½-lb. pkgs .... | 23 |
| (25 1-lb. pkgs..... | 22 |
| No. 3, cases 50 lb., in 5-lb. tins..... | 23 |
| Green Ceylon, No. 1, (50 ½-lb. pkgs .. | 35 |
| (25 1-lb. pkgs.... | 34 |
| Green Ceylon, No. 2, (50 ½-lb. pkgs.. | 29 |
| (25 1-lb pkgs.... | 28 |

## TOBACCO.

THE EMPIRE TOBACCO CO., LIMITED.

| | |
|---|---|
| Smoking—Empire, 3⅛s. 5s and 10s.... | 0 39 |
| Royal Oak, 2 x 3, 8o ace, 8s..... | 0 52 |
| Something Good, 7s ..... | 0 48 |
| Chewing—Bobs, 5s and 10s..... | 0 36 |
| Currency, 13¾ oz. bars, spaced 9s.. | 0 39 |
| Currency, 6s and 10s..... | 0 39 |
| Old Fox, narrow 10s..... | 0 39 |
| Snowshoe, 1-lb. bars, spaced 6s.... | 0 43 |
| Tay Roll, 6s..... | 0 44 |

## VINEGARS.

E. D. MARCEAU, Montreal.

| | Per gal. |
|---|---|
| EMD, pure distilled, highest quality. | 0 30 |
| Condor, pure distilled.. ..... | 0 25 |
| Old Crow ..... | 0 20 |

Special prices to buyers of large quantities.

MICHEL LEFEBVRE.

| | |
|---|---|
| Bull Dog, quadruple strength, regist'd | 0 55 |
| Lion "L" brand, registered..... | 0 38 |
| Imperial, triple strength, registered | 0 33 |
| Cote D'Or, extra super, registered.. | 0 30 |
| " household vinegar, registered | 0 28 |
| Crystal Pickling, extra..... | 0 28 |
| " " ordinary ... ..... | 0 23 |
| White Wine, XXX ..... | 0 25 |
| " " XX ..... | 0 20 |
| " " X ..... | 0 17 |
| Cider, XXX..... ..... | 0 27 |
| " XX..... | 0 22 |
| " X..... | 0 17 |
| Pure English Malt, trip'e strength.. | 0 45 |
| " " " double strength | 0 35 |
| " " " single strength.. | 0 25 |
| Distilled white malt vinegar..... | 0 50 |

JOHN HOPE & Co., MONTREAL.

| | |
|---|---|
| Sir Robert Burnett & Co.'s English Malt Vinegar ..... | 0 [illegible] |

## WOODENWARE

UNITED FACTORIES, LIMITED.

| | |
|---|---|
| Washboards, Leader Globe..... | 1 50 |
| " Improved Globe..... | 1 60 |
| " Standard Globe..... | 1 80 |
| " Solid Back Globe ..... | 1 95 |
| " Jubilee (perforated).... | 1 95 |
| " Crown..... | 1 35 |

| | Per doz. |
|---|---|
| No. 1 2-hoop pails..... ..... | 1 55 |
| " 1 3 " ..... | 1 70 |
| " 0 Tubs ..... | 8 50 |
| " 1 " ..... | 7 00 |
| " 2 " ..... | 6 00 |
| " 3 " ..... | 5 25 |

## YEAST.

| | |
|---|---|
| Royal yeast, 3 doz. 5c -pkgs. in case.. | 1 00 |
| Gillett's Cream yeast, 3 doz ..... | 1 00 |
| Jersey Cream yeast cake, 3 doz. 5c.. | 1 00 |
| Victoria " " 3 do . 5c.. | 1 00 |
| " " " 3 doz. 10c.. | 1 80 |

NIXEY'S REFINED BLACK LEAD

By Appointment to H.M. the KING of the British Empire.

Sole Manufacturer of "Cervus" Square and Bag and Pepperbox Blues, and "Silver Moonlight" Stove Polish.

W. G. NIXEY, 12 Soho Square, LONDON, ENG. Canadian Representative: MR. H. T. BAKER.

OUR TRADE MARK A

AUER LIGHT MANTLES
LONGEST LIFE & BRIGHTEST

OUR TRADE MARK A

## A Statement of Facts.



We make the strongest mantles.
Our mantles gives the most light.
We use the purest and most costly chemicals.
We anneal our mantles with pressure gas.
Our mantles won't shrink or fray out.
Our trade mark A is on the best mantles.



We make mantles with any private mark on them, your own name if you desire.

WE MAKE

| | |
|---|---|
| Coal Gas Mantles. | Coal Oil Mantles. |
| Oil Gas Mantles. | Gasolene Mantles. |
| High-Pressure Mantles. | Acetylene Mantles. |

In single, double or triple weave.

Lowest prices on Mantles, Shades, Chimneys and Sundries.

*Write us if you are interested.*

AUER LIGHT CO., - - MONTREAL.

## "Empire" Soda

BEST FOR BAKING.

Made in England by

BRUNNER, MOND & CO.

Used in Canada by

All Careful Housekeepers.

WHY ISN'T IT IN YOUR STOCK?

WINN & HOLLAND,

SOLE AGENTS FOR CANADA,

MONTREAL.

ADVERTISING in WESTERN CANADA
will be Carefully, Efficiently, and Promptly attended to by

The Roberts Advertising Agency,
WINNIPEG, CANADA

## THE "GLEANER"

KINGSTON, JAMAICA, B.W.I.

The Newspaper with the Largest Circulation in Jamaica and the West Indies.

Canadian manufacturers, merchants, etc., desiring to do business with this country and introduce their goods in this market, should put an advertisement in "THE GLEANER."

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THE GLEANER CO.,
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## BASKETS

We make them in all shapes and sizes. We have

*Patent Strawbord Berry Box*
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In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.
Oakville, Ont.

## BUSINESS NEWS

of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

Write us, giving us particulars of what you want and where you want it from, and we will quote you prices by return.

"Clippings from any Canadian paper on any subject."

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Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER.

The Best Grocers make a point of Keeping it always in Stock.




**Don't use this kind of a light**

but write us for prices on any kind of Lamps or fittings.

We manufacture lamps and can suit you.

**LAMP CHIMNEYS**

WITH THESE LABELS

**ARE THE BEST.**

For Lime Flint. For Lead Flint.

# GOWANS, KENT & CO.

Wholesale

Crockery and Glassware
China and Lamp Goods

TORONTO and WINNIPEG.




# WETHEY'S CONDENSED MINCE MEAT

is unexcelled in quality. Its purity is unquestionable and the price is right. It is a money-maker for the grocer who pushes the sale of it, and it sells well all the time.

**J. H. WETHEY,**
LIMITED,

ST. CATHARINES, ONT.

# Crosse & Blackwell, Limited

## *Pickles, Sauces, Jams and Preserved Provisions.*

**C. E. COLSON & SON,** **MONTREAL.**

CHAS. F. CLARK, President. JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

# BRADSTREET'S

**Capital and Surplus, $1,500,000.** **Offices Throughout the Civilized World.**

**Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.**

**THE BRADSTREET COMPANY** gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information, no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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**OAKEY'S** The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters.

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MONTREAL

VOL. XVI. MONTREAL AND TORONTO, SEPTEMBER 26, 1902 NO. 39

PUBLISHED EVERY FRIDAY

THE CANADIAN GROCER AND GENERAL STOREKEEPER

CIRCULATES IN EVERY PROVINCE


# COLMAN'S MUSTARD

BEST ON EARTH



Ask your grocery house for particulars. It is possible they may suggest some other brand, if they have not tried "IMPERIAL." Insist on "IMPERIAL," it will pay you many times over.

## Your Customers Cannot Expect

to get the best results with their pickles, sauces and catsups unless they use the very highest quality in Vinegar. There's a great deal in the Vinegar, and they know it, and leave it to you to send them the grade that gives the most perfect results.

That's

## "IMPERIAL" White Wine Vinegar

every time.

The Vinegar that is used by the most successful and prominent pickle and sauce manufacturers in Canada to-day. No experimenting with "IMPERIAL." The best for all purposes where Vinegar can be used.

AND NOTE THIS FACT—

**Just the price of ordinary standard Vinegar.**

If your customers desire a really fine, pure Table Salt, give them

# Rice's Pure SALT.

It gives Universal Satisfaction.

R. & J. RANSFORD,

Established 1886

Clinton, Ont.




# LICORICE . . .

We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, plain and corrugated, Acme Licorice Pellets, Y. & S. Licorice Lozenges in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLIABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and Golf-Sticks, 100 to box; Blow Pipes, 200 and 300 to box; Manhattan Wafers, 2½-lb. boxes; Curved Stem Pipes, 200 to box. Write for illustrated catalogue.

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Established 1845. BROOKLYN, N.Y.

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We are putting up and are having a LARGE SALE on our famous . . . .



# "VICTORIA CROSS" CEYLON TEA

BLACK and MIXED.

Every package guaranteed finest grade grown. 25-40-50 cents per lb., in Handsome Lead Packages.

Write us for Samples and Prices.

J. F. SMYTH & CO.

Tea Packers. WINDSOR, ONT.

Our

# CANS CANS CANS

CAN not be surpassed in point of

Workmanship, Material, Quality.

We are the largest manufacturers in Canada of Key-Opening Fruit Cans, Vegetable Cans, Meat Cans, Spice Cans, Syrup Cans. What are your requirements? Write for quotations to

THE ACME CAN WORKS,

Office and Factory:

Ontario St. and Jeanne D'Arc Ave., - MONTREAL.

JAS. B. CAMPBELL. WILLIAM PRATT.

# MacUrquarht's Worcester Sauce

"There's luck in the four-leaved clover," especially when each leaf contains the name of such standard goods as MacUrquarht's Worcester Sauce, Stephens' Vinegar, Codou's Macaroni and Wheat Marrow.

Each one of the four holds its place steadfastly in the front rank in popular favor, and each one builds for confidence among a grocer's trade.

# Wheat Marrow

# Codou's Macaroni

# Stephens'

**Genuine**

# English Malt Vinegar

*Sold by Leading Wholesalers Everywhere.*

A. P. TIPPET & CO., AGTS.,

MONTREAL. TORONTO.

FRASER GROWS RUIT

WRITE OR WIRE

J. D. FRASER

Leamington,

for Early Tomatoes, Cucumbers, Muskmelons, PEACHES and Watermelons by the car load.

"ACME"

TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50 lb. box.

TORONTO SALT WORKS, Toronto, Ont.

Agents for the Canadian Salt Co., Windsor, Ont.

Perkins, Ince & Co.

Wholesale Grocers

FRONT STREET EAST,

Toronto.




Downweight is a Thief

Stealing Your Profits Every Time You Use Your Scales. . . .

The Toledo Springless, Automatic, Computing Scale, "The Scale with Brains," is the only scale in the world that positively stops the giving of DOWNWEIGHT. It is the only Automatic Computing Scale in the world without springs No hand operation in weighing; no prices to set; no levers to move; no weights to lift; no poises to shift; you simply place the article to be weighed on the scale, and the scale instantly and automatically shows in plain figures:

1. The weight of the article in pounds and ounces.
2. The price per pound.
3. The total value of the article in dollar and cents.

It is a mechanical wonder, marvelous in its Simplicity, Sensitiveness, Accuracy and Rapidity of Operation. Made in many styles and sizes for all kinds of stores. Write to-day for illustrated catalogue.

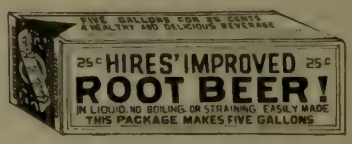
Toledo Computing Scale Co.

DEAN & McLEOD,

Canadian Agents, HAMILTON, ONT.

The warm weather quickly tires.

Don't it make you think of HIRES'?




Beware of cheap imitations which are offered every season to the trade.

HIRES' ROOT BEER

was the first on the market; holds first place to-day and has never yet been equalled for quality.

Price, in lots of one gross and over - - - - per gross $20.40
Price, in 5-gross lots and over - - - - - - " $19.40
Freight Prepaid on Two Gross and Upwards.

SEND YOUR ORDER TO.... W. P. DOWNEY, Sole Canadian Agent,

20 and 22 St. Peter Street, - MONTREAL.

Handbills, Showcards, etc., on receipt of Business Card

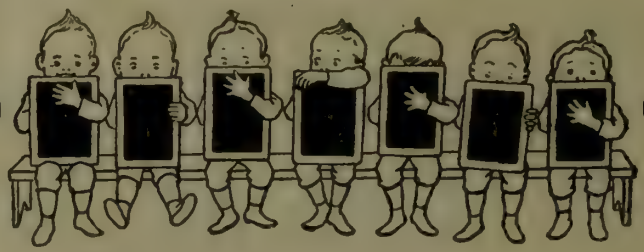


Figure it out yourself, whether we can do you good or not. At the very beginning we made it a point to learn the A B C of the tobacco business. We are now at Z, and will give you the benefit of our study if you'll let us. The phenomenal success of the "Marguerite" Cigar is due to our discrimination in the selection of first-class leaf and our expert knowledge in cigar-making. We believe the "Marguerite" to be the best cigar in Canada for the money. Be fair to yourself and submit it to the judgment of your customers. We are ready to send you a sample lot to-day.

"Marguerite" Cigars.

Geo. E. Tuckett & Son Co., Limited

HAMILTON.

## SUIT THE SMOKER.

When you sell a man cigars be sure you sell him cigars that will please him so that he will buy them again and often. That's what I do. My customers buy of me year after year, in increasing quantities. That's because **their** customers like my cigars.

**J. Bruce Payne,**

Cigar Mfr. GRANBY, QUE.

## "Sterling" Brand Pickles.

It is up to a grocer to satisfy his customers. When he goes further and delights them with some article he gains much.

Our pickles are made from only the best materials and are put up in an attractive form.

**T. A. LYTLE & CO.**

Manufacturers of High-grade Pickles.

**124-128 Richmond St., West, TORONTO.**

## A Steady Rise

## MOLINA BREAKFAST FOOD

has grown in popular favor steadily. It is not a sky-rocket—a brilliant flash and then ashes. Every year has shown a marked but material increase as its general merits become more widely known. When it makes friends it keeps them. It is a natural and wholesome food of Wheat sterilized and kiln-dried, but not predigested.

Grocers, your customers will appreciate

## MOLINA BREAKFAST FOOD.

The Breakfast Food that "has a flavor like popcorn."

**THE TILLSON CO., Limited, Tillsonburg, Ont.**

# JAPAN TEA

## Undeniably the best imported into Canada.

It is grown in a country where modern ideas prevail and is carefully looked after while under cultivation. Soil and climate combine in producing healthy growth.

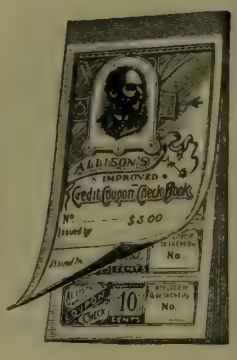
Every package of tea shipped from Japan is inspected by competent inspectors, and if it is not good pure tea, properly packed and graded, it goes back to the grower.

Do you sell this kind, or do you sell some other?

You will find it very profitable to handle **good, pure, wholesome**

# JAPAN TEA.

## 20th Century Account Keeping




Don't think because your grandfather made money 50 years ago with old style keeping of accounts, YOU can do so. Times have changed, and if you would be successful you must watch your credits. Why use the old style pass book with your credit customers? Be modern. See here—

### If a Man Wants Credit

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

**For Sale in Canada by** **The Eby, Blain Co., Limited, Toronto.**
**C. O. Beauchemin & Fils, Montreal.**

***ALLISON COUPON CO.,*** ***Manufacturers,***
***Indianapolis, Indiana.***

IT IS NOT TOO EARLY TO BEGIN YOUR INQUIRIES ABOUT THAT TRIP YOU ARE GOING TO TAKE TO THE

# British West Indies

**this winter. We have just issued a booklet telling what some people saw and did on the same voyage last winter, and if you write us we will send you one.**

THERE IS NO MORE DELIGHTFUL WAY OF SPENDING SIX OR SEVEN WEEKS THAN ON SUCH A TRIP AS THIS. THE WHOLE COST FROM HALIFAX AND RETURN IS $130.00.

**Pickford & Black - Halifax.**




# IMPERIAL MAPLE SYRUP

The Standard from Ocean to Ocean.

**Merit Acknowledged**
**Superiority Admitted.**

## YOUR MONEY BACK

IF NOT SATISFACTORY.

ROSE & LAFLAMME, Agents
**Montreal.**

## "IT MUST PLEASE"

in order that

# IVORY GLOSS STARCH

gain the recognition necessary to make it a success. Our maxim from the beginning of its manufacture has been, "IT MUST PLEASE"—please the consumer, and thereby make it a profitable article for the retailer to handle.

The present popularity of IVORY GLOSS STARCH is altogether due to its many good qualities, recognized by all who use it.

Manufactured by
**THE ST. LAWRENCE STARCH CO.,**
LIMITED
**PORT CREDIT, ONT.**

## WHITTEMORE'S POLISHES.

THE WORLD'S STANDARD.

THE OLDEST AND LARGEST MANUFACTURERS OF SHOE POLISHES IN THE WORLD.




## "GILT EDGE"

The only Ladies' Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful finish. Once tried always used.

**LARGEST QUANTITY, FINEST QUALITY.**
**For Sale by all Wholesale Grocers.**

# MOLASSES

When ready to buy don't forget to ask us for our quotations on a carload delivered at your station; you will be glad you did so.

**The Dominion Molasses Co.,**
Limited
**Halifax - Nova Scotia.**

**CHOICEST PRODUCTIONS FROM MOST FAVORED DISTRICTS IN GREECE.**

HAY CASTLE BRAND
CHOICEST SELECTED CURRANTS
CAREFULLY SELECTED BY THE GROWERS. BY APPOINTMENT – W. H. GILLARD & CO.,– SOLE AGENTS. HAMILTON, ONT FOR CANADA.

PARADISE BRAND
SELECTED CURRANTS.
CAREFULLY SELECTED BY THE GROWERS. BY APPOINTMENT – W. H. GILLARD & CO.,– SOLE AGENTS. HAMILTON, ONT. FOR CANADA.

Cases and ½-Cases. W. H. GILLARD & CO., Wholesale Grocers, Tea and Coffee Importers, HAMILTON.




THE DOMINION BREWERY CO., LIMITED
**Brewers and Maltsters**
TORONTO
**Manufacturers of the Celebrated**
# WHITE LABEL ALE
**ASK FOR IT AND SEE THAT OUR BRAND IS ON EVERY CORK.**

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

WM. ROSS, Manager.



TRADE MARK
GROCERS' WHOLESALE CO., LIMITED
UNITY AND QUALITY
HAMILTON.
REGISTERED

# TEA

TRADE MARK
GROCERS' WHOLESALE CO., LIMITED
UNITY AND QUALITY
HAMILTON.
REGISTERED

We offer to the trade on the basis of the best value obtainable (realizing that our samples are not protected by a personal argument, we are obliged to have them at least equal in value to all others), an assortment of the finest qualities in Teas, consisting of: Finest Formosa Oolong, Finest Darjeelings, Finest Ceylons, Finest British India Products, and Finest Scented Orange Pekoe; also Japan Teas, China Young Hysons and Ceylon Green Teas. These teas have been selected with the greatest care, and have been chosen for their cup qualities only.

## Grocers' Wholesale Company, Limited, Hamilton.

**CORRESPONDENCE SOLICITED**

# The Canadian Grocer

AND GENERAL STOREKEEPER.

Vol. XVI. MONTREAL AND TORONTO, SEPTEMBER 26, 1902. No. 39.


## FOUNDATIONS OF SUCCESS.

YOU can hardly imagine a boy saying: "I am going to be a second-class man. I don't want to be first class and get the good jobs, the high pay. Second-class jobs are good enough for me," remarks a writer in Success. Such a boy would be regarded as lacking in good sense, if not in sanity. You can get to be a second-class man, however, by not trying to be a first-class one. Thousands do that all the time, so that second-class men are a drug on the market.

Second-class things are only wanted when first class can't be had. You wear first-class clothes if you can pay for them, eat first-class butter, first-class meat, and first-class bread; or, if you don't, you wish you could. Second-class men are no more wanted than any other second-class commodity. They are taken and used when the better article is scarce or is too high-priced for the occasion. For work that really amounts to anything, first-class men are wanted.

Many things make second-class men. A man menaced by dissipation, whose understanding is dull and slow, whose growth has been stunted, is a second-class man, if, indeed, he is is not third class. A man who, through his amusements in his hours of leisure, exhausts his strength and vitality, vitiates his blood, wears his nerves till his limbs tremble like leaves in the wind, is only half a man, and could in no sense be called first class.

Everybody knows the things that make these second-class characteristics. Boys smoke cigarettes to be smart and imitate older boys. Then they keep on because they have created an appetite as unnatural as it is harmful. Men get drunk for all sorts of reasons; but, whatever the reason, they cannot remain first-class men and drink. Dissipation in other forms is pursued because of pleasures to be derived, but the surest consequence is that of becoming second class, below the standard of the best men for any purpose.

Every fault you allow to become a habit, to get control over you, helps to make you second class, and puts you at a disadvantage in the race for honor, position, wealth and happiness. Carelessness as to health fills the ranks of the inferior. The submerged classes that the economists talk about are those that are below the high-water mark of the best manhood and womanhood. Sometimes they are second-rate or third-rate people because those who are responsible for their being and their care during their minor years were so before them, but more and more it is becoming one's own fault if, all through life, he remains second class. Education of some sort, and even a pretty good sort, is possible to practically everyone in our land. Failure to get the best education available, whether it be in books or in business training, is sure to relegate one to the ranks of the second class.

### TRAILERS HAVE NO "GO" IN THEM.

Many people are like the street cars called "trailers," which have no motors or power-generators of their own, or, if they have, do not use them. They depend on the cars ahead of them, or, perhaps, on some poor hack of a mule, which, in spite of his leanness, has some "go" in him. Such people have no energy of their own, but must hitch to someone that has. They couldn't run a business for themselves if their existence depended on it. They must "hire out" to some person of independent and masterful character. They must be set tasks and told how to do them.

"Trailers" are always dragged behind. So are the people that correspond with them. They are imitators. They do not think, because it is easier to let the leaders do it for them. They are too indolent or have too little ambition, to act independently.

Many of those human "trailers" might have been leaders, had they taken pains to develop their inherent qualities of leadership. They thought it would require too much effort to train for generalship. They were willing to remain in the ranks. The discipline for self-mastery is too strenuous for them. They want to lead an easy life, and yet they complain because they do not enjoy the success that can come only from effort. A street-car system made up solely of "trailers" would not take anybody anywhere, and a community composed solely of human "trailers" will never be heard from in the world's progress.

### WHAT THE PLODDERS ACCOMPLISH.

If we were to examine a list of the men who have left their mark on the world, we should find that, as a rule, it is not composed of those who were brilliant in youth, or who gave great promise at the outset of their careers, but rather of the plodding young men who, if they have not dazzled by their brilliancy, have had the power of a day's work in them, who could stay by a task until it was done, and well done; who have had grit, persistence, common sense and honesty.

It is the steady exercise of these ordinary, homely virtues, united with average ability, rather than a deceptive display of more showy qualities in youth, that enables a man to achieve greatly and honorably. So, if we were to attempt to make a forecast of the successful men of the future, we should not look for them among the ranks of the "smart" boys, those who think they "know it all," and are anxious to win by a short route.

### SELF-CULTURE AND SUCCESS.

A man does not need a college education in order to succeed in any ordinary business. You may reach a commanding position in the commercial or political world without attaining a high degree of scholarship. You may be successful, in the purely material meaning of the word,

Don't forget that **we guarantee** the

# Sun Paste Stove Polish.

If these goods are not perfect in every way we shall protect our guaranty.

## MORSE BROTHERS, CANTON, MASS.,

**Proprietors Rising Sun Stove Polish and Sun Paste Stove Polish.**

**For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.**

without a touch of higher culture, without any appreciation of the nobler things of life. You may be a millionaire, with great influence in your community, and yet be almost wholly ignorant of books, art, music, or travel.

But this is a very narrow view of success. Is the meaning of life not broadened and beautified by an expansive mind, a wider horizon, and the satisfaction of finer culture?

The glory of a sunset, the beauty of a landscape, or the delicate loveliness of a rose or a lily is not necessary to our mere animal existence, but it adds much to the sum of the highest things of life.

Pictures and draperies are not necessary to a wall, Oriental rugs to a floor, or delicate pieces of statuary and bric-a-brac to the furniture of a room; libraries lined with noble books are not absolutely essential to bare existence; a knowledge of the mysteries and beauties of science, the fascination of literature, the delights of music and art—none of these things is necessary to the support of life; but how barren life would be without them! If we were suddenly deprived of these things, what would we substitute for them to differentiate our lives from those of animals?

CAPABLE FINISHERS OF BOTCHED JOBS.

Many of the cleverest men in the world are not originators, but have achieved their success by completing what others have begun, but could not finish.

It has been said that Edison, perhaps, has never made an absolutely original discovery, but this does not detract in the least from his worth or his fame.

The Patent Office at Washington contains hundreds—yes, thousands—of inventions which are useless simply because they are not quite practical, because the men who started them lacked the staying quality, the education, or the ability necessary to carry them to success. Edison has been shrewd enough to see a vast field of usefulness for the man able to carry such half-finished inventions to useful application and commercial success. He saw more in these incomplete, half-finished devices, or inventions, than he could carry out if he should live to the age of Methuselah.

Indeed, this world is full of half-finished work—failures which require only a little more persistence, a little finer mechanical training, a little better education, to make them useful to civilization. Would that we had a thousand Edisons to pick up all such dropped cords or threads, half-finished inventions, abortive attempts and discoveries which have stopped just this side of practicability! What a blessing to civilization are men who can do things to a finish, who complete what they undertake, who leave nothing undone! Think of what a loss it would be if an Edison, a Bell, and a Thomson had not come to the front and carried to a successful termination the half-finished work of others! Had it not been for these men, we should have no telephone, perhaps, no electric road, no electric lights.

Whether Edison is an originator or not, he has been clever enough to have some 500 patents placed to his credit. He has been better than an originator, for he has been a practical improver and completer of other people's ideas, many of which were but impracticable theories when he took them up. Perhaps no other man in this century has turned to practical use so many impracticable ideas as Edison has.

## A GRIEVANCE OF EGG EXPORTERS.

Since preparations have commenced to fit out a new line of steamers for South Africa there has been no lack of competition between merchants to secure space for the transportation of those products which they specially handle.

At the meeting of the Board of Trade in Montreal last week, the poultry and egg traders submitted to Commissioner Robertson, Dominion Dairy Commissioner, the grievance that the matter of export of poultry and eggs had not been sufficiently considered in fitting up cold storage for the new steamers. They pointed out that this trade was a most valuable one, and with aid from the Government they were confident that they could build up a large and profitable business.

According to present arrangements each of the steamers of the new line to South Africa will be fitted to carry 200 tons of cargo in cold storage.

## THE APPLE EVAPORATORS.

THE evaporating season which has now fully opened up promises this year to be one of the greatest activity. The evaporators which have been in operation in previous years are kept very busy, while the erection of new evaporators at various points is affording employment to a large number of laborers.

The evaporator of Finkle & Akerman, Bowmanville, which keeps employed between 20 and 30 hands, commenced early last week. This company has added a large brick addition to their factory and are now drying vegetables as well as large quantities of apples.

A new building, to be used as an apple-evaporating plant, is being erected in Seaforth by Town, Case & Co., of Rose, Wayne county, New York. This plant, the cost of which will be $1,400, will not only give the farmers of Seaforth an excellent market for their apples, but will also afford employment to many of the laboring people.

The evaporating factories of Blenheim, Ont., are also in full operation. That of A. Snelgrove, who supplies many wholesale firms in Montreal with dried apples, has a capacity of 200 bushels of manufactured product per day. J. C. McGuigan and Alex. McPherson, who own an evaporator in Cedar Springs, have also fitted up evaporating buildings in Blenheim, and with these combined factories will dispose of a large quantity of apples.

**"Empire"** —This word in combination with a representation of the CANADIAN NATIONAL FLAG is our own registered "Trade Mark" for Teas, Coffees, Spices, Baking Powders, Extracts, etc.

"This is a warning against infringement."

**Lucas, Steele & Bristol,** Wholesale Grocers, **Hamilton, Ont.**

JERSEY CREAM YEAST CAKES—THE ONLY YEAST WITH CREAM IN IT.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

We find people are getting tired of 10c. and 15c. Baking Powders, and are buying our strictly high-grade

**Jersey Cream Baking Powder**

This is as it should be. To give it an extra push our travellers are authorized to give you special inducements during the month of October in 5-case lots. See them or write to

**LUMSDEN BROS., HAMILTON AND TORONTO.**

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

JERSEY CREAM YEAST CAKES—THE ONLY YEAST WITH CREAM IN IT.

**Due about 1st October**

**Solari's packing of Turkey Figs and Sultana Raisins**

Boxes Eleme Figs, 2 inch, 10s. Layers.
Boxes Eleme Figs, 2¼ inch, 10s. In rows, tied with ribbons.
Boxes Eleme Figs, 2¼ inch, 1s. Glove-shaped boxes.
Boxes Eleme Figs, 2½ inch, each 20 lbs. Finest shipped from Turkey.
Bags Natural Figs, each 56 lbs. White and nice.
Boxes Golden Sultana Raisins. "Imperial."
Boxes Fine Sultana Raisins. "Royal."

**All secured before the heavy advance. We are free sellers.**

**JAMES TURNER & CO., HAMILTON**

NEW GOODS 1902 PACK

Now in Store

Choice Apricots, 25-lb. Boxes
" Peaches, 25-lb. "
" " 50-lb. "

THOS. KINNEAR & CO.,

Wholesale Grocers, 49 Front St. East, TORONTO

## A WEST-INDIAN EXHIBIT.

A VERY progressive commercial spirit characterizes the business men of the West Indies and there seems to be a strong desire on the part of the inhabitants of the British West-Indian Islands to strengthen their connection with the other British possessions in various parts of the world. Especially towards Canada have their eyes been turned, where they hope to build up a profitable trade.

As a sample of their aggressiveness, the fact that they took the trouble to prepare a large exhibit of products and have them shown at the Toronto Exhibition this fall is worthy of all commendation. Planters provided the samples and The Pickford and Black Steamship Company brought them to Canada and took charge of the exhibit at Toronto.

A large portion of the floor space of the annex to the main building was covered with the West-Indian products. These were very tastefully arranged, the main outlines being in the shape of pyramids. The shining array of bottles, containing liquid products, and the luxuriant tropical vegetables and fruits were an eye-opener to many who passed through the building. Few had ever dreamed that such a wealth and such a variety of articles were produced in the islands. Many questions were fired at Charles D. Pickford, who had charge of the exhibit, about all imaginable points, and inquirers found in him a courteous guide.

The exhibit was apportioned as follows among the different islands :

JAMAICA.—Pickles, kola, jams, rum, ginger wine, orange wine, pimento dram, bay rum, peppermint, cinnamon, arrowroot, cassava, nutmegs, mace, coffee, ginger, banana meal, cocoa, honey, beeswax, pimento, sugar, walking sticks, fancy work, photos, Jippi-Jappa hats (these are a good imitation of Panama and cost very much less. A good business could be worked up in them).

DEMERARA.—Rum, sugar, nutmegs, cocoa, sugar canes, growing cocoanuts, growing coffee, Tonka beans, wood fibres, Balata gum, nuts, woods, molasses, diamonds, minerals and chocolate.

TRINIDAD.—Cocoa, asphalt, sugar, rum, cocoa, nutmegs, bitters, falernum, cocoanut oil, jams, pickles, Copra molasses.

TOBAGO.—Sponges, fossils, rum, sugar, cocoa, nutmegs, arrowroot, cassava and nuts.

GRENADA.—Nutmegs, coffee, cocoa, cinnamon, pimento and ginger.

ST. VINCENT.—Arrowroot, coffee, ginger, cocoa, baskets, volcanic ejecta and dust, photo of volcano, before and after eruption ; tobacco and cigars.

BARBADOS.—Sugar, rum, arrowroot, cassava, falernum, molasses, jams, infusorial earth.

ST. LUCIA.—Natural woods, rum, sugar, spices, cotton, honey and beeswax.

DOMINICA.—Spices of all kinds, vanilla, essential oils of lemon, lime, orange, etc.; oranges, citrons, limes, lemons, pineapples, jams, rum, sugar, coffee, cocoa, etc.

ST. KITTS.—Sugar, rum, molasses, preserved fruits, etc.

## FISH FLOUR IN NORWAY.

A great deal is done in Norway to improve and preserve the provisions produced in the country and to procure a market for them abroad. The fisheries represent one of Norway's chief industries, and quantities of fish are sold at very low rates, particularly during summer. One way in which these are utilized is by means of an invention which quickly dries and pulverizes the flesh of fresh fish. The resulting product, called fish flour, is easy to transport from one place to another and has great nutritive value. A new and profitable branch of industry might be established in America, by utilizing fish in this way.

The business of the estate of George E. Baird, general merchant, Brucefield, Ont., is advertised for sale.

Goodwillie's Fruits in Glass

Lightning size, cases 1 doz.
Tall size, - cases 2 doz.
Full assortment of both sizes.

GET OUR QUOTATIONS.

Toronto Agents. A. F. MacLaren Imperial Cheese Co., Limited

NEW

SELECT VALENCIA RAISINS

GET OUR FIGURES.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers. TORONTO.

## GLEANED THROUGH THE TRAVELLERS.

MANY of the drummers of the wholesale grocery houses were in town Saturday and report a fair business for the week, notwithstanding the expositions held in many of the towns which lined their routes. Now that the abundant harvest has been safely garnered the farmer is wearing a cheerful face and a fat pocketbook, both of which he communicates amply to the retail merchants of his locality. In South Simcoe the alsike crop has been especially good and Mr. Keys, of Kinnear & Co., instances two farmers in the neighborhood of Alliston, who have derived $1,200 and $1,500 from their alsike harvest alone.

Many of the merchants are taking advantage of the cheap railway rates to do a little visiting and incidentally to make purchases. A few business changes are also reported.

S. A. Bruckacher, grocer and fruiterer, of Berlin, has sold out his business in that town.

S. G. McEwen, formerly a partner of The G. Hutchison Co., Alliston, has purchased the business of H. W. Wright, of the same town.

H. S. Packham, grocer, also of Alliston, has sold out preparatory to taking up business across the line.

Frank T. Kill, of Markdale, who has had a severe attack of illness, is once more able to attend to business.

W. W. McClarty, of Owen Sound, anticipates a trip to Manitoba. On his route he purposes to visit many customers.

T. Benson, of the firm of Benson & Co., Dundalk, is anticipating a trip to the Northwest, where he is largely interested in farm lands.

One of the most enterprising directors of the Owen Sound Exposition last week was W. S. Grier, grocery and crockery merchant of that town.

Geo. Gordon, one of the leading merchants of Tottenham, has just returned from a pleasant trip to Montreal, Quebec and other places in the east.

Wm. Stenson, of the firm of Halliday & Stenson has returned from a trip to Montreal and Toronto, where he was making purchases for the fall trade.

J. Richards, of Dundalk, has just returned from an extensive trip east, during which he visited Montreal, Quebec, Halifax, St. John, and other places. His object is not made public.

F. Stafford, of Markdale, visited Toronto this week to make purchases of dry goods and other articles for a general store. R. Benson, who keeps a large general store in Markdale, was also in Toronto to make purchases.

## A MODEL FAIR.

The educational aspect which now characterizes all our best expositions is conspicuous in the Whitby Model Fair which was opened on Tuesday by Hon. Sidney Fisher, Minister of Agriculture for Canada. In Whitby, the noisy and frequently vulgar sideshows are displaced by practical demonstrations of the culture of sugar beets, of the different varieties of grains, grasses and roots. Experts from Guelph and elsewhere point out the excellent features and the defects of the animals they judge, and show their reasons for the awards they make. Lectures are to be given on poultry, stock, etc. The Women's Institute of South Ontario gave lessons on the preparation of foods. The practical aspect of the Fair is deserving of the greatest praise.

## NO CHANGE IN THEIR TOBACCOS.

We have not advanced the price of our tobaccos. "Amber" smoking tobacco, "Bobs," "Currency" and "Fair Play" chewing tobaccos are the same size and price to the consumer as formerly. We have also extended the time for the redemption of "Snowshoe" tags to January 1, 1904.

THE EMPIRE TOBACCO COMPANY, LIMITED.

(Advt.)




Every grocer should carry goods that he can recommend with a clear conscience.

He is always safe in recommending

UPTON'S

JAMS, JELLIES AND MARMALADE.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited.

AGENTS, TORONTO, CANADA.

# THE PROVISION TRADE.

**Seized the Opportunity—The Markets—Miscellaneous Notes.**

### SEIZED THE OPPORTUNITY.

DESCRIBING the manner in which Chicago packers intrenched themselves in English markets, The London Mail says :

"Fortune played into their hands. The stock of Canadian lean cattle sent here to be fattened up was no longer permitted to land, by order of the Board of Agriculture. The Argentine, which had sent us enormous quantities of live cattle, was placed out of bounds, Australia and New Zealand entered into a period of sustained drouth, which shortened their stock supplies. The English market lay practically at the mercy of the American beef kings.

"They seized the opportunity and 'worked' it for all they could. They opened their own shops in many parts of the country, they have their stalls at every great wholesale market, they supply the retailers with a business skill which earns them custom. And it would be foolish to deny that they are largely keeping their own products. Let any stranger walk through Smithfield in the early morning and he will see that the Swift stall is the brightest and best there, and its men are among the cleanest and smartest of salesmen. The American dressed beef is bringing prices almost equal to the best Scotch, because it rivals it in quality, and in a few years the American imports of dressed beef have gone up at Smithfield from 5,513 tons to 105,678 tons. To-day more than a quarter of the meat sold in Smithfield is the chilled beef sent over from the United States. Were American cattle slaughtered at our disembarkation ports the proportion would be much larger.

### LIVE STOCK POINTERS.

Hogs are still running short. That means continued high pork products. The shortage to date at the leading centres for the season's pack is 2,500,000 hogs. Stockers and feeders furnish the feature of the cattle market. They are being bought in large quantities, but at high prices for such stock. This indicates that next year's market will be well supplied with finished beef, but at what price the future alone can tell. As the feeders cost now an average of over $4 per 100 lb. live weight, it is safe to say that they cannot come back into the market as finished beef steers at under $6.50 per 100 lb. average price on the hoof. That means high finished beef next year. The present lower price of grass beef means nothing. Such beef is always cheap at this time of the year.—National Provisioner.

### MEAT COMBINE IN DAWSON.

A meat combine is being organized at Dawson which will control a stock of more than $1,000,000. Restaurants, hotels and large mining companies are laying in stocks in anticipation of a sharp rise in prices.

### COMBINE OF CATTLEMEN.

In consequence of the formation of a Beef Trust by leading men at the head of that industry in Chicago and the West, there has followed a combine of the cattlemen of the Northwestern and Southwestern States, which, with a capital of $50,000,000, will practically control the cattle business in those regions.

### NEW PACKING COMPANY.

Letters patent have been issued incorporating Robert D. McGibbon, Thos. C. Casgrain, Edouard F. Surveyor, Douglas Armour and Montague Miller, all of Montreal, to carry on the business of meat and fruit packing with all rights and privileges accessory to the operation thereof, under the name of The Dominion Packing Co., Limited, with a total capital stock of $1,000,000.

### THE PROVISION MARKETS.

#### TORONTO.

This week dressed hogs, in sympathy with the live stock market, have declined 50c. per cwt. Receipts are still light. The demand for beef is fair and receipts are fairly good. The live hog market has declined considerably. We quote: Dressed hogs, $8 75 to $9.25; beef carcasses, $6.50 to $8.00 per 100 lb.; hind quarters, $7.50 to $9.00 per 100 lb.; front quarters, $4.50 to $5.50 per 100 lb.; veal, 8 to 9c. per lb., and lambs, 6 to 7c. Select live hogs are worth $7.00 and fat and lights, $6.75 per 100 lb. Choice export cattle are worth $5.25 to $5.75 per 100 lb., and lights, $4 25 to $5.

Business in all kinds of provisions is brisk, and stocks are becoming light. We quote: Long clear bacon, 11 to 11½c. ; smoked breakfast bacon, 14½ to 15c. ; roll, 12 to 12½c.; medium hams, 13½ to 14c.; large hams, 12½ to 13c.; shoulder hams, 11 to 11½c., and backs, 14½ to 15c.; Canadian heavy mess pork, $21.50; short cut, $23.50 to $24; lard, in tierces, 10¾ to 11c. per lb.; tubs, 11 to 11¼c., and pails, 11¼ to 11½c.; compounds, 8¾ to 10c.; plate beef, $15 per 200 lb. bbl.

#### MONTREAL.

A fairly good trade has been done in smoked meats and lard. No changes in price have occurred and the market rules steady. In fresh-killed abattoir dressed hogs their is an easier feeling, although the price remains as yet at $9.50 to $9.75 per 100 lb. This is in sympathy with the decline in live hogs. A fair trade is reported. We quote: Pure Canadian lard, $2.37½ to $2.40 per pail. Fairbank's "Boar's Head" lard compound, 9½c. tierce basis, with extras as follows: 60-lb. tubs, ¼c. over tierce : 20 lb. tin pails, ¼c. ; 20-lb. wood pails, ½c.; 10-lb. tins, ⅝c.; 5-lb. tins, ¾c.; 3-lb. tins, ⅞c. Snow White and Globe compound, $1.80 to $1.90 per pail ; Cottolene, 11¼c. for 20-lb. pails, and 11½c. for 60-lb. tubs, for Quebec and Ontario; hams, 12 to 14c.; heavy Canadian short cut mess pork, $24.50 to $25.00; Canadian short cut clear pork, $23.50 to $25.00; American short cut clear pork, $24 to $24.50 ; American fat back, $24.50 to $25.00; bacon, Wiltshire, 14 to 15c. per lb.; extra plate beef, $14 50 to $15.00 per bbl.

#### WINNIPEG.

DRESSED AND CURED MEATS—Beef has declined ½c., and is now 6½ to 6¾c. The supply is heavy. Veal continues at 8 to 9c.; mutton, 8c., and lambs, 12½c.; hogs, 9 to 9½. Cured meats have advanced from ½ to 1c. per lb. in sympathy with hog prices. We quote: Hams, sugar cured, 15 to 16c. per lb.; breakfast bacon, bellies, 16c.; backs, 14½c.; spiced rolls, short, 13c.; long, 13c.; smoked shoulders, 11½c.; cooked hams, 25c. per lb.; smoked long clear, 13c.; dry salt long clear 12c.; dry salt backs, 12½c.; lard, tins, 11⅞c.; 50-lb. tubs, $6.25 ; 20-lb. pails, $2 50 ; 10-lb. tins, in cases, $7.10 ; 5-lb. tins, $7.20; 3-lb. tins, $7.25. Barrel pork, heavy mess, $20.00 ;

Once used and your customers will ask for Our

# LARD

not twice or three times, but **All the time.**

## Our Process of Rendering

Demands absolute cleanliness and purity.
An Absolutely Pure Lard is the result.

## Every Grocer Should Have It

FROM 3 LB. TINS UP.

---

**The Farmers Co-Operative Packing Co.**
**of Brantford, Limited.**

When you have any

# BUTTER OR EGGS

to offer, write or wire us. We are buyers.

---

**The J. A. McLean Produce Co., Limited**
75-77 Colborne Street
Telephone Main 2491. Toronto.

# HAMS

that are good hams.

If you have not had a shipment of

# Three Star Hams

we solicit a trial order for them. Unequalled for the family that stays at home or goes to the summer cottage. Just the thing for camp or excursion. A little higher in price but worth it.

---

**F. W. FEARMAN CO.**
(Limited)
**HAMILTON, ONT.**

# Long Clear Bacon.

Your trade demands the best quality obtainable. WE HAVE IT. Cured and stored in Cold Storage of uniform temperature and is absolutely free from Rust.

Quotations on Case or Car-load lots on application.

---

**The Park, Blackwell Co.,** LIMITED.
**PORK PACKERS,**
TORONTO, ONT.

summer sausage, 7½c. per lb.; pork sausage, 9c.; bologna, 7½c.

PROVISION NOTES.

Scott & Henderson, butchers, Moosomin, N.W.T., have dissolved.

George Harding, butcher, Hamilton, is advertising his business for sale.

The Dominion Butchers' Supply Co., Toronto, have assigned to George Clay. Their creditors meet on September 26.

Crosbie & Co., produce merchants, St. John's, Newfoundland, have dissolved; John C. Crosbie continues under the same style.

## ENLARGING THEIR SAMPLE-ROOM.

Owing to the increase in their business, and consequent need for more room, L. Chaput, Fils & Cie are extending their sample-room, taking in the room at the rear of the building. These will be converted into one large room, uniformly finished throughout, which will contain about twice as much floor space as that now occupied.

In the new addition will be located the shippers' and buyers' offices, and also the office of the Customs officer. The new room will be splendidly lighted, two large windows being now placed in on the side fronting St. Dizier street. These improvements are expected to be completed during the early part of October, when the firm will have one of the finest sample-rooms in the trade.

## A VALUABLE CONNECTION.

Advertising might suitably be called a "connection"—that is a connection between the things you have to sell and the people who ought to have them. A railroad train must necessarily have couplers with which to connect its cars. The engine drawing the train does not depend upon the couplers for its locomotion, yet without these couplers the train would be useless for the carrying of passengers. The head of the firm is the "engine" and the advertising the "coupler"—both are absolutely essential to draw trade. Good advertising aimed at the kind of people who require the advertising connection pays. A politician derives invaluable benefit from the prominence he receives through newspapers. A business house must also keep its name and goods constantly before the public notice to obtain proper recognition from the buying public. Advertising does it. It is the connection.

It is understood that The Lake of the Woods Milling Co. will issue $1,000,000 additional capital, making total $1,500,000.

CENTRAL Business College.
STRATFORD, ONT.
One of the best Commercial Schools on this Continent. Write for Catalogue.
W. J. ELLIOTT, · Principal




C. P. FABIEN
Manufacturer of Refrigerators and Ice Chests. Diplomas awarded at Montreal, Toronto and Ottawa Exhibitions. Over 50 patterns to choose from. Proprietor of Aubin's Patent Grocery Refrigerator, New Dominion, Imperial Dominion, special improved Dairy Palace for Hotels—all hardwood.
3169 Notre Dame St., MONTREAL.

FISH AND OYSTERS
WHOLESALE.
The F. T. JAMES CO., Limited
76 Colborne Street, TORONTO.

Wrapping Papers.
Full Count. Full Weight.
Whether Brown or Manillas, quality with us is always sure. We have the papers that tradesmen of all kinds need. All orders promptly shipped.
CANADA PAPER CO, Limited
TORONTO and MONTREAL.

DO YOU KNOW that
BOSTON POPCORN FRITTERS
sell fast and pay GOOD PROFITS?
SAMPLES FREE FOR ASKING FOR THEM.
THE GLOBE MFG. CO., 103 Adelaide St. West, TORONTO.

Austrian Sugar
ON SPOT---TO ARRIVE or FOR IMPORT.
Samples and quotations on application.
ALEX. WILLS, 27 St. Sacrament Street, MONTREAL

All first-class Grocers and Provision dealers should handle the
"L. & S." and "Imperial"
Brands of Smoked Hams, English Breakfast Bacon, Backs, Lard, Etc.
Long Clear Bacon.
New cured, free from rust, light or medium weights. Write or wire us for quotations in case or car lots.
Fowler's Canadian Company, Limited
HAMILTON.

## TO ADVERTISE WELL.

DO not waste much time, paper and ink in generalities when writing advertisements, says Merchants' Review. Describe the goods you have to sell, mention prices and then stop. That is the usual advice of the best judges, but in practice there is great room for variety in the way the thing is done. The difficulty often is that the goods will not bear accurate description. When a grocer has a really good article, or several articles of merit, he cannot do better than print a brief description of the merit or merits, and if the price is remarkably low he can dwell upon the fact without danger of the ad. suffering in effectiveness.

Cut away all redunancy of phrase or epithet, all the words that can be spared. Never mind whether you are making or losing your reputation for originali providing you are not missing any of the good points of the articles you are advertising. If these points are really good, they may be able to carry the rest of the stock upon their shoulders.

Given a good brand of coffee and another of butter, the rest of the stock ought to be carried without difficulty, even though its quality leaves something to be desired. We mean by this that people who purchase the butter and coffee will be likely to accept the rest of the stock without murmur. Hence the importance of maintaining the quality of the two articles, and the necessity of making every point in their favor tell in the advertisements. There are people who lay stress upon flour, tea, coffee, etc., but coffee and butter count the most with the most people, and although it is always safe and in every way best to keep the stock uniformly superior, it may not be necessary to mention the fact in the ad., so long as the two staples are properly treated.

A dealer who prides himself upon the quality of the butter he sells was recently compelled to close a branch store in a certain town, and since then we have heard this grocer's judgment as a buyer of butter attacked by good judges. At the time we were at a loss for a reason for the closing of the aforesaid store, but when the critics of his dairy department began to be heard we put down the closing of the store to failure to suit the local taste in the matter of butter. Coffee is nearly not quite as important.

Tell of the good points that they have. Tell of the bad points that they do not possess—that is, the bad points of the common goods. Tell why good coffee and butter should be indispensable to the family.

## WEST INDIES AND CANADA.

The following from The Antigua Observer indicates how commercial, if not political federation with Canada is being regarded and discussed in the West Indies :

" There is no doubt that Canada can supply us with 60 per cent.; Europe with 30 per cent. and the United States 10 per cent. of our whole imports.

" Freight from Canada is low—half of what it is from Europe—as low as from America, with this advantage also over European imports that you can order goods and receive same within a month, whereas from Europe months elapse before your goods come to hand. With exports of a perishable description the voyage to Europe occupies 14 days—to Canada seven days. In fact, even European manufactures may be imported from Europe via Canada at a slightly cheaper rate of freight than direct from Europe. Continental manufacturers are brought to this island with lighter shipping charges than from London or other cities in England. Goods from Glasgow come cheaper in the matter of freight via New York than direct from England.

" With closer commercial relations with the Dominion of Canada it would possibly lead to a branch of some Canadian bank being opened here and conducted on different principles to those that are at present in existence and which are not quite suited to the time."


LARD




Orders can be filled by any of the leading packing houses or jobbers in Canada or direct.

An endorsement for **Boar's Head** brand of **Refined Lard Compound** enjoyed by no other compound is that at times when hog lard is sold at ½c. to 1c. per lb. less than **Compound, Fairbank's Boar's Head** brand maintains a good volume of business, because the consumers who used it were willing to pay ½c. to 1c. more than for the product of the swine. **Fairbank's Boar's Head** brand is now 1½c. to 2c. per lb. less than hog lard and those who use it will insist upon having it in the future regardless of the price of hog lard.

| | | | |
|---|---|---|---|
| Tierces - | 400 lbs. | Pails, tin - | 10 lbs. |
| Tubs - - | 60 lbs. | " " - - | 5 lbs. |
| Pails, wood | 20 lbs. | " " - | 3 lbs. |
| " tin - | 20 lbs. | | |

# THE N. K. FAIRBANK COMPANY.

**Wellington and Ann Sts., MONTREAL, QUE.**

**Chicago. New York. St. Louis. New Orleans. San Francisco. Baltimore. Boston. Philadelphia. London, Eng. Hamburg, Ger.**

*We offer*

# 3,100 Crates Spanish Onions

good sound fruit at
exceptionally

## LOW PRICE

Don't wait, but place your order with us at once.

# L. CHAPUT, FILS & CO.

WHOLESALE GROCERS,
IMPORTERS OF TEAS AND LIQUORS,

**MONTREAL**

IN STORE—

NEW VALENCIA RAISINS

Fine Off-Stalk and Selected.

YOU SHOULD GET OUR QUOTATIONS FOR NOVEMBER SHIPMENT—THEY ARE LOW.

THE EBY, BLAIN CO., LIMITED

WHOLESALE GROCERS AND IMPORTERS, TORONTO.

SOLE PACKERS OF THE FAMOUS "KOLONA" PURE CEYLON TEA—DO YOU HANDLE IT?

## HINTS TO BUYERS.

Contributors are requested to send news only not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

GROCERS' WHOLESALE CO., LIMITED, offer a choice, dry, bright Barbados sugar in first-class barrels, about 270 lb., at attractive prices,

H. P. Eckardt & Co. are selling fine quality Spanish onions at a low price.

L. Chaput, Fils & Cie are offering strawberries and raspberries in syrups, 2's, at low prices.

New Valencia raisins—fine off-stalk and selected—are offered at low quotations by The Eby, Blain Co., Limited.

Buyers of extra fine goods of New Orleans or Barbados molasses may secure same from H. P. Eckardt & Co.

L. Chaput, Fils & Cie have just received a quantity of apricots, the quality of which is reported to be very fine.

A shipment of Trinidad sugar of unusually good color and quality is in store with The Eby, Blain Co., Limited.

Attention is called to E. D. Marceau's advertisement of large consignments of China and Japan teas, ex steamer Empress of India.

The Eby, Blain Co., Limited, have just received a car of New Orleans molasses, in bbls. and ½ bbls., which they quote at attractive prices.

The A. F. MacLaren Imperial Cheese Co., Limited, are now closing their free ideal by which you can secure one case Snider's catsup, pints, free.

L. Chaput, Fils & Cie are offering over 3,000 crates of Spanish onions at exceptionally low prices. Buyers should inquire for prices before ordering elsewhere.

The A. F. MacLaren Imperial Cheese Co., Limited, Toronto agents for Goodwillie's fruits, are booking heavy orders for fall shipment in these goods.

The first shipment of new season's "Anchor" dripped peel is now in store with The Eby, Blain Co., Limited, who report the quality finer than ever.

## TRADE CHAT.

Mrs. Murray, wife of John Murray, grocer, of Brandon, Man., is dead.

F. Bentham, grocer, one of the most prosperous business men of Merritton, was married last week to Miss Jennie Edwin, of that village.

A. L. Current, of Galt, who for the past six months has conducted a grocery store in the Iroquois Block, has sold out to A. O. Fisher, of Sundridge.

## DOES NOT AFFECT TRAVELLERS.

The secretary of the Commercial Travellers' Association has received the following letter from directors of the Association in Winnipeg :

"The report that you have received in respect to the city of Winnipeg imposing a tax on commercial travellers is incorrect. These reports take their origin from the recent by-law put through by the city of Winnipeg covering transient traders. In the past very great complaints have been made to the city council in connection with peddlers. Under these circumstances a by-law was introduced covering this class only. The idea of imposing a tax on commercial travellers was never even suggested or discussed in connection with the recent by-law that has been placed in force."

## CURRANT CROP OF GREECE.

United States Acting Consul L. Nicolaides, writes from Athens, August 19, 1902, that the Ministerial Council has decided that the proportion of the currant crop of Greece to be retained for the year 1902, according to the law of retention of 1899, is to be 20 per cent. of all currants exported to foreign countries from August 18, 1902, to August 17, 1903. It is thought that the currant production of this year will be approximately 330,000,000 lb. The total quantity exported from August 18, 1901, to July 12, 1902, was 150,000,000 lb.

At present, adds the writer, the prices of currants are not high, but the growers hope to obtain good prices for the new crops, on account of the percentage of retention having been fixed at 20 per cent. instead of 15 per cent., as during the last year.

## WHY SOME MEN GO WRONG.

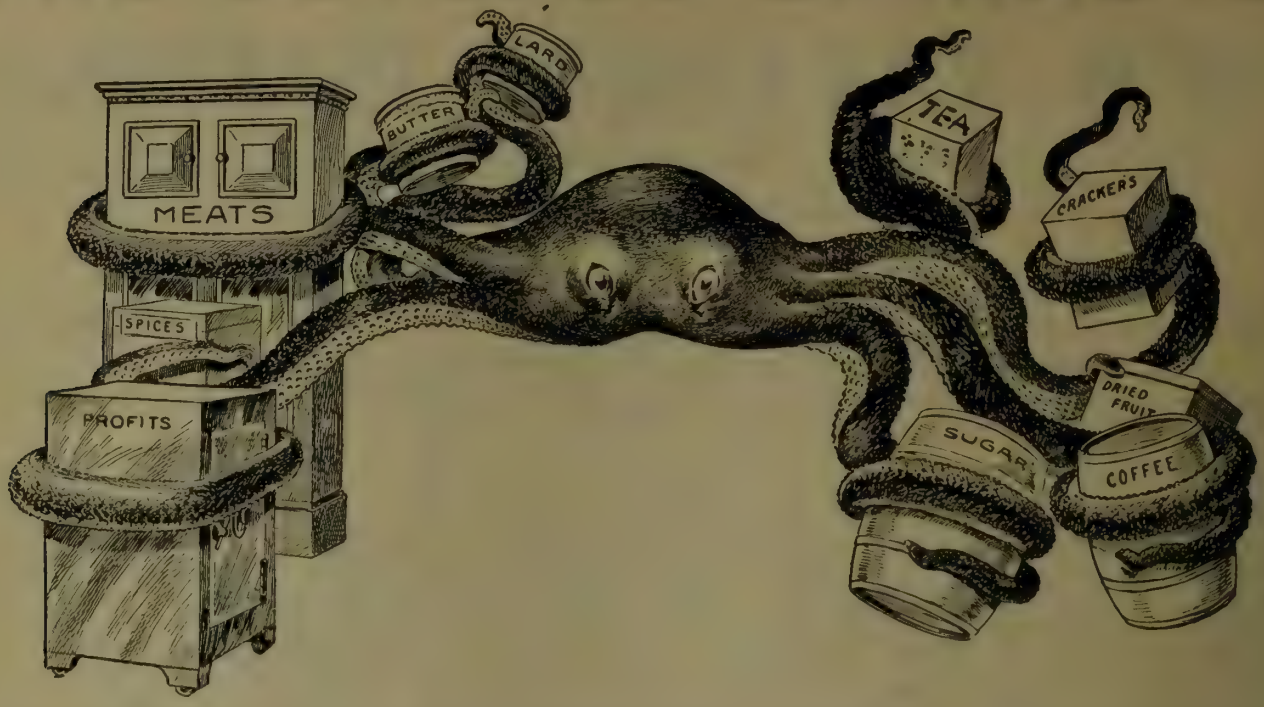
ANOTHER young man in the employ of the U. S. Government at Minneapolis post office has gone wrong. He has been opening letters to obtain the money they contained, and after doing it for a long time without detection, he has at last been found out. He had grown bold as well as hardened in his course, so that when decoy letters were arranged to come under his hand, he took the bait and was caught in the trap. This is what the public finds out at first publication.

Behind the scenes there is a longer story to tell. The temptation to do wrong came many times before the first really criminal act had been committed. It was very repulsive to even think of such a thing, and it never ought to have been thought of again. But the seeds of dishonesty were somewhere in the soil of that mind. There was not the instinctive uprising of a "Thou shalt not" when evil suggestions came. The start was wrong.

But every young man should view this and similar cases in a correct light, or many a one "who thinketh he standeth" may fall. The actual breach of strict honesty was committed when the young man decided he would be willing to commit the deed if he thought he would not be found out. The tempter gained a great advantage when the question of right and wrong was waived. Anyone who would commit a crime or a wrong if without the restraint of fear, is ready to cultivate a fearless spirit and take the chances.

If there is right and wrong, honesty and dishonesty, integrity and lack of principle, then there is but one safe position to occupy. One must conscientiously decide what is wrong, and stand for the right, whatever the circumstances. In this case there was no question. The act committed was a very grave crime, and its consequences will inevitably be very disastrous. But sometimes we must make up our minds where the question is not so easy to decide, and when conscience indicates the path to evil, we must count evil and danger as synonymous.—Eli, in The Commercial Bulletin.

# THE OCTOPUS OF WASTE




Don't let this hideous monster (the pound and ounce method of weighing merchandise) fix its tentacles on your store. It is death to profits and everlasting ruin to business.

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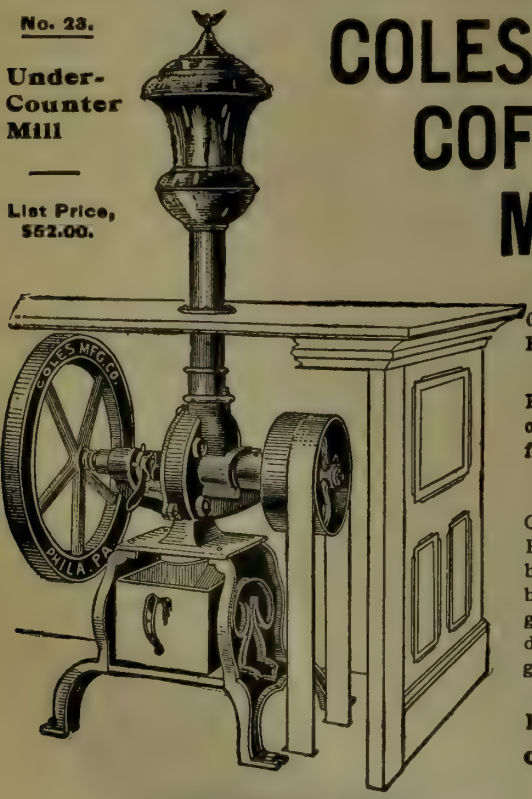
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**No. 23.**

**Under-Counter Mill**

**List Price, $52.00.**




# COLES COFFEE MILLS

**None better for Granulating or Pulverizing.**

**Our mills will Pulverize without heating Coffee.**

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

**A GREAT LABOR-SAVER.**

**Our Grinders wear longest.**

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WHEN WRITING ADVERTISERS PLEASE MENTION THAT YOU SAW THEIR ADVERTISEMENT IN THIS PAPER

## BORACIC ACID IN FOODS.

THE use of boracic acid as a preservative has for some time occupied the minds of those interested in the transportation and preservation of foodstuffs. Hitherto the employment of boracic acid for purposes of preservation has been prevalent in both America and Europe. In Sweden it has long been extensively used for meat and milk, but in England it is absolutely forbidden to introduce any preparation of borax into articles of food, while in Germany, although the Society for the Protection of the Interests of German Chemical Industry, now in session at Frankfurt, have entered a vigorous protest, an Act prohibiting its employment for preserving goes into force at the beginning of the year.

In the United States, where the large amount of butter for foreign export renders the use of boracic acid or some such preservative almost imperative, the question has arisen as to whether butter so impregnated shall be considered as adulterated butter. Commissioner Yermes submitted the matter to expert chemists for testing and has acted according to their decision. These report that borax preparations, if used in small quantities, do not possess the quality of removing rancidity or of deodorization, but if used in sufficient quantities will remove traces of rancidity. Commissioner Yermes has accordingly enacted that if boracic acid is used in small quantities, for the sole purpose of postponing usual and natural changes in butter, the latter shall not be taxed as adulterated butter, but if used in large quantities, or as a wash, it shall be liable to the higher tax of 10c. per lb.

In Canada, as far as we are aware, the question of boracic acid as a preservative of meats has never been seriously discussed. Neither are we prepared to say to what extent it is used. It is, we believe, very little used at any rate.

## HONEY CROP TURNS OUT FAIR.

THE honey crop has turned out better than was expected a couple of months ago. At that time in some sections of the Province the wet weather had prevented the bees from going out and gathering in the honey from the flowers. The crop of red clover was abundant but the rains had killed off numbers of the bees. But since then there has been more sunshine, and in the western parts of the Province dryer weather has been prevalent. So there is a fair yield of extracted reported, but comb honey of good quality is a little scarce.

The offerings are now reported free at outside points, and sales have been closed at 7½c. for the extracted, and from $1.25 to $1.50 per doz. for the comb. Besides, there has been a large stock carried over from last year, so, on the whole, prices this year will be no higher than before.

A fairly good demand for this fall is reported, especially on future account. The fruit season is now affecting the sales somewhat as it always does every year, but a little later on a brisk trade is anticipated. The manufacturers of candies and confectionery always use large quantities every year, but they commence to lay in their requirements a little later on in the season.

## THE SITUATION IN EGGS.

THE Toronto egg market is becoming firmer in tone and prices are a little higher than they were a week ago. The receipts are falling off to some extent, and now 17c. is wanted there for selected goods and 16 to 16½c. for ordinary candled. Buyers are not willing to pay over 15c. f.o.b. at outside points for good fresh eggs.

The receipts of eggs on the Toronto market during the summer were not quite as large as they were last year. The farmers, probably owing to the high prices they could get for their hogs and cattle, largely consumed eggs instead of meat, and so did not bring as many to market. The quantity of this product placed in pickle and cold storage this year is said to be smaller than last year. The prices paid, however, for eggs all through the summer have been unusually high, being never below 14c., and complaint is now made that exporters have bought their eggs at too high a figure to enable them to export the article with profit.

Some sales already have been made on English account, and the market over there is stiffer, the latest advance being 6d. per 100. The British market appears to keep gaining in strength, and the inquiry from there has been more active this last day or so. The season for Canadian eggs in England is now opening, the Irish and Russian product not being as plentiful there, and will not be so for some time to come. Dealers here, in consequence, are expecting to realize fair prices for their stocks.

The exports of Canadian eggs last year amounted to some 8,000,000 dozen in round numbers, valued at about $1,350,000.

The total imports of eggs into England for the year ending September 1, 1902, were over $26,000,000 in value, according to official figures furnished by United States Consul Hitchcock. Ireland was a heavy contributor, sending in $11,000,000 worth of the product. Eggs to the value of $5,675,000 were imported from Russia, as compared with $1,200,000 worth from there the previous year.

The opening up of Siberia by the Trans-Siberian Railway is giving Russia an outlet on the British markets for her surplus dairy products which will make her a serious competitor with Canada, Australia and other British colonies.

## CHINA AND BRITISH TEAS IN CANADA.

IN their last monthly letter, Meekin & Co., London, England, said: "In China teas a small business took place, but no improvement was shown in prices. There are large increases recorded in the exports from China to all the larger consuming countries, in spite of a continually contracting demand. It will be seen that the stock of China teas in London is again increasing to a material extent. Very heavy shipments have been made to the United States of America from China, and should much of the quantity consist of green teas, it is probable that the recently-opened markets for the greens of India and Ceylon may be found not so satisfactory in point of price as they have been hitherto."

The above remarks in regard to increase in shipments of China teas do not apply to Canada. Instead of increasing they are decreasing, as far as this country is concerned, and that in regard to both greens and blacks. Of course, as far as the former are concerned, the high price and scarcity naturally very materially contributed to the decline in the importation. The following table shows the imports of China black and green teas into Canada, direct and indirect, during the last five fiscal years :

IMPORTS OF CHINA TEA.

| | Black in lb. | Green in lb. |
|---|---|---|
| 1898 | 3,323,335 | 1,343,328 |
| 1899 | 2,723,874 | 1,701,196 |
| 1900 | 2,843,572 | 1,235,197 |
| 1901 | 3,644,450 | 863,406 |
| 1902 | 1,057,221 | 471,786 |

The imports of British-grown tea on the other hand have steadily increased during the period, as the following table shows :

IMPORTS OF INDIAN AND CEYLON TEAS.

| | Black in lb. | Green in lb. |
|---|---|---|
| 1898 | 5,308,995 | 120,132 |
| 1899 | 7,781,436 | 69,917 |
| 1900 | 11,449,197 | 50,389 |
| 1901 | 10,263,237 | 426,212 |
| 1902 | 10,553,467 | 612,477 |

And it is worthy of note that this increase in the importation of British-grown tea is in spite of the fact that the quantity brought in from India has declined, owing, no doubt, to the cessation of the special efforts that were at one time made by the Indian Government to push business on the Canadian and United States markets. Ceylon has persevered, and the increased trade is the fruit thereof.

Although the position of China tea on this and other markets is much inferior to what it was a few years ago, it does not follow that it will also be so. It may possibly be that the increased trade to which McMeekin & Co. refer is the initiation of a more aggressive policy on the part of China. While the signs are by no means yet very apparent, one cannot say what the future may develop. Stranger things than the awakening of China have happened.

British-grown black tea has not only the inside track, but it is quite a distance ahead of its Chinese competitor. It cannot afford, however, to overlook the fact that its somewhat antiquated competitor may yet adopt modern methods and develop considerable speed.

### A LINK IN THE TRADE.

Notwithstanding the prophesies of some wise ones, wholesale houses in all lines of trade will be stronger than they have been in the past.

They form a natural link between the manufacturer and retailer, and are a part of the economic machinery whereby manufactured goods are concentrated for the convenience of all concerned.

### HIGHER PRICES PROBABLE ON PICKLES.

THERE will be a scarcity of pickles, principally of cheaper grades this year, and the prices of the latter will probably be advanced. The crop of cucumbers this season in all parts of Ontario has only been a fraction of what it was last year, and picklemen are now waiting for the season's crop to be gathered in before making a change in prices.

Definite figures regarding the yield of cucumbers this season have not yet come to hand, but a careful estimate places the crop of 1902 up to the present at one-third to two-fifths of that of last year. The condition of the present crop around Owen Sound, Scotland and other cucumber-growing centres of Ontario is about the same, the vines being much injured by the cold and wet weather of which we had so much during the summer, and a large number of the seeds planted in the spring being eaten by bugs. The vines are now in a sickly condition and cannot bear much more this year. Mild weather, though, may continue for some time yet, and this will increase the yield to a considerable extent. Last year the first frost was about September 21. This date is now past, and it is expected that a period of two or three weeks may elapse before the vines are killed by the frost. But the whole of the present crop will be under 50 per cent. of that of last year, no matter how fine the weather turns out. As soon as the crop is all in and the picklemen are able to size up the situation some change is probable in prices.

The extent of the coming appreciation it is difficult to estimate, as the prices of pickles here are controlled by the selling price of the English article, which can be cheaply imported from the Old Country and placed on the Canadian market as a competitor with our own product. The preferential tariff gives the English manufacturer a chance to enter into competition with the Canadian, which he is not slow to take advantage of. The finer grades of English pickles especially have still a hold in the Dominion, and should the prices of the cheaper home-made grades be advanced materially the British goods will gain a foothold in Canada which might be permanent.

The crop of onions is said to be a fair one, and cauliflowers, though doing poorly early in the summer, are now turning out better than expected. Although the prices are still high, they will probably come down to their usual basis before the end of the season.

### ADVANCES IN TOBACCOS.

Several brands of tobaccos have been advanced during the past week. The brands "Lily" and "T. & B.," manufactured by The Geo. E. Tuckett & Son Co., Limited, were raised by 7 and 4c. respectively, the price of the former being now 68c. and of the latter 74c. per lb.

Canadian leaf tobacco has advanced also, the value being now 9 to 9½c.

In Macdonald's tobaccos, there has been 6c. per lb. advance in "Brier," "Victoria," "Index" and "British Consols," and 2c. per lb. advance in "Honeysuckle."

The Empire Tobacco Co. have not advanced their prices.

## HOW TO USE SOFT COAL.

THE question which at present transcends all others in Canada and the United States is the fuel question. Everyone is turning over ways and means in his mind whereby the difficulty which has arisen because of the famine in hard coal may be overcome. Hard coal sufficient for even a fractional part of the requirements is now out of the question. One large user in Toronto this week offered $20 a ton for 100 tons and could not get even one ton.

All are now agreed that the best substitute is bituminous or soft coal. Another difficulty, however, here arises on account of the fact that the use of soft coal demands not only different attention than the hard coal which we have been in the custom of using in our furnaces and stoves, but closer attention. And a good deal of consideration is being given to this particular point.

Among those who have investigated the matter is the editor of Scientific American, and the result is given in part as follows :

"After careful inquiry among the coal dealers and general coal interests, we are satisfied that when the public begins to buy soft coal, as it will have to do before very long, the dealers will be able to supply all that is needed at a cost not to exceed, even in the suburbs, $5 or $6 a ton. We are assured by one of the largest dealers that there is no doubt that, even if the strike should continue for several months longer, it would be possible for householders to obtain an abundance of bituminous coal at the price named and probably for something less. Nor is there any quality in soft coal which renders it unfit for domestic use. Indeed, as a matter of fact, practically no other fuel is used, or has been used, for domestic purposes in Great Britain, and, while the cooking ranges differ somewhat in design from those used in this country for anthracite coal, it will be quite possible for the householder, by using a little judgment, to burn soft coal to advantage in the ordinary American cooking stove. The most important fact to remember is that the great quantities of gas thrown off when soft coal is first ignited render it necessary to supply considerably more air above the bed of fuel than in the case of anthracite coal. Thus, in replenishing the kitchen stove, it will not do to fill the grate entirely full of fresh fuel, since this would result in the rapid lowering of the oven temperature, which would not be restored until the mass had become ignited and the gases had been somewhat burned off. It will be found that the best method is to feed small quantities of fuel to the fire at frequent intervals, keeping the lower drafts closed more than would be in burning anthracite coal, and keeping the upper draft constantly open. For use in the heating furnace, soft coal will be found to give good results when once the proper manipulation of the furnace has been learned. It should be understood at the outset that more constant attention will be necessary, for the reason that soft coal burns more quickly and will not remain incandescent for so long a time as anthracite coal. During the daytime the attendant will have no difficulty in keeping a steady fire if he is careful to feed the furnace frequently ; to keep the bottom drafts but slightly open ; and to give a liberal feed of air through the air inlet in the furnace door. Owing to the rapidity of combustion of bituminous coal it will not be possible to bank up the furnace for the night and leave it with a certainty that there will be a live fire remaining in the morning ; but this difficulty can be overcome if a ton of anthracite is laid in with the winter's supply of soft coal, and the anthracite used only for banking up the fire over night. A ton of anthracite used for this purpose should suffice to tide the household over a period of high prices.

"There is one feature connected with the use of soft coal, however, which, unless it be carefully safeguarded, may introduce an element of danger. We refer to the heavy deposit of soot in the flues which will occur when soft coal is used. This soot, unless it is swept out at stated intervals, will accumulate, and being inflammable would be liable to ignite and produce a fierce fire in the chimney, with a consequent risk to the dwelling. It sometimes happens that the ends of rafters or beams are, by careless or ignorant construction, allowed to project into the chimney flues. These might become ignited and carry fire to the interior of the house. There is further danger that the shower of sparks from a burning chimney would ignite the shingle roof of the suburban cottage. These risks may be obviated by sweeping the chimney, say once in two months. The "chimney sweep" is an important personage in the old countries, and it would be a curious incidental development of the strike if he should make his appearance, even temporarily, in this country."

We would suggest that our readers place the above article up In their stores in a conspicuous place in order that their customers may read it.

## A COMPARISON OF COSTS.

A United States exchange says : "Rather interesting are the figures put forward by Chairman Griggs, of the Democratic Congressional Committee, showing the increase since 1897 in the necessaries of life and the consequent decrease in the purchasing power of a dollar. Mr. Grigg quotes from the report of the Massachusetts Bureau of Statistics of Labor to show that in 1902 a dollar will buy less than in 1897 of the following articles by the following percentage:

| | |
|---|---|
| Common soap | 19¼ |
| Starch | 10⅛ |
| Roasting beef | 16⅔ |
| Soup beef | 17⅔ |
| Rump steak beef | 8 |
| Corned beef | 7 |
| Fore quarter veal | 23⅓ |
| Hind quarter veal | 17 |
| Veal cutlets | 11½ |
| Fore quarter mutton | 32⅓ |
| Leg mutton | 27 4/5 |
| Fresh pork | 28 1/5 |
| Salted pork | 25 2/5 |
| Hams | 3 |
| Shoulders | 11 |
| Sausages | 13½ |
| Lard | 40⅞ |
| Butter | 20 1/8 |
| Cheese | 12½ |
| Milk | 11⅛ |
| Potatoes | 12⅛ |
| Coal | 10 |
| Brown sheeting | 35⅛ |
| Bleached sheeting | 39¾ |
| Ticking | 18½ |
| House rent | 40 |

## PERSONAL MENTION.

Mr. E. M. Johnston, of Johnston, North & Co., canned goods, dried fruits, etc., New York, was in Toronto on Saturday en route home from the Pacific Coast.

Mr. W. L. Hunter, who, during the last few months, has been travelling extensively in the Northwest in the interests of The Eby, Blain Co., Limited, Toronto, has returned to the city.

Mr. Herbert N. Cowan, representing The Cowan Chocolate Co., of Toronto, attended the St. John, N.B., Exhibition with an exhibit of his firm's goods. He reports a successful business in the east.

## INDUSTRIES OF BRITISH COLUMBIA.

The 15th annual report of the Vancouver Board of Trade is to hand. The condition and progress of each of the growing industries of the Province of British Columbia is thoroughly and comprehensively reviewed. As is to be expected, the greater part of the report deals with the rapidly-increasing mining and shipping industries, and the members of the Board of Trade show themselves keenly alive to all the industrial interests of the Province. The report is diversified by magnificent scenes depicting various features of the industrial life of this picturesque Province.

## FOR PARTICULAR GROCERS

**You have no customers too fastidious—too exacting—for**

# "SALADA" Ceylon Tea

**Black or Green**

Generally your chief apprehension is over your customers who are hard to please. You carry nothing in your stock that is judged more severely than tea.

Now step over into a quiet corner and ask yourself this very natural question: "If I sell my customers 'SALADA' what advantage shall I get?"

Let us tell you that no matter where you search, you will never find a tea so high in the esteem of the people as "SALADA" Ceylon Tea.

It is the tea of liberal margin to you.

It is a good-will maker.

It is quality and price your customers will appreciate.

Aren't you about ready to write for samples if you are not handling it now?

**"SALADA," TEA CO., Toronto and Montreal**

Offices at Boston, Buffalo, Pittsburg, Detroit, Philadelphia, Cleveland, New York, Washington, Newfoundland, Toledo, Wheeling, W. Va.

# ROYAL




DRY HOP

# YEAST CAKES




**E. W. GILLETT COMPANY LIMITED**
TORONTO, ONT.

# *LILY WHITE GLOSS STARCH*

In 6-lb. Toy Trunks with real locks and keys.

This beautiful and useful package will be appreciated by every householder.

Try a case or two with your next ten-box order.

**The Brantford Starch Works,**
LIMITED,
**Brantford, Ont.**

# MARKETS AND MARKET NOTES

## ONTARIO MARKETS.

Toronto, September 25, 1902.

### GROCERIES.

IN wholesale groceries this week a fair number of good-sized orders have come forward from various parts of the country where the travellers have been working. The fall trade from this out will be increasing and all lines are becoming active. Macdonald's tobaccos are firm and his "Briar" brand has appreciated 7c. per lb., owing to an advance of about 100 per cent. in the foreign leaf of which this brand is made. Following this, the leaf out of which the "Prince of Wales'" brand is made is also going up, too, and the prospects are for a further advance in this article. Canned goods are featureless, excepting that reports come from France to the effect that the catch of sardines there this season is small and that prices are likely to go up. The coffee market is quiet, with a small amount of business doing in green Rios. All the opening prices of nuts are high this season, and buyers are moving carefully so that not many orders so far have been booked. Tapioca is a little easier and quite a quantity is offering at ¼c. below our former quotations. Trade in syrups and molasses is light as yet, and in spices the demand is still for the pickling grades. Heavy buying continues on the local sugar market and the prices are firm in sympathy with the strong markets abroad. Teas are quiet and unchanged, and in dried fruits first shipments of Valencia raisins came to hand last week, but were cleaned out almost as soon as they arrived. Californian dried fruits are, in some lines, beginning to come forward.

#### CANNED GOODS.

Trade in vegetables is quiet and the prices are firm and unchanged with no prospects of there being a weakening in them before next season at least. No tomatoes for future delivery are offering, and it is difficult to foreshadow what the opening prices will be. We quote: Peas, 82½c. up; corn, 82½c. up and tomatoes, $1.15 up. Buyers are now convinced of the fact that there is a shortage in this year's salmon pack, and so are actively inquiring for quotations, and a good many orders are being taken by local wholesalers. Sardines are in good demand and the prices are firm in sympathy with reported higher French markets, where the catch this year is said to be smaller than usual. Trade in other lines of fish and meats is fair and the prices are unchanged. We now quote: Salmon, Fraser River sockeye, $1.50 to $1.52½; Horseshoe, $1.50 to $1.52½ and Northern, $1.40 to $1.45.

#### COFFEES.

Trade in coffees on the local market is at present principally confined to green Rios. The outside markets have a tendency to sag, owing to the increasing pressure from Brazil to sell and the indifferent demand. Quotations are as follows: Green Rio, No. 7, 7¾c.; No. 6, 8c.; No. 5, 8¼c.; No. 4, 9c.; No. 3, 10 to 12c. per lb.

#### NUTS.

Buyers of nuts on the local market are holding back by reason of the high opening prices of nuts this year, and very few orders have been booked so far. This season's bag walnuts will be 2c. to 3c. higher than last year's, if not more. On the outside markets all kinds of nuts are firmly held and an active interest is reported in walnuts and almonds.

#### RICE AND TAPIOCA.

A fair demand continues for rice at unchanged prices. Tapioca is weaker, with liberal offerings and the prices have sagged ¼c. Southern advices report fairly active and firm markets for rice. Tapioca is quiet and steady abroad. We quote: B rice, 3½c.; Japan, 5½ to 6c.; sago, 3¾ to 4c.; tapioca, 3¼ to 3¾c.

**See pages 39 and 40 for Toronto, Montreal, St. John and Halifax prices current.**

#### SYRUPS AND MOLASSES.

Little interest is yet being shown in syrups or molasses beyond some call for the former for the lumber camps. Prices of syrups are steady outside and molasses are held at full market prices, blackstrap being unchanged.

#### SPICES.

The business doing in spices is principally in pickling grades, which are moderately active. Nothing new is reported from the East on pepper and there was an absence of offers for forward shipment. Nutmegs were firmer on the New York market.

#### SUGAR.

The local demand for sugars continues heavy and the market is firm in sympathy with strong markets outside. Advices by cable from Europe report the beet crops in Germany and Austria slightly damaged in some sections by frost, and that the yield there this year will not be so large as expected. This, if fully confirmed, will have the effect of imparting a firm tone to the markets elsewhere, and probably cause an advance. The London, England, cables report a firm and unchanged market for beet sugar. The stocks of sugar in the United States and Cuba last week were 331,081 tons against 341,274 tons the week before and 273,311 tons last year, an increase of 57,770 tons over last year. The offerings of raws on the market of the United States are much reduced in quantity and the tone and tendency favors the sellers. But the cane crop of Louisiana and the large crop of beet production coming in shortly will much reduce the requirements from the Atlantic coast and stand in the way of improvements in prices in the United States. A heavy demand for refined is reported in the United States, which is quite beyond the abilities of refiners to supply for a while at least.

#### TEAS.

As far as Japan teas are concerned all desirable grades are up 1c. per lb., leaving nothing really saleable under 19½ to 20½c. per lb. on the local market. Some teas are offered at 18c., but their style and quality is undesirable. Indian teas of good merchantable value are offering at 11½ to 12½c., and flavored teas at 16 to 18c. Fine orange pekoes are scarce at 17½ to 25c. per lb. Ceylon greens are also hard to get and some of Japan make are attracting attention. Latest advices by letter from Japan, bearing the date of September 3, report that prices, which at one time showed an advance of 2 yen per picul, have of late somewhat weakened. The quotations are from 9 to 10 yen higher than those ruling at the corresponding period last year. A marked decrease in the production of the third crop is reported. Advices from London, England, stated that good Indian liquoring teas commanded chief attention and sold well, while medium and common teas were less inquired for, selling with a weaker tendency. Bidding in the Ceylon teas which were brought forward showed less animation, the competition not being so well distributed as during the last few weeks. Common and medium grades showed a weaker market, but the better class of teas about maintained previous values.

### FOREIGN DRIED FRUITS.

CURRANTS.—The demand for these on the local market is steady. The second shipment of currants left Patras this week for Canada by the ss. Bellona. The market in Greece is reported a little firmer. We quote: Filiatras, 5¾ to 6c. and Patras, 6¼ to 7c. per lb.

VALENCIA RAISINS.—The first shipment of new-crop Valencia raisins was received on the local market at the end of last week. This is about a week earlier than the first arrivals last year. These were rapidly cleaned out at 8½ to 9c. per lb. for selects.

DATES.—Little demand is as yet reported for these and the opening prices of the new crop, as far as can be ascertained, have not been made yet. We quote: Dates, in bulk, 4½c. and in packages, 6¼ to 6½c. per lb.

PRUNES.—Lack of interest in prunes is reported as being shown on the local market. The sizes of Californian prunes are going to run small this year, it is said, and large will be scarce. We quote as follows: Californian prunes, 100-110's, 5c.; 90-100's, 5½ to 6¼c.; 80-90's, 6½ to 7c.; 70-80's, 6¾ to 7¼c.; 60 70's, 7½ to 8c.; 50-60's, 8 to 8½c.; 40-50's, 8¾ to 10c.

CALIFORNIAN RAISINS.—The first quotations this season of Californian loose muscatels have come forward. They are 1c. lower for Canada than for the United States. We quote as follows: 5c. for 4-crown, Griffin & Skelley brand; 4½c. for 3-crown and 4c. for 2-crown, f.o.b. Fresno, in 50-lb. boxes.

CALIFORNIAN EVAPORATED FRUITS —Coast advices still report a strong feeling among producers and holders of apricots and peaches. Our quotations are as follows: 11 to 14c. for peaches and 9 to 13c. per lb. for apricots. Santa Clara apricots are quoted f.o.b. the Coast at 7c. in 50-lb. boxes and 7½c. in 25-lb. boxes in carload lots.

### GREEN FRUITS.

The arrivals of peaches this week have been large and the prices are low, lower, in fact, than they have been for years. They are hard to move, and a good deal of inferior quality are offering. Plums are plentiful, but the demand for them is slow. Apples can be had in abundance and are bringing better prices than they did a week ago. A fair inquiry continues for watermelons. Lemons are very weak, and some limes that are offering are finding no sales. Ripe peppers are scarce and are bringing 75c. to $1 per basket; greens are not wanted. We quote as follows: Tomatoes, 20 to 30c. per basket; peaches, Crawfords, 30 to 50c. and ordinary, 15 to 30c.; pears, 20 to 30c. per basket for Bartletts and 15 to 25c. for ordinary; grapes, 20 to 30c. for small baskets and 30 to 45c. for large; plums, 35 to 50c. per basket; apples, 15 to 25c. per basket and $1 to $1.50 per barrel; crabapples, 25c. per basket; vegetable marrow, 40c. per basket; watermelons, 15 to 20c. each by the 100; lemons, $1 upwards per box; onions, ordinary, 75c.; Spanish, 90c. per case; peppers, green, 15 to 30c. per basket; ripe, 75c. to $1; oranges, Jamaica, $3.50 per box and $6.75 per barrel; Jersey sweet potatoes, $3.50 per barrel; cocoanuts, $3.50 per sack.

### VEGETABLES.

A fair demand is reported for most lines of vegetables. Lettuce is scarce and has advanced 10c. per dozen. Potatoes are very high, the prices during the last week going as high as $1.20 per bag, but owing to freer receipts this week they have gone down some. Our quotations are as follows: Green onions, 8c. to 30c. per doz.; lettuce, 30 to 40c. per doz.; radishes, 20 to 25c.; mint and parsley, 20 to 25c.; turnips, 30c. per dozen; cauliflower, 50c. to $1.50 per dozen; cabbage, 30 to 50c. per dozen and $1 per barrel; carrots, 15c. to 20c. per dozen; beets, 15c. per basket; new potatoes, 85 to 95c. per bag; beans, 20c. per basket; celery, 50 to 75c. per dozen; vegetable marrow, 75c. per doz.; corn, 8 to 15c. per doz.; squashes, $1 to $1.50 per doz.; egg plant, 75c. to $1 per basket; pickling onions, 75c. per basket; ditto cucumbers, 75c. to $1 per basket.

### COUNTRY PRODUCE.

EGGS.—The receipts of eggs have fallen off a little and the market for good, fresh stock is 1c. firmer than last week. It is interesting to note that the United Kingdom, according to official figures furnished by U. S. Consul Hitchcock, imported eggs to the value of $26,000,000 during the year ending last August. Of these, $5,750,000 worth came from Russia. From the same source, the year before, the imports of eggs reached a value of $1,200,000, showing that since the opening of the Trans-Siberian Railway Russia is gaining a big hold on the English market. We quote: Selects, 16 to 17c.; ordinary, store-collected, 15 to 16c.; seconds and checks, 11 to 12c.

BEANS.—Very few of these are offering. We quote $1.40 to $1.50 for primes and $1.30 for handpicked.

HONEY.—There are more liberal offerings of honey at outside points than was anticipated some time ago. Buyers are paying 8 to 8½c. outside for large quantities and 9 to 9½c. for small lots. Combs are quoted at $1.40 upwards per dozen.

POTATOES.—The offerings of these are freer this week. We quote 75c. per bag on track in carlots.

### BUTTER AND CHEESE.

BUTTER.—The price of butter on the local market is steady and unchanged. The offerings of low grades, store packed, at outside points are still large, but there are no buyers. Creamery is firmer here owing to cable reports of a firmer market in Great Britain for finer grades of butter due to buyers there speculating on a short make of Australian butter owing to a drought there. Quotations are as follows: Choice 1-lb. rolls, 15 to 16c.; dairy tubs, best quality, 15c.; store packed, uniform color, 13 to 13½c. and low grades, 12 to 12½c.; creamery prints, 19 to 20c. and solids, 18½ to 19c. per lb.

CHEESE.—Reflecting the firm tone of the English market the prices of cheese here are higher this week, and as high as 10¼c. is wanted f.o.b. Ingersoll. In the Old Country the demand is still large, the high prices of meat forcing the people to turn to other things for their food, thus increasing the consumption of cheese. Quotations in Toronto are as follows: Cheese, 10½ to 10¾c. per lb.

### POULTRY AND GAME.

POULTRY.—There is a good demand for chickens, but the warm weather is keeping back deliveries of all kinds of poultry. We quote: Chickens, dressed, 65 to 85c. per pair; live chickens, 50 to 60c.; ducks, 70 to 85c.; live ducks, 50 to 65c.; young turkeys, 11 to 13c.

GAME.—The warm weather is having a quieting effect on the game market and there are no receipts worth noting. Prices are nominal. We quote: Teal, 20 to 25c. per pair; pin tails, 40 to 45c. and black duck, 70 to 75c.

### FISH.

Stocks of fish are arriving with more freedom. The fall fishing season will soon commence and then trade will be quite brisk. A slight improvement is noted in the demand for oysters, but business in them will not be of much account until the cold weather sets in, and our quotations are as follows: Fresh fish—Lake Erie herring, 4 to 5c.; perch, 4 to 5c.; trout, 8½ to 9c.; pike, 6c.; British Columbian salmon, 20c.; whitefish, 8½ to 9c.; blue fish, 15c. per lb.; mackerel, 15 to 20c.; rock bass, 4c.; speckled trout, 25 to 30c.; halibut, 15c.; Niagara whitefish, 9c. per lb.; blue pike, 4c. per lb.; live lobsters, 25c. per lb.; oysters, $1.35 per gallon; smoked ciscoes, $1.25 per basket.

### GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.—In sympathy with the corner in Chicago, where wheat rose 10c. per bushel, there has been a slight advance in the wheat market. New oats have declined a little, while old oats have ceased to be offered. In barley, there is an advance. We quote: Red Ontario wheat, 69c.; white wheat, 69c.; goose wheat, 64 to 65c.; rye, 49½c.; barley, 41 to 42c. and oats, 33 to 34c.

FLOUR.—This market continues brisk. Prices are steady and unchanged. We now quote: Ontario patents, in bags, $3.60 to $3.70; Hungarian patents, $4.05 to $4.15; Manitoba bakers', $3.80 to $3.85; straight roller, $3.30 to $3.40 per bbl.

BREAKFAST FOODS.—Oatmeal and rolled oats are still in good demand. Rolled wheat has declined 20c. per cwt. We quote: Oatmeal, standard and granulated, in carlots on track here, $5.20; standard rolled oats in carlots on track here, $4.90 per bbl.; in wood, 10c. extra; broken lots are 20c. per bbl. extra; rolled wheat, $2.30 in 100-lb. bbl.; cornmeal, $4; split peas, $4.75; pot barley, $4.25 in 196-lb. bbls.

### HIDES, SKINS AND WOOL.

HIDES.—Buying in hides continues fair. In green hides there is an advance of ½c. With this exception quotations are the same as last week. We quote: No. 1 green, 8½c. No. 2 green, 7½c. No. 1 green, steers, 9c.; No. 2 green, steers, 8c.; cured, 8½ to 9c. per lb.

SKINS.—Prices are steady and the demand is fair. We quote as follows: Veal skins, 6 to 14 lb. inclusive, No. 1, 10c.; No. 2, 8c.; do., 15 to 20 lb. inclusive, No. 1, 9c.; No. 2, 7c.; deacons (dairies), 60 to 70c. each; shearlings, and lambskins, 50c.

WOOL.—Wool continues quiet at the same quotations. We quote: Fleece wool, 13½c. and unwashed, 7½c.

TALLOW.—Prices are still weak at 6¾c. to 7c. per lb.

### SEEDS.

There is still little moving in the seed market save alsike, and this, owing to the bad weather during the alsike harvest, is frequently inferior in quality. The movement is chiefly confined to outside points. Timothy is also on the market in small quantities. We quote as follows: Alsike, $6 to $6.25 per bushel; timothy, $1.50 to $1.75 per bushel. The prices are higher for extra fine grade seed.

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### MARKET NOTES.

Eggs are 1c. higher on the local market.

Tapioca is ¼c. per lb. weaker in some cases.

Macdonald's "Prince of Wales" tobacco has advanced 1c. and "Briar," 7c. per lb.

Creamery butter in solids has advanced ½c. per lb. on the strength of a stronger English market.


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## QUEBEC MARKETS.

Montreal, September 25, 1902.

### GROCERIES.

A FEATURE of the market this week has been the advance in tobaccos of several brands. A few evaporated apples have appeared on the market, and are quoted at 7¼c. per lb. New Californian apricots and peaches are also offered. Apricots are being quoted from 10¼ to 10¾c. and the peaches from 9¼ to 9¾c., according to brands. These are loose, in 50-lb. boxes. Canary seed is considerably higher, now selling at 3¾ to 4½c. per lb. Hempseed sells at 3¾ to 4½c. Pearl brown sago has sustained a material advance. Based on the laid down cost the present import value of pearl brown sago here would be 4¼ to 4½c. High prices are also quoted for small cheese, which is now sold at 11½ to 12c., with a higher tendency.

#### SUGAR.

Granulated sugar is still quoted at $3.65 and yellows at $3.00 to $3.55. A good demand continues at these figures, stimulated somewhat last week by the advance in New York, which many buyers thought would be followed by higher prices on the local market. The active market is likely to continue throughout this month and part of October, as the crop of fruits is large and fruit-preserving operations will be on a large scale. In New York the market for raw sugar has been active and firm.

#### TEAS.

Whatever the future may bring forth it is apparent that holders of Japan teas are at present very firm in their views, and are not in the least inclined to shade prices. Indeed, a recent report states that about the lowest at which even the poorest grade of Japans can be secured is 17½c. Almost no consignments are coming to Canada. Trade is not particularly active, but a continual improvement in the demand indicates that many buyers are of the impression that they can secure as good prices now as later. Any good Ceylon teas are firm and inclined to higher prices. Indian black tea is also firmer and a little higher in price.

#### SYRUPS AND MOLASSES.

Business in Barbados molasses is reported a little better this week by jobbers, but there is still only a comparatively light movement. Owing to the extremely low price, however, Barbados molasses is taken in place of other molasses and syrups. As a consequence there is almost nothing doing in other lines. We quote: Barbados molasses, 23 to 24c.; Antigua, 24c.; Porto Rico, 38c. Corn syrups are very quiet, owing to the demand, such as it is, being almost wholly on Barbados molasses. It is said that only one barrel is sold this year against 20 barrels last year. We quote as follows: 3½c. in bbls.; 3⅝c. in ½ bbls.; 3¾c. in ¼ bbls.; $1.60 in 38-lb. and $1.20 in 25-lb. pails.

#### RICE AND TAPIOCA.

Nothing of importance has occurred on this market and a good steady demand continues at unchanged prices. We now quote: B rice, in bags, $3.02½; in ½ bags, $3.07½; in ¼ bags, $3.12½; in pockets, $3.17½. In 10-bag lots an allowance of 10c. is made. CC rice, $2.92½ in bags;

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$2.97½ in ½ bags; $3.02½ in ¼ bags and $3.07½ in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4 to 5c. per lb. and tapioca, 3⅛c.

### SPICES.

Peppers are reported nearly 1c. higher on the primary market, and locally the prices are very firm, though no advance has occurred. Other spices are moving well and the market is active and steady. Quotations are as follows: Nutmegs, 35 to 55c. per lb., as to size; penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 22c., according to grade; white, 25 to 27c.; ginger, whole Cochin, 15 to 17c.; Japan, 13 to 14c.; Jamaica, 16 to 20c.; Afghan, 12 to 13c.; ground, Japan, 15c.; Cochin, 16 to 17c.; Jamaica, 20 to 22c.; and Afghan, 13 to 14c.

### CANNED GOODS.

Some new-crop tomatoes have now been put on the market and are quoted at from $1.12½ up. Old crop are practically out of the market. Canned salmon also commenced to arrive last week, and the jobbers are now busy delivering the goods to customers who had bought to arrive. We quote: Tomatoes, $1.12½; corn, 82½ to 85c.; peas, 82½c. to $1.20; string beans, 82½c. to 85c.; strawberries, $1.45 to $1.60; blueberries, 87½ to 90c.; raspberries, $1.45 to $1.60; gooseberries, $1.45 to $1.60; pears, 2's, $1.60 to $1.70; 3's, $2.10 to $2.15; peaches, 2's, $1.65 to $1.70; 3's, $2.50 to $2.75; 3-lb. apples, 85 to 90c.; gallon apples, $2.10 to $2.20; 2-lb. sliced pineapples, $2.20 to $2.30; grated pineapples, $2.50; pumpkins, 95c. to $1; spinach, $1.50; sugar beets, 95c. to $1.00; salmon, pink, 92 to 95c.; spring, $1.25; Rivers Inlet red sockeye, $1.30; Fraser River red sockeye, $1.40.

### FOREIGN DRIED FRUITS.

CURRANTS.—The market in Greece weakened somewhat and prices are cabled 6d. lower for choice fruit, fine Filiatras being quoted at 11s. 6d.; Vostizzas, 18s. 6d. and Patras, 14s. 6d. Locally, there is a fair demand, and our quotations are as follows: Fine Filiatras, 5⅛ to 5½c. in ½ cases; cleaned, 5⅝ to 5¾c.; in 1-lb. cartons, 6½ to 7c.; finest Vostizzas, 6¼ to 7c.

VALENCIA RAISINS.—The primary market is firm and with very small supplies. The first direct steamer, the Escalona, is now on her way with 60,000 boxes of fruit. An early shipment of Valencia raisins was received by Montreal firms on September 10. These are quoted at 7⅞c. and over. To arrive, fine offstalk are offered at 6½ to 7c.; selected, 7 to 7½c. and layers, 7½c.

SULTANA RAISINS.—A cable from Smyrna reports the market stronger and an advance of 1s. 6d. per cwt. has occurred, owing to heavy buying from England. Locally, Sultanas are quoted at 9½c. per lb.

CANDIED PEELS.—These are moving along as usual at unchanged prices. We quote: Citron peel, 15c.; orange, 11½c. and lemon, 10½c. per lb.

MALAGA RAISINS.—There is nothing new to report in this market this week. Our quotations are as follows: London layers, $1.50 to $1.60; "Connoisseur Clusters," $2.15 to $2.25; ½'s, 65 to 70c.; "Royal Buckingham Clusters," $3.30 to $3.35; ¼'s, $1.05 to $1.10; "Excelsior Windsor Clusters," $4.50 to $4.60; ¼'s, $1.30 to $1.40.

FIGS.—Advices from Smyrna have withdrawn offerings of all descriptions on the new-crop figs. Even at very high prices it is difficult to procure any goods. A report says that notwithstanding that the crop is being housed early, only 10,803 camel loads of four cwt. each had reached the bazars on the 6th inst., as against 31,828 cases for the same date last year.

CALIFORNIAN RAISINS.—Some new crop loose muscatels are being offered to arrive. On the local market there is a fair demand for seeded raisins at 9¾ to 10½c. per lb.

PRUNES.—Nothing new is reported in regard to prunes. The demand keeps up and quotations are unchanged as follows. We quote: 8½c. for 40-50's; 8c. for 50-60's; 7¾c. for 60-70's; 7½c. for 70-80's; 6¾c. for 80-90's; 6½c. for 90-100's.

### NUTS.

This market continues to advance. Further damage to the crop of Grenoble walnuts has left the visible supply very small. On the local market spot Grenoble walnuts are 1c. higher. The new crop of Jordan shelled almonds has advanced on the primary market, owing to speculation. Spot filberts are higher on the local market and also Tarragona almonds. Pecans have advanced 2c. We quote: Walnuts, 11c.; Tarragona almonds, 12 to 13c.; shelled walnuts, 17½ to 18½c.; shelled almonds, 27 to 28c.; filberts, 9½c.; Pecans, 17 to 17½c.; Brazil nuts, 13 to 14c. per lb.

### GREEN FRUITS.

New sweet potatoes have arrived on the market and are selling fairly well at $3.25. Watermelons have disappeared from the market. Messina lemons are 50c. per box higher, while Spanish onions are 25 to 35c. per crate lower. Business is moderately active. We quote: Jamaica oranges, in bbls, $6 to $6.50, boxes, $4.00; Messina lemons, $4.00 per box; pineapples, 13 to 20c.; cocoanuts, $3.25 per bag of 100; bananas, No. 1, $1.25 to $2 and eight-hands, $1 to $1.50; cucumbers, 11c. per doz.; Canadian cabbage, 25 to 40c. per doz.; potatoes, $1.15 to $1.30 per barrel; muskmelons, $3.50 per crate; blackberries, 5 to 7c. per box; peaches, $1.25 per box; plums, $1.25 to $1.75 per box; pears, $2.50 to $2.75 per box; limes, $1.50 per box; Canadian peaches, 35 to 65c. per basket; plums, 40c. per basket; blueberries, $1.50 per box; Canadian apples, in bbls., $1 to $1.50, in baskets, 20 to 30c.; egg plant, 50c. per basket; Canadian basket tomatoes, 30 to 40c. per basket; Canadian pears, 40c. per basket; Spanish onions, 65 to 75c. per crate and $2.50 per case; sweet potatoes, $3.25 per barrel.

### FISH.

The market continues fairly active for the season. No quotable changes are reported this week. In halibut, a fairly good trade is doing, and the movement in oysters is also satisfactory. We quote: Haddies, 7c. to 7½c.; smoked herring, 9c. per box; fresh haddock and cod, 4½c. per lb.; whitefish, 7½ to 8c.; dore, 7½c. to 8c. per lb.; pike, 6c.; halibut, 13c.; salmon, 15c.; trout, large and medium, 8 to 9c.; No. 1 herring, Nova Scotian, $4.75 to $5.25 per bbl. and $2.50 per ½ bbl.; No. 1 Holland herring, $6.50 per ½ bbl.; No. 1 Scotch herring, $6.50 per ½ bbl., and 95c. per keg; Holland herring, 75c. to 85c. per keg; No. 1 green codfish, $5 per bbl.; mackerel, $12.50 per bbl.; boneless cod, 1 and 2-lb. blocks, 6c. per lb.; loose, boneless cod, 5c. per lb. in 40-lb. boxes; dried codfish, $5.00 per 100-lb. bundle; No. 1 Labrador salmon, $17.50 in tierces, and in barrels, $12.50; No. 1 British-Columbian salmon, $6.25 per ½ bbl., and $12 per bbl.; standard bulk oysters, $1.30 per gallon; Marshall's kippered herring, $1.45 per doz.; Canadian kippered, $1 per doz.; Canadian ¼ sardines, $4.00 per 100; canned Cove oysters, No. 1 size, $1.30 per doz.; canned Cove oysters, No. 2 size, $2.20 per doz.

### BUTTER AND CHEESE.

BUTTER.—All grades of creamery butter are quoted higher this week, and under the new prices an active market prevails. Business, both for local and export account, is brisk. The advance has been partly in sympathy with the higher price of Danish butter on the English market. The best butter of the season is now being placed on the market and there may be a feeling that this deserves better prices. We quote: Saltless creamery, 21½c.; finest Townships do, 20¾ to 21c.; finest Quebec do, 20¼ to 20¾c.; finest Ontario do, 19c.; dairy, 15½ to 16c. per lb.

CHEESE.—Higher prices are quoted for cheese, although there is but little business doing. Buyers in England are not anxious to take goods at the figures quoted at present, and in consequence export business is almost nil. There is considerable speculation on the market, and the feeling prevails with many dealers that it is topheavy and a drop may occur soon. It is difficult, however, to look forward in this market and it may be possible to maintain the present prices for some time. It is not easy to see the reason for the present high prices, the past season having been a record one for pastures and the make of cheese being correspondingly large. Of course, the export demand has been unusually heavy, and the consumption, influenced to some extent by the high prices in other provisions, has also been large. But prices are now sufficiently high to warn dealers to go carefully. We quote this week as follows: Finest Townships, white and colored, 10⅜ to 10½c.; finest Quebec, 10½c. to 10¼c.; finest Ontario, 10½c. to 10⅜c. per lb.

### COUNTRY PRODUCE.

EGGS.—There is no change in the price of eggs. A fair trade is doing and the market is firm. Not much business is doing in fresh stock for export owing to the high prices ruling here. We quote as follows: Selected, 18½c. to 19c.; candled stock, 16½ to 17c.; straight receipts, 15½ to 16c.; No. 2, 13½ to 14c. in round lots.

BEANS.—Business is fairly good in a jobbing way. The prices are unchanged at $1.40 to $1.45 for primes.

HONEY.—There is some demand for honey, but the market is not specially active. White clover comb is worth 11c. and white strained, 8c. Buckwheat honey is as yet offered to a very limited extent.

ASHES.—A material advance took place in potash last week and the new prices are still maintained, although the feeling is now somewhat easier and a decline may shortly be in order. We quote as follows: First pots, $4.35 to $4.40; seconds, $3.60 and pearls, $6.25 per 100 lb.

POTATOES.—The market is somewhat higher this week, sales having been made




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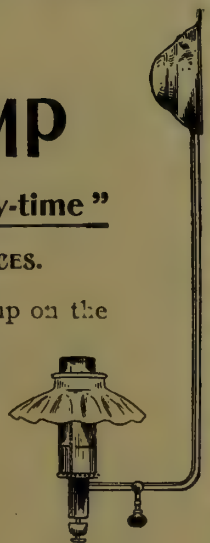
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MAPLE PRODUCTS.—Trade continues very quiet and no quotable changes are reported. Prices are almost nominal, as follows: Syrup, in large tins, 70 to 80c.; small tins, 50 to 60c.; in wood, 5 to 5½c. per lb. Sugar, 7 to 8c. per lb.

### FLOUR AND GRAIN.

FLOUR.—There has been some improvement in the demand for export, and good sales are reported of Manitoba flours to ports in Great Britain and to South Africa. No change in prices have taken place, but the market is in a much healthier condition and prices are becoming firmer. We quote as follows: Manitoba spring wheat patents, $4 to $4.25; strong bakers', $3.30 to $3.45; straight rollers, $3.50 to $3.65; winter wheat patents, $3.75 to $4.

GRAIN.—The demand both from local and foreign buyers is still light and the market is quiet, though steady. Manitoba wheat is higher by 1½c. and buckwheat is considerably lower. In the latter and barley, prices are little better than nominal. Other lines show no quotable change, but the feeling is easy. We quote: No. 1 Manitoba hard wheat, 71½c.; rye, 56c.; peas, 79½c.; corn, 71c.; buckwheat, 58c.; barley, 47½ to 48c. and oats, 34c.

FEED.—Ontario bran has declined 50c. There is a fairly good demand and the market is moderately active. Other lines have been steady. Our quotations are as follows: Manitoba bran, $16 to $16.50; Ontario bran, $14.50 to $15; Manitoba shorts, $23 and Ontario shorts, $22; mouillie, $23 to $30, as to quality.

OATMEAL.—The market for rolled oats is not particularly active this week. The feeling has become a little steadier. We quote: Rolled oats, in barrels, $4.90 and in bags, $2.42½.

BALED HAY.—In old hay there has been a decline of 50c., except in clover, which is steady at our last quotations. Trade is fair. No change in the price of new-crop hay is reported, and it is selling at $7 to $7.50 per ton. We quote the old crop as follows: No. 1, $9; No. 2, $7.50 to $8; clover, $7 to $7.50 per ton in carlots.

### MONTREAL NOTES.

Messina lemons are 50c. per box higher.

Grenoble walnuts are 1c. higher; filberts, ½c. higher.

Small cheese has advanced and is now quoted at 11½ to 12c. per lb.

## NEW BRUNSWICK MARKETS.

St. John, N.B., September 23, 1902.

THE volume of wholesale trade is generally satisfactory, without anything to give it more than an ordinary seasonable stimulus. The lumbermen are beginning to pick up supplies, which, on the average will probably cost them the same as last year. It is estimated that the log cut will not be above last year's average. That is the feeling at present. The present year is closing up very satisfactorily for the lumber dealers, but some of them are a bit conservative with regard to next year. Among features of the week are to be noted the advance in canned goods, and also in tobaccos. Another lot of fruit direct from Jamaica has affected local prices a little. Ontario fruit is plentiful and Nova Scotian plums are on the market. The supply of fresh fish has increased a little, after a summer of short supply. Butter is easy but cheese is firmer than a week ago. The pack of canned vegetables in this Province is extremely short.

OILS.—The general market conditions remain unchanged. Prices are steady for both burning and lubricating oils, and there is an excellent demand, especially for the former.

CANNED GOODS.—The prices of corn, peas, tomatoes, and wax beans have been advanced 2½c. in sympathy with the action of the Canners' Association. The pack of corn, peas, tomatoes and blueberries in this Province has been very short this year, and not sufficient to fill all orders booked. Salmon continues very firm. In other lines there is nothing new.

SALT.—A cargo has been received since our last report, and, as was stated a week ago, another large one is about due. The one just received is the largest that ever came to this port. There is a good demand, practically all being sold to arrive. Our quotations are as follows: Liverpool coarse, 55 to 60c.; English factory-filled, 95c. to $1; Canadian fine, $1 per bag; cheese and butter salt, bulk, $2.40 per bbl.; 5-lb. bags, $2.75 to $2.85 per bbl.; 10-lb. bags, $2.60 to $2.65 per bbl.; 20-lb. wood boxes, 22-23c. each; 10-lb. wood boxes, 14c. each; cartons, $2 per case of two dozen; English bottled salt, $1.25 to $1.30 per doz.; mineral rock salt, 60c. per 100 lb. (Selected lumps.)

GREEN FRUITS.—The heavy season for the banana trade is about over, and the stocks will be of smaller size and quality. Ontario fruit is now arriving by the carload, with a good demand. Valencia oranges are said to be a light crop on account of cold rains. There is a good supply of Jamaica oranges here now. Lemons continue weak. The Nova Scotian apple crop is unquestionably short this year.

DRIED FRUITS.—The spot market is nearly bare of old raisins, which are very firmly held. The currant market remains easy. Evaporated apples are selling at 8 to 8½c. per lb. Stocks of old figs, dates, etc., are very small, and new stock is not yet due. Spanish onions sell at $3.25 to $3.50 per case.

DAIRY PRODUCE.—Butter is easy at 16 to 18c. for dairy tubs. One lot of factory butter sent from Sussex to Bermuda has brought a repeat order. Cheese is firm and a little higher at 10¾ to 11c. Eggs are steady, with case stock at 16 to 18c. and strictly fresh, 20c.

SUGAR.—The market conditions are unchanged. Prices are firm and the demand is active, with dealers well supplied.

MOLASSES.—The usual fall demand is now active, and as stocks are not too large the market remains firm with a possible upward tendency for choice quality of pure goods.

FISH.—While halibut and mackerel are scarce, there is a better supply of cod and haddock. New smoked herrings will soon be on the market and will probably sell out of store at 9 to 10c. per box. Dry fish is steady and pickled herring a little easier than a week ago. A few fine fall shad have been taken in the harbor this week, and quotations are as follows: Haddies, 4½ to 5c.; smoked herring, 6½ to 7c.; fresh haddock and cod, 2 to 2½c.; boneless fish, 4 to 5c.; pollock, $1.65 to $1.70 per 100 lb.; pickled herring, $2 to $2.35 per half barrel; dry cod, $3.40 to $3.55; halibut, 11 to 12c.; pickled shad, half barrel, $6.

FLOUR, FEED AND MEAL.—Flour is steady. New oats are offered much lower than old, and oatmeal is affected by the nearness of lower-priced new stock. Beans are a little lower. Hay is practically unsaleable except in a peddling way. Middlings are unchanged, but expected to tend lower. We quote: Manitoba flour, $4.60 to $4.70; best Ontario, $4.15 to $4.20; medium, $3.95 to $4.10; oatmeal, easy at $5.40 to $5.50; cornmeal, $3.20 to $3.25; middlings, small lots, $26 to $28; oats, new, 42 to 54c.; handpicked beans, $1.65 to $1.70; prime, $1.55 to $1.60; yellow eye beans, $2.80 to $3.00; split peas, $5.15 to $5.25; barley, $4.40 to $4.50; hay, new, $9 to $10.

## MANITOBA MARKETS.

Winnipeg, September 22, 1902.

THE week has been marked by high winds, unsuitable to threshing, and on Friday night there was a general and very heavy rain. This has again delayed threshing somewhat, but it is not thought that any damage will result to the grade as the wheat is now quite hard. The small movement of wheat has curtailed the circulation of money to some extent, although the banks are all prepared for the wheat rush when it comes. There are not many changes this week, but the few that have taken place are important. The most important is that of the advance on all Tuckett and Macdonald tobaccos on this market, making the prices of "T. & B," 75c.; "Lilly," 69c.; "Crescent," 64c.; "Briar," 70c.

CANNED GOODS.—The situation has again changed for the worse as far as tomatoes are concerned, the result of the packers' meeting being a further advance of 2½c. per dozen at the factories. The price here for last year's stock has not changed, but the tone of the market is increasingly firm. Every advance on the tomato market adds to the firmness of corn and peas. Sugars are unchanged at the prices quoted for so many weeks. A very active demand is reported.

COFFEE.—Rios are firmer and show a slight advance, being quoted at 9½c. to 9¾c. per lb.

DAIRY PRODUCE.—Beyond the decreasing of supplies there is nothing new to note. The rush of threshing and other fall operations has made many farmers stop sending to the creameries. The amount of creamery on hand is small and the price has advanced from 17 to 17½c. to 18c. factories. So far as dairy butter is concerned, very little, indeed, is coming in. There is an active demand, and prices are higher. Dealers are willing to pay from 13 to 14c. for the best grades.

CHEESE.—The offerings have not improved and the season for making is now practically over. We quote 10 to 10½c. Winnipeg.

EGGS.—The scarcity has again advanced the price, and 16½c. Winnipeg is now quoted.

GREEN FRUITS.—The first car of Concord grapes is due to arrive Monday. The price will be 50c. per basket. Fall apples are arriving freely. Cranberries are in and quoted at $9 per barrel. Pears, plums and peaches are without change, and the season is rapidly drawing to a close.



# One minute of your time, please, Mr. Advertiser!

We are now hard at work on the press work of

## The Special Fall Number

Which will be issued to the trade October 31st.

As most of our press work must be done by October 17th, we would ask regular advertisers and any who wish to use space in the Fall Number to give us instructions for their advertisement as far in advance of that date as possible. Address

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**Coffees** **Spices**

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**S. H. EWING & SONS** **96 King St., MONTREAL.**

Telephone Bell Main 65
" Merchants 522.

Telephone orders receive prompt attention.

## NOVA SCOTIA MARKETS.

Halifax, September 22, 1902.

NOTWITHSTANDING the excitement over the Provincial Exhibition — a time when both employers and clerks feel they wish to have some off-time to see the "speed competitions"—regular old-fashioned horse races under a new name—and the various other attractions that go to make up an exhibition, there was considerable volume of business done in the grocery trade. The exports to the West Indies were particularly heavy, the greater part of which comes under this line of business.

* * *

The flour market is comparatively dull just now and the same may be said of the various feeds. Prices in both are only nominal and depend on the amount of stock held. The feed market, though prices were high, maintained a large amount of business, as there was, on account of the high price offered for beef, considerable fattening of stock done by the farmers. Beef is now coming in very freely and the demand for feeds will not be so great until later in the season. The cornmeal and oatmeal markets are firm at prices quoted some time ago.

* * *

The prices of new-crop hay and oats has not been fixed yet, but the figures are not expected to rule so high as last season. The crop in both is above the average. Potatoes are coming in freely and are selling, wholesale, at 45 to 50c., according to quality. Apples, except the very early varieties, are not yet on the market. The grocers are still retailing American Gravensteins, which are worth about $1 per barrel. Native apples, of none too good a quality, are selling at $1.50 to $2.50 per barrel. A peculiarity of the Halifax market is that apples of a very poor quality and pack are sent here by the growers and high prices are realized—simply because the people must have them; while the same farmers send hundreds of barrels of first-class apples to foreign markets, and, on the whole, only net a nominal price—actually less than could be obtained in the city.

* * *

Until a few days ago it was expected that there would be a very abundant crop of cranberries, but reports from many quarters denote that the night frosts have ruined the berries. The regular season for harvesting in the Province is about the end of this month.

* * *

The prices for canned tomatoes and corn are somewhat unsettled, but late reports state that fine weather since September 1 has helped the crop considerably, which was previously expected to be almost a total failure. The price here naturally depends on the western markets, as this Province does little in canning.

* * *

Considerable fish is now being shipped to the West Indies and the market at some points has improved, notably at Porto Rico and Cuba, while that at Barbados has fallen off. The fishermen have done well this season, which, in a measure, will make up for low prices. Mackerel are now being taken plentifully along this coast, and ready sale is made, both for the local market and for export to Boston and New York.

R. C. H.

## OTTAWA TRADE GOSSIP.

BUSINESS continues fairly brisk among both wholesale and retail trade. Prices in most staple lines are very firm.

* * *

Another advance in Macdonald's and Tuckett's tobaccos has taken place of one, four and seven cents per pound on different brands. Already other large manufacturers are canvassing the retail trade, using their best efforts to work in their lines, now that the merchants are feeling somewhat sore over such a reduction in profits by the large advance. It is understood a lot of orders for sample goods have been given.

Spanish onions have been offered as low as 50c. per crate in large lots. This price is somewhat lower than was received for a carload at auction last week.

The demand for green fruits has been good all week and the receipts were heavy, but prices keep about the same.

At the Cheese Board on Friday last cheese sold at an advance, reaching 10¼c. The offerings totalled 1,665 boxes, made up of 818 white and 847 colored. When the above price was reached most of the salesmen could not sell quick enough.

The city council have voted in favor of granting an extension of five years to the

There is no better trade-winner than a good article - Sell your customers Blue Ribbon Ceylon Tea address orders to 12 Front St. East - Toronto and they will receive prompt attention

franchise of The Bell Telephone Company, which was about to expire. The fact that at the next session of Parliament, it is possible that new legislation will be asked for, there was nothing to lose in waiting until then. A notice of reconsideration was moved, so that it is possible that the council will change its mind as the business men of the city are aroused and intend to show the aldermen the mistake they are making; already two of them are sorry.

* * *

Wm. Clarke, of Sydney, Australia, a merchant and member of the Sydney Chamber of Commerce, was in the city this week. His object in visiting Canada is to meet with merchants and manufacturers of the country and arrange with them for the establishment in his own country of agencies in their interests. Canadians, he said, would find in New South Wales, where he has had 25 years' business experience, a ready market for barley for malting purposes; oats and wheat, boots, India rubber goods, canned fruits and fish, carriages, machinery and furniture. In return, as yet, New South Wales could only sell to Canada wines, such as claret and hock, and a quantity of canned meats, though, should the manufacture of woollens assume large proportions in the Dominion, his country could furnish a practically unlimited supply of the finest wool. Mr. Clarke, speaking with ardor, said the present was Canada's golden opportunity. The Republic to the south of us was wasting no time in getting their agencies established firmly in Australia. Canadians didn't seem to recognize this, and when they did, in all probability the hour of opportunity would be gone.

* * *

Fred Hodge, of Oliver & Soutam, is in the city. Mr. Tuthill, of John Taylor & Co., was here all last week and booked large orders for "Gold Soap," and other makes.

* * *

The Ottawa Retail Grocers' Association are anxious to have a big turnout in October on the second Monday of the month. A number of important questions are to be discussed, and any grocer who is not now a member is invited to be present.

## NO CHANGE IN THEIR TOBACCOS.

We have not advanced the price of our tobaccos. "Amber" smoking tobacco, "Bobs," "Currency" and "Fair Play" chewing tobaccos are the same size and price to the consumer as formerly. We have also extended the time for the redemption of "Snowshoe" tags to January 1, 1904.

THE EMPIRE TOBACCO COMPANY, LIMITED.

(Advt.)

## NEW PERSIAN DATES.

Cable advices from Persia report that the ss. Tabaristan—the first direct steamship with dates for this market—crossed the bar on September 18. At last advices the steamer was anchored outside completing cargo, and was expected to leave on Sunday, September 21 for the passage to this continent. According to the advices, the cargo will be about 100,000 boxes.

Jas. D. Davis, grocer, of Windsor, was married last week to Miss Mamie A. Vaughan.


There is no better than the Best
in any line of goods.

In Pork and Beans with Chili Sauce
the best is Clark's

We guarantee the quality, it's A1.

EPPS'S
GRATEFUL. COMFORTING.
IN ½-LB. LABELLED TINS. 14-LB. BOXES.
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
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THE MOST NUTRITIOUS. COCOA

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HEADQUARTERS FOR FANCY FRUITS.
Send your orders for the very best quality of
ORANGES, LEMONS, BANANAS and PINEAPPLES.
HUGH WALKER & SON
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Pure Mustard
Sell your customers Capstan Brand and they will come again. Put up in neat tins to retail at 10c.
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We will pay the highest possible market price for really prime well-fed birds.
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# TRADE IN COUNTRIES OTHER THAN OUR OWN.

### TEA IN NEW YORK.

A FIRM and fairly active market continued to be reported. It was quite generally believed that during the past week there has been fairly extensive buying of Japan and Formosas to come forward, due here the latter part of the year. Offerings have been limited and prices have shown a hardening tendency, especially for Formosas. The spot business has been limited.—N. Y. Journal of Commerce, September 22.

### CANNED CORN IN MAINE.

Referring to canned corn advices from Maine packing sections indicate that many packers are not offering at all. One packer writes that he will not be able to deliver more than ten per cent. of his contracts. It is estimated from reliable data that the total Maine pack will be fully 50 per cent. short.

### CALIFORNIAN PRUNE HARVEST.

Mail advices from San Francisco say of prunes: "The prune harvest is on and the weather is unfavorable. Help is reported scarce in some sections. Packers are not buying freely, even at the low prices. Outside prunes can be purchased on a 2-cent. basis, and Santa Claras at 2½c. delivered at packing house. Packers are very busy caring for packing and filling future sales of cured fruits, as nearly all the packers of prunes handle other fruits and are desirous of getting their September shipments ready before heavy prune deliveries are at hand. There is some foreign demand, but like the domestic demand, it has slackened off for the present at least. A car of prunes was shipped from Niles the last of this week, and a car from Napa will be shipped the first of next week."

### CANNED TOMATOES IN THE STATES.

It will be remembered that the western section of the country had a disastrous year in 1901 upon tomatoes, caused by the excessive drought, which killed off their vines and left them little or no supply at the end of the season. It is now beyond dispute that the amount of tomatoes packed in the West this year will not exceed the pack of the same section last year, and during the past ten days Jack Frost has virtually destroyed all hopes of an improvement. We would say here that this condition is decidedly unfortunate. We wish it were otherwise, because there is more loss to the packers in the entire absence of a pack than there can possibly be profit by such a reduction of supplies and advancing prices.

In this market tomatoes are quoted today at $1 for standard No. 3, and brokers state that they cannot find them at 97½c. Buyers from many parts of the West are seeking tomatoes in this market and this accounts for the steady advance in prices. Considerable quantities of tomatoes are still coming in and packers are paying from 50 to 60c. per bushel for them, taking all they can find of good quality. As a consequence No. 3 cans are in large demand and the market for such cans is very active. The goods as rapidly as gotten up are shipped away and the market is kept nearly bare of tomatoes at present quotations. Standard No. 2 tomatoes are quoted at 75c.; No. 3 seconds at 90c.; No. 2 seconds at 70c. and standard gallons at $3.25. These prices indicate the strength of the market as showing a strong call for all sizes and grades.—The Trade, Baltimore, Md., September 19.

### SOME FEATURES IN SUGAR.

Willett & Gray say of raw sugar: "With the coming of the domestic cane crop of Louisiana next month, to be added to this season by an equal amount of domestic beet production, both to be marketed South and West, the requirements for refined from the Atlantic coast will be considerably reduced, standing in the way of much if any further improvement. To fill a possible gap in supplies coming between crops our refiners have bought in Europe some 40,000 tons of beet sugars. Much of this may go to New Orleans refiners for use before the domestic crop is available, that crop being much later this season than usual. On the contrary, our despatch from San Francisco to-day quotes new beet granulated on the market at 3.90c. net against 4c. quoted for cane granulated. There are a few weeks now during which holders can obtain full quotations for raw sugars, and inasmuch as all quotations are quite low compared to cost of production, there is but little room for lower prices under any possible conditions. A steady, good market is assured for a while at least."

### THE PEANUT SITUATION.

Private mail advices from Weldon, N. C., referring to peanuts, state: "The coming crop of Spanish will not be fit to shell before the latter part of November, and then it will be risky in any quantity. There has not been a hill dug yet. The dry weather has affected all crops alike, and the cotton crop is the lowest in years. We look for the peanut crop to turn out about the same. Unless the Spanish crop brings a fancy price this fall the farmers will certainly reduce the acreage and put in more cotton and tobacco, both of which show more profits." A letter from Waverly, Va.: "All grades of Virginia peanuts are exceedingly scarce in the country, and we feel confident that dealers will find it very difficult to secure sufficient amount of Virginia stock to keep them running until the new crop comes in." A Smithfield cleaner writes that he is oversold on "Circus" grade and No. 1 Virginia shelled. A Norfolk cleaner says to-day: "We cannot get stock to shell. We find it a difficult matter to get stock of any kind to fill our orders. The entire crop will, in our opinion, be consumed. It is fully 60 days before new crop will be available."

Stocks in Virginia, of Virginia grade, are estimated at little in excess of 4,000 bags, compared with fully 125,000 bags at this date last year.

### DELIVERIES OF INDIAN AND CEYLON TEAS.

McMeekin & Co., London, report as follows regarding the deliveries of Indian and Ceylon teas during August:

INDIAN.—The deliveries still continue to show a satisfactory increase, and the low price for grades suitable for foreign trade has induced good inquiry from export buyers. It is reported from India that the shipments to the end of August are now only on a level with the figures at the same period of last year. Excessive rainfall in several of the districts has affected the yields, and made it difficult to manufacture tea of good quality. Should there not later on be any large addition to the figures of yield, a gradual improvement may reasonably be looked for in the value of most grades, because the development in the consumption at home and abroad has of late been so great that it will now be much more easy to deal with a yield equal to that of last season."

CEYLON.—"Though the deliveries show a moderate increase for the three months when compared with last year, they are under those for the same time in 1900, while the imports are materially higher than they were last year. The shipments from Ceylon have for the six months past been showing more or less advance on the figures for the same months in 1901, and it is reported that they will continue to show increases. It is to be feared that this may prevent an improvement in prices, as buyers handle Ceylons with great care, and are unwilling to buy them ahead of requirements, as they frequently do with Indian teas."

### THE TEA TRADE FOR AUGUST.

Harrisons & Crossfield, London, September 5: "The tea market has maintained a brisk tone during August, notwithstanding that it is generally more or less of a holiday month; supplies have been freely taken at firm rates. The quality of most of the arrivals has improved, which has helped to promote confidence on the part of buyers. Some of the best invoices both of Indian and Ceylon teas have met with very active competition, and realized prices which must have been satisfactory to the producers. The market having for some weeks past been bare of really good 'stand-out' teas, is the probable cause of the present demand for the best kinds, rather than any increased consumption of higher-priced tea. The returns of 45 of the largest Indian tea estates have recently been made up for last season. The capital invested reaches nearly £10,000,000 and as the average return to the investor for them all was only 3¼ per cent., it is probable that further extension will be discouraged for a time. In the direction of finding new outlets for surplus supplies, an interesting experiment has been in progress amongst the native populations of India for the last twelve months, said to be the outcome of a suggestion of the Viceroy, and assisted by contributions of tea from the principal planters and a grant of money from the Tea Association; namely, the hawking of small packets of Indian tea through the country, containing about ¾ oz., which are sold for one pice or 1-12 of a penny English. In this manner the sales for the 12 months have been 330,000 lb.; the demand is rapidly growing, and the promoters are sanguine enough to anticipate a sale of 20 million lb. annually in a few years, which, if realized, would more than take off the present surplus."

### CURRANTS IN LONDON.

The first cargo of new currants, consisting of some 900 tons per Lusitania, was placed on the market on Monday, and was followed on Wednesday by the Naranja, with about an equal quantity, and on Thursday by the Rescue and the Henry Fisher, with some 700 tons and




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We guarantee the quality of any line of goods packed by us **equal to the best brands packed on the Continent of America.**

We are ready to support this statement with samples. **Don't be side-tracked.**

Your wholesale house will supply our best brands if you insist upon it. If not, write for quotations.

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*"Best in the World."*

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PURE ENGLISH

**MALT VINEGAR**

Delicate in Flavor and Aroma.
Splendid keeping properties.

**ROBERT WATERS' QUININE WINE**

Quinine in a palatable form—50 years' reputation.

Export Agents:
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# Cream Sodas

**In the 3-pound round-cornered tins are all right.**

# The Canada Biscuit Co., LIMITED

KING ST. WEST AND BATHURST ST. CARS PASS OUR WORKS.

**KING and BATHURST STS., TORONTO.**

500 tons respectively. Thus the market is now fully supplied with an excellent assortment of all growths. The expectation of an unusually active market in consequence of the depletion of existing stocks, and the favorable prices mentioned for new currants has been completely falsified by the manner in which the first cargo was discharged and the tardy arrival of the following ones. Instead of the fulfilment of the expectation of buyers to find three full cargoes offered on the market on Monday last, only one steamer was available, and that one was discharged with a slowness unparalleled in ordinary recollection. The two following vessels, instead of completing the journey in about eleven days, as is usual with early steamers, which are usually chosen with some regard for speed, managed to reach our port in 13½ days and 14½ days respectively, giving an average speed of between 7 and 8 knots per hour. Thus, everyone's time was wasted, and there being at no time during the first half of the week any reasonable selection, buyers naturally showed reluctance to operate. This state of affairs, although to be deprecated as showing great want of ordinary business management, is not an altogether unmixed evil, as it has allowed prices to settle down a little from the opening, leaving, so far as most qualities are concerned, a firm basis for future operations.—Produce Markets' Review.

### CANNED SALMON 3s. HIGHER IN LONDON.

The past fortnight has been marked by a very great change in the position of salmon, in consequence of the sudden ceasing of the run of the fish in Puget Sound and on the Fraser River. When this information first reached this country there were few people who attached any serious importance to it and thought there was plenty of time for a late run of fish to come, and, even if this did not occur, the market would not suffer to any extent, because stocks in England and America were reported to be heavy, and, in addition to this, the pack on the Skeena River was known to be a good one. The strength of the position, however, very soon began to make itself felt, the first indication being that fine parcels of Fraser River salmon were eagerly accepted when offered on the market, even at 1s. to 1s. 6d. above the quotations which had been ruling. This was followed by the market being cleared of a number of parcels which, although perfectly sound, were yet not of first-class quality, being either indifferently packed or packed at the end of the season. As soon as these parcels were sold it became evident that buyers who wanted really fine reliable Fraser River flat salmon would have to pay higher rates, and quotations have advanced, for both choicest quality talls and flats, quite 3s. per case. Alaska salmon has improved to the extent of 3 to 6d. per case in face of the reports that this year's Alas' a pack is a good one, but it is to be hoped that importers will not attempt to advance prices to such an extent as they did in the autumn of 1900. Salmon is undoubtedly in a strong position, and with present attractive price, a large trade should be done, and it is expected, even by the most pessimistic, that the market will gradually harden for spot parcels, as quotations even now are quite 1s. per case less than packers are selling new season's goods of sockeye fish "to arrive." —Produce Markets' Review, London, September 6.


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**POT AND PEARL BARLEY, SPLIT PEAS, AND CHOP FEED**

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**EBEN JAMES,** Board of Trade, Toronto.

Agent for apple and produce, cold storage and forwarding company, 40,000 bbls capacity storage.

**FLOUR** MAGOR'S DELICIOUS PATENT FLOUR.

**The Purest Flour Made—makes Delicious Bread, Cakes and Pastry.**

Prices For Cash Unequalled.

**JOHN MAGOR & CO., MONTREAL**

**Santos Coffee**

Choice rich roaster—a bargain

**WARREN BROS. & CO.**

**TORONTO.**

Try the **"Imperial"** Brand

—OF—

**Peaches, Pears, Apples, Corn, Tomatoes, etc.**

They are packed from the choicest fruits and vegetables.

Packed by

**The IMPERIAL CANNING CO.**

**KINGSVILLE, ONT.**

**Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.**

**TRADE WITH ENGLAND**

Every Canadian who wishes to trade successfully with the Old Country should read

**"Commercial Intelligence"**

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Bennett's Grocery Cabinet.

**SATISFIED CUSTOMERS**

our best recommendation.

"Lindsay, April 14.—I am well pleased with cabinet.

"A. FISHER."

"Port Arthur, June 23.—Cabinet received O.K. It is just what I wanted.

"H. CHAUSSE."

"Fowler's Corners, June 27.—Cabinet is greatly admired and it certainly is a necessity in any well ordered grocery.

"WM. DINSDALE."

Full particulars from

**J. S. BENNETT,** Patentee and Mnfr., 15 Marion St., Toronto.

**WESTERN** Incorporated 1851

**ASSURANCE COMPANY**

**Fire and Marine**

| | | |
|---|---|---|
| Capital | - | $2,000,000.00 |
| Assets, over | - | 2,900,000.00 |
| Annual Income | | 3,000,000.00 |

**Head Office: TORONTO, ONT.**

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President.
C. C. Foster, Secretary.

MOTT'S DIAMOND CHOCOLATE. JOHN P. MOTT & Co HALIFAX, N.S. ESTABLISHED 1844 IS THE BEST.

**For Sale Everywhere.**

—:o:—

**ASK FOR**

**MOTT'S.**

# SPECIALS

## For Wholesale and Jobbing Trade.

**Receiving per SS. "Belgium" and "Mexican":**

175 Cases Rionel French Champignon (Mushrooms)
50 " Dutheil " " 1st choice.
50 " Lenoir " " 1st "
25 " " " " Extras.
592 " French Peas, from F. Delory, France,

**THE LARGEST PACKER IN FRANCE.**

Moynes, Mifins, Fins, Tresfins, Extra Fins and Surexfins.

250 Cases ¼-Tins French Sardines, "Roland."

We will be pleased to quote.
Low figures for special quantities.

HENRI JONAS & CO., MONTREAL

# BE READY

for what is coming. Lowest Japans this year are now quoted for importation at **17½c.** and that for common kinds, with no consignments of any consequence coming to houses who generally carry thousands of packages.

**China Greens** are coming in small quantities at very high prices.

**Ceylon Greens** are plentiful at reasonable prices—**try them.**

**Ceylon and Indian Blacks** are in good supply at very low prices. Splendid values even in the cheapest sorts.

**Put in your supply now as you will have to pay more later on.** I have a large and full assortment of all kinds and round lots to arrive in a few days—**bought at the right time.**

I quote Japans, at - - **17½** to **37½c.**
I " China greens, at - **12½** to **45**
I quote China blacks, at - **10** to **45c.**
I " Ceylon green, at - **15** to **22**
I quote Ceylon and Indian blacks, - at **12½** to **45c.**

Bear in mind that goods under "Condor," "Old Crow," and **EMD** brands are standard goods in Teas, Coffees, Spices and Vinegars.

**Madam Huot's Coffee** is gaining in favor every day. Its purity, richness and flavor are **incomparable.**

**"Nectar" Tea**---That fragrant blend of Ceylon and Indian black teas is without an equal---**in lead packets only.**

**To arrive inside 10 days Ex. Steamer Victoria, via Tacoma:**

50 half-chests Packlum Congou, at - - **17½c.**

**From Colombo, via Boston**

100 30-lb. boxes Ceylon green Young Hyson at 22c.
50 half-chests " " Hyson No. 1 " 17½
100 30-lb. boxes Indian black - - - 17½

**Ex. str. Empress of India now at Vancouver**

25 half-chests "Condor" V Japan, at 26½
151 " " XXXX " " 25
150 " " XXX (2nd lot) " 21½
215 " " XX Japan, " 19
89 " " No. 29 siftings, " 8½
10 " " No. 19 nibbs " 18½

640 packages of Japan teas.

**Ex. Empress of India from Shanghai and Hankow**

10 half-chests Moning Congou, 1st crop, at 17½c.
7 cases Moyuen Gunpowder, the finest, " 45
14 " " " choice selected, at 35
50 boxes Ping Suey " Pin Head, at - 27½
5 cases Moyuen Young Hyson, extra fine, at 40
10 half-chests Moyuen " choice, at 27½
10 " " " fine, " 25
7 " " " points, " 20
152 boxes Ping Suey Pea Leaf, extra, " 25
134 " " " fine, " 22½

399 packages from China.


**Ask for samples, it will pay you.**

# E. D. MARCEAU,

**Wholesale Teas, Coffees, Spices and Vinegars.**

**281-285 St. Paul Street,** MONTREAL

# To the Wholesale and Retail Trade of Canada

# OUR THANKS

for the hearty manner in which you have responded to our wish for a share of your patronage for

## Rowat's Famous Pickles

We call your attention to the fact that the Fall Season is now at hand and it will be necessary to anticipate your requirements for the winter in

# PICKLES

The fact that our business for Canada will more than double any previous year is proof positive that you have not forgotten and a surety that you will not forget

# ROWAT'S!!

**As they are sure sellers**

Yours, very truly,

If your wholesaler don't handle them, write to

SNOWDON, FORBES & CO., 449 ST. PAUL ST., MONTREAL.
C. E. JARVIS, VANCOUVER, B.C.
F. H. TIPPETT, ST. JOHN, N.B.
F. K. WARREN, HALIFAX, N.S.
E. W. ASHLEY, WINNIPEG, MAN.

**ROWAT & CO.**
**GLASGOW, - SCOTLAND**

# CURRENT MARKET QUOTATIONS

September 25, 1902.

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, St. John, N.B., and Halifax. The prices are solicited for publication, and are of such quantities and qualities as are usually ordered by retail dealers on the usual terms of credit. For Winnipeg market report and prices, see page —.

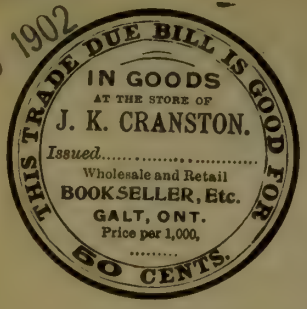
Goods in large lots and for prompt pay are generally obtainable at lowest prices.

All quotations for staple products are under the direct control of the Editors, who call daily upon all the leading houses in the principal centres.

| BUTTER, CHEESE AND EGGS | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| Dairy, choice, large rolls, lb. | $..... | $0 18 | $ 14 | $0 15 | $..... | $0 16 |
| " " pound blocks | 17 | 18 | 15 | 16 | 16 | 18 |
| " tubs, best | 15½ | 16 | 14 | 15 | 17 | 19 |
| " tubs, inferior | 14 | 15½ | 11 | 13 | 14 | 16 |
| Creamery, boxes | 19 | 19½ | ..... | 19 | 20 | 23 |
| " prints | ... | 20 | 0 19 | 20 | 22 | 24 |
| Cheese, new, per lb | 10½ | 10½ | | 10½ | 10 | 10½ |
| Eggs, new laid, per doz | 18½ | 19 | 15 | 17 | 17 | 18 |
| **CANNED GOODS** | | | | | | |
| Apples, 3's | ..... | ..... | 90 | 1 00 | 1 00 | 1 10 |
| " gallons | ..... | 2 50 | 2 25 | 2 50 | 2 70 | 2 80 |
| Asparagus | 2 20 | 2 25 | 2 00 | 2 40 | ..... | ..... |
| Beets | 1 00 | 1 00 | 90 | 1 00 | ..... | 1 10 |
| Blackberries, 2's | ..... | 1 30 | 1 40 | 1 70 | 1 50 | 1 80 |
| Blueberries, 2's | 92½ | 95 | 80 | 85 | 95 | 1 00 |
| Beans, 2's | 80 | 90 | 80 | 90 | 80 | 95 |
| Corn, 2's | 82½ | 85 | 80 | 95 | 80 | 90 |
| Cherries, red, pitted, 2's | 2 25 | 2 30 | 2 10 | 2 25 | 2 80 | 2 40 |
| " white | 2 25 | 2 30 | 2 00 | 2 25 | ..... | ..... |
| Peas, 2's | ..... | 85 | 82½ | 87 | 85 | 90 |
| " sifted | 95 | 1 05 | 90 | 1 00 | 1 10 | 1 15 |
| " extra sifted | 1 05 | 1 15 | 1 20 | 1 25 | 1 20 | 1 25 |
| Pears, Bartlett, 2's | 1 50 | 1 60 | 1 75 | 2 00 | 1 75 | 1 80 |
| " " 3's | 1 90 | 2 00 | 2 00 | 2 40 | 2 00 | 2 25 |
| Pineapple, 2's | 2 00 | 2 40 | 2 25 | 2 50 | 2 15 | 2 25 |
| " 3's | 2 25 | 2 40 | 2 50 | 2 60 | 2 50 | 2 60 |
| Peaches, 2's | 1 75 | 1 85 | 1 75 | 1 90 | ..... | 1 75 |
| " 3's | 2 60 | 2 70 | 2 50 | 2 75 | 2 70 | 2 80 |
| Plums, green gages, 2's | 1 30 | 1 35 | 1 10 | 1 25 | 1 30 | 1 60 |
| " Lombard | 1 20 | 1 25 | 1 00 | 1 10 | 1 30 | 1 50 |
| " Damson, blue | 1 00 | 1 25 | ..... | 1 00 | 1 10 | 1 30 |
| Pumpkins, 3's | ..... | 85 | ..... | 90 | 90 | 1 00 |
| " gallon | ..... | ..... | 2 10 | 2 25 | 2 10 | 2 25 |
| Raspberries, 2's | 1 40 | 1 50 | 1 60 | 1 80 | 1 70 | 1 75 |
| Strawberries, 2's | 1 50 | 1 75 | 1 60 | 1 75 | 1 50 | 1 75 |
| Succotash, 2's | 1 00 | 1 25 | ..... | 1 15 | 1 10 | 1 15 |
| Tomatoes, 3's | ..... | 1 12½ | 1 15 | 1 20 | 1 25 | 1 30 |
| Lobster, talls | 2 75 | 3 20 | ..... | 3 25 | 2 50 | 3 25 |
| " 1-lb. flats | 3 00 | 3 75 | 3 50 | 3 70 | ..... | 1 25 |
| " ½-lb. flats | 1 75 | 1 85 | 1 75 | 1 80 | ..... | 1 75 |
| Mackerel | 1 00 | 1 10 | 1 15 | 1 25 | 1 35 | 1 45 |
| Salmon, sockeye, Fraser | 1 35 | 1 40 | 1 50 | 1 52½ | 1 50 | 1 75 |
| " " Northern | ..... | ..... | 1 40 | 1 45 | 1 15 | 1 25 |
| " " Horseshoe | ..... | ..... | 1 50 | 1 52½ | ..... | ... ... |
| " Cohoes | 1 00 | 1 15 | 1 05 | 1 15 | 1 00 | 1 10 |
| Sardines, Albert, ¼'s | 12 | 12½ | 12½ | 13 | 14 | 15 |
| " " ½'s | 20 | 21 | 20 | 21 | 20 | 21 |
| " Sportsman, ¼'s | 11¼ | 12 | ..... | 12½ | ..... | 12 |
| " " ½'s | 19 | 20 | ..... | 21 | 20 | 21 |
| " key opener, ¼'s | 9 | 11 | 10½ | 11 | 16 | 18 |
| " " ½'s | ..... | 18 | 18½ | 23 | 10 | 11 |
| " P. & C., ¼'s | 20 | 22½ | 23 | 25 | 23 | 25 |
| " " ½'s | 27½ | 30 | 33 | 36 | 33 | 36 |
| " Domestic, ¼'s | 4 | 4¼ | 4 | 4½ | 4 | 4¼ |
| " " ½'s | 7 | 8 | 9 | 11 | ..... | ..... |
| " Mustard, ¼ size, cases 50 tins, per 100 | 7 50 | 11 00 | 8 50 | 9 00 | 8 00 | 9 00 |
| Haddies | ..... | 1 00 | 1 00 | 1 10 | 1 00 | 1 10 |
| Kippered Herrings | 1 00 | 1 85 | 1 00 | 1 55 | 1 00 | 1 10 |
| Herring in Tomato Sauce | 1 00 | 1 55 | 1 00 | 1 70 | ..... | 2 00 |
| **CANDIED PEELS** | | | | | | |
| Lemon, per lb | ..... | 10½ | 10 | 12½ | 12 | 13 |
| Orange, " | ..... | 11 | 11 | 13 | 12 | 13 |
| Citron, " | ..... | 15 | 15 | 18 | 15 | 17 |
| **GREEN FRUITS** | | | | | | |
| Oranges, Valencias, per case | ..... | ..... | ..... | 5 50 | ..... | ..... |
| " Sorrentos | 3 75 | 4 00 | ..... | 4 00 | ..... | 4 50 |
| Can. Plums, per basket | ..... | 0 40 | 30 | 60 | ..... | 60 |
| Lemons, Messina, per box | ..... | 4 00 | 1 00 | 2 00 | 3 50 | 4 00 |
| Bananas, Firsts, per bunch | 1 25 | 2 00 | 1 10 | 2 25 | 1 00 | 2 00 |
| Apples, per bbl | 1 50 | 2 50 | 1 00 | 1 50 | 3 50 | 4 00 |
| Tomatoes, per basket | 3 25 | 3 75 | 0 20 | 0 30 | 1 50 | 2 00 |
| Pears | ..... | 0 40 | 0 20 | 0 30 | ..... | 60 |
| Peaches | 0 35 | 0 65 | 0 15 | 0 50 | ..... | 75 |
| Jersey Sweet Potatoes, per bbl. | ..... | 3 25 | | 3 50 | | |
| Watermelons, per 100 | ..... | ..... | 15 00 | 20 00 | 3 00 | 4 00 |
| Canteloupes, per crate | ..... | 3 50 | ..... | 3 25 | ..... | ..... |
| Californian Peaches | ..... | 1 25 | ..... | ..... | ..... | 1 25 |
| " Plums | 1 25 | 1 75 | ..... | ..... | 1 25 | 1 50 |
| " Pears | 2 50 | 2 75 | ..... | | ..... | ..... |
| Crabapples, per basket | ..... | ..... | ..... | 0 25 | ..... | ..... |
| Apples, per basket | 0 20 | 0 30 | 0 15 | 0 25 | | |
| Can. Grapes, per basket | ..... | ..... | 0 20 | 0 45 | ..... | ..... |
| Peppers, green, per basket | ..... | ..... | 0 15 | 0 20 | ..... | ..... |
| Peppers, ripe | ..... | ..... | 0 75 | 1 00 | ..... | ..... |
| **SUGAR** | | | | | | |
| Granulated St. Law'ce and Red | ..... | 3 65 | ..... | 3 73 | ..... | ..... |
| Granulated, Acadia | ..... | 3 60 | ..... | 3 68 | ..... | 3 75 |
| Paris lump, bbls. and 100-lb. bxs | ..... | 4 20 | ..... | 4 28 | ..... | 4 55 |
| " in 50-lb. boxes | ..... | 4 30 | ..... | 4 38 | 4 65 | 4 75 |
| Extra Ground Icing, bbls. | ..... | 4 20 | ..... | 4 55 | ..... | ..... |
| Powdered, bbls | ..... | 3 85 | ..... | 4 30 | 5 50 | 5 80 |
| Phœnix | ..... | 3 45 | ..... | 3 53 | ..... | ..... |
| Cream | ..... | 3 40 | ..... | 3 48 | ..... | ..... |
| Extra bright coffee | ..... | 3 55 | ..... | 3 68 | ..... | ..... |
| Bright coffee | ..... | 3 40 | ..... | 3 48 | ..... | ..... |
| Bright yellow | ..... | 3 35 | ..... | 3 43 | ..... | 3 45 |
| No. 3 yellow | ..... | 3 30 | ..... | 3 38 | ..... | ..... |
| No. 2 yellow | ..... | 3 10 | ..... | 3 18 | ..... | ..... |
| No 1 yellow | ..... | 3 00 | ..... | 3 08 | ..... | 3 15 |

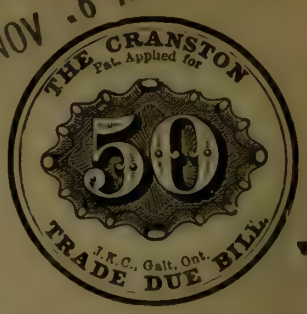
| HARDWARE PAINTS AND OILS | Montreal. | | Toronto. | | St. John Halifax. | |
|---|---|---|---|---|---|---|
| Wire nails, base | ..... | $2 55 | ... .. | $2 55 | ..... | $3 20 |
| Cut nails, base | ..... | 2 35 | ..... | 2 45 | ..... | 2 85 |
| Barbed wire, per 100-lb. | ..... | 3 00 | ..... | 3 00 | 3. 50 | 3 75 |
| Smooth Steel Wire, base | ..... | 2 60 | ..... | 2 60 | ..... | ..... |
| White lead, Pure | ..... | 5 87½ | 5 00 | 5 25 | ..... | 6 80 |
| Linseed oil, 1 to 2 bbls., raw | ..... | 82 | ..... | 75 | ..... | 83 |
| " " " boiled | ..... | 85 | ..... | 78 | ..... | 87 |
| Turpentine, single bbls | ..... | 67 | ..... | 70 | ..... | 75 |
| Benzine, in bbls., per gal | ..... | ..... | ..... | 18¾ | ..... | 19½ |
| **SYRUPS AND MOLASSES** | | | | | | |
| Syrups— | | | | | | |
| Dark | ..... | 1⅞ | ..... | ..... | ..... | ..... |
| Medium | ..... | 2½ | 30 | 32 | ..... | ..... |
| Bright | ..... | 2⅝ | 35 | 37 | ..... | ..... |
| Corn Syrup, barrel, per lb | .... | 3½ | ..... | 3½ | ..... | ..... |
| " " ½ bbls. " | ..... | 3⅝ | ..... | 3⅝ | ..... | ..... |
| " " kegs " | ..... | 3¾ | ..... | 3¾ | ..... | ..... |
| " " 3 gal. pails, each | ..... | 1 60 | ..... | 1 60 | ..... | ..... |
| " " 2 gal. " " | ..... | 1 20 | ..... | 1 20 | ..... | ..... |
| Honey | ..... | ..... | ..... | 40 | ..... | ..... |
| " 25-lb. pails | ..... | 1 05 | ..... | 1 00 | ..... | ..... |
| " 38-lb. pails | ..... | 1 0 | ..... | 1 40 | ..... | ..... |
| Molasses— | | | | | | |
| New Orleans, medium | 22 | 30 | 25 | 30 | 28 | 30 |
| " " Open kettle | ..... | ..... | 40 | 50 | ..... | ..... |
| Barbadoes | 22 | 24 | ..... | 32 | 24 | 25 |
| Porto Rico | ..... | 38 | 38 | 42 | 30 | 32 |
| **CANNED MEATS** | | | | | | |
| Comp, corn beef, 1-lb. cans | 1 55 | $1 65 | $1 55 | $1 65 | $1 55 | $1 60 |
| " " 2-lb. cans | 2 75 | 3 00 | 2 85 | 3 00 | 2 80 | 2 90 |
| " " 6-lb. cans | 7 90 | 9 60 | ..... | 8 25 | 8 75 | 9 25 |
| " " 14-lb. cans | 16 50 | 23 00 | ..... | 19 50 | 20 00 | 21 00 |
| Minced collops, 2-lb. can | ..... | 2 75 | ... .. | 2 60 | 2 50 | 2 80 |
| Lunch tongue, 1-lb. can | 3 00 | 3 90 | ..... | 3 00 | 3 00 | 3 25 |
| " " 2-lb. can | 6 00 | 7 90 | ..... | 7 00 | 6 80 | 7 00 |
| English brawn, 2-lb. can | 2 40 | 2 75 | ..... | 2 45 | 2 75 | 2 80 |
| Camp sausage, 1-lb. can | ..... | ..... | ..... | 2 50 | 2 50 | ..... |
| " " 2-lb. can | ..... | ..... | ..... | 4 00 | 4 00 | ..... |
| Soups, assorted, 1-lb. can | 1 15 | 1 50 | ..... | 1 50 | 1 40 | |
| " " 2-lb. can | 2 40 | 2 45 | ..... | 2 20 | 2 25 | |
| Soups and Boull, 2-lb. can | 1 75 | 2 50 | ..... | 1 80 | 1 75 | |
| " " 6-lb. can | 3 50 | 5 85 | ..... | 4 50 | 4 25 | 4 50 |
| Sliced smoked beef, ¼'s | 1 65 | 1 70 | 1 65 | 1 70 | ..... | 2 00 |
| " " " 1's | 2 75 | 3 10 | 2 80 | 2 95 | ..... | 3 25 |
| **FRUITS** | | | | | | |
| Dried— | | | | | | |
| Currants, Provincials, bbl | ..... | ..... | ..... | ..... | ..... | ..... |
| " Filiatras, cases | ..... | 5¾ | 5¾ | 6 | ..... | ..... |
| " " ½-cases | 5⅛ | 5⅜ | 5¾ | 6 | ..... | ..... |
| " Patras, cases | ..... | 6 | 6½ | 7 | ..... | ..... |
| " " ½-cases | ..... | 6 | 6½ | 7 | ..... | ..... |
| Amalias | 6½ | 7 | 7 | 7½ | ..... | 6½ |
| Vostizzas, cases | 6½ | 7 | 8 | 8½ | ..... | ..... |
| Dates, Hallowees | ..... | 4½ | ..... | 4½ | ..... | 4½ |
| " Sairs | ..... | 3½ | ..... | 4¼ | ..... | 4 |
| Figs, Elemes | ..... | 1 00 | 8 | 18 | 8 | 10 |
| " Mats, per lb | 3 | 3¼ | ..... | 3¼ | ..... | ..... |
| " Tapnets | ..... | 3 30 | ..... | 3½ | ..... | ..... |
| " Naturals | ..... | ..... | 3¼ | 4 | ..... | ..... |
| Prunes, California, 30's | ..... | 9 | ..... | ..... | 10 | 12 |
| " " 40's | ..... | 8½ | 8¾ | 10 | 9 | 9½ |
| " " 50's | ..... | 8¼ | 8 | 8½ | 8½ | 9 |
| " " 60's | ..... | 8 | 7½ | 8 | 8 | 8½ |
| " " 70's | ..... | 7½ | 6¾ | 7½ | 7½ | 8 |
| " " 80's | ..... | 7 | 6½ | 7 | 7 | 7½ |
| " " 90's | ..... | 6½ | 5¾ | 5½ | 6½ | 7 |
| " " 100's | ..... | 6 | ..... | 5 | 6 | 6½ |
| " Bosnia, A's | ..... | ..... | ..... | 5 | ..... | ..... |
| " " B's | ..... | ..... | 7½ | 8 | ..... | ..... |
| " " U's | ..... | 5 | 6¼ | 6½ | ..... | ..... |
| " French, 50's | ..... | ..... | ..... | ..... | ..... | ..... |
| " " 110's | ..... | 5 | ..... | ..... | ..... | ..... |
| Raisins, Fine off stalk | ... | 6¼ | 6½ | 7 | ..... | 5 |
| " Selected | 7½ | 8 | ..... | 8½ | 5½ | 6 |
| " Selected layers | 6½ | 7 | .... | 8½ | 6½ | 7 |
| " Sultanas | ..... | 9 | 8½ | 12 | 10 | 12 |
| " California, 2-crown | 5 | 5½ | ..... | ..... | 6½ | 6¾ |
| " " 3-crown | 7¼ | 7¾ | ..... | ..... | 8 | 8½ |
| " " 4-crown | 7¾ | 8 | .... | ..... | 8½ | 9 |
| " " 1's seeded, 3-cr. | 9¾ | 10½ | 8½ | 10 | 9½ | 10½ |
| " Empire clusters | 1 50 | 1 60 | ..... | 2 60 | | 2 00 |
| " Black baskets | ..... | ..... | ..... | 2 25 | 2 00 | 2 25 |
| " Extra clusters | ..... | ..... | ..... | 3 35 | ..... | 2 50 |
| " Dehesa clusters | ..... | ..... | ..... | 3 10 | 3 00 | 3 50 |
| " Royal B. clusters | 3 25 | 3 30 | ..... | 5 00 | ..... | ..... |
| " Connoisseurs cl'str's | ..... | ..... | ..... | 2 10 | ..... | ..... |
| " Excelsior clusters | ..... | ..... | ..... | 4 60 | ..... | ..... |
| Evaporated apples | ..... | ..... | 10½ | 11 | ..... | ..... |
| Dried " | ..... | ..... | 6 | 6½ | ..... | ..... |
| **PROVISIONS** | | | | | | |
| Dry Salted Meats— | | | | | | |
| Long clear bacon | . ... | 12 | 11 | 11½ | ..... | ..... |
| Smoked meats— | | | | | | |
| Breakfast bacon | ..... | 15½ | 14½ | 15 | .. | ..... |
| Rolls | ..... | 12½ | 12 | 12½ | 11 | 12 |
| Medium Hams | ..... | 14 | 13½ | 14 | 14 | 15 |
| Large Hams | ..... | 13 | 12½ | 13 | ..... | ... .. |
| Shoulder hams | ..... | 13 | 11 | 11½ | ..... | .... |
| Backs | ..... | 15 | 14½ | 15 | ..... | ..... |
| Meats out of pickle 1c. less. | | | | | | |
| Barrel Pork— | | | | | | |
| Canadian heavy mess | ..... | 23 00 | ..... | 21 50 | 21 50 | 22 50 |
| " short cut | 21 50 | 22 00 | 23 00 | 23 50 | 23 00 | 24 00 |
| Plate beef | 12 50 | 13 50 | | 15 00 | 14 00 | 16 00 |
| Lard, tierces, per lb | ..... | 11 | 10¾ | 11 | 11¾ | 12½ |
| Tubs | ..... | 11⅛ | 11 | 11¼ | 12¼ | 12¾ |
| Pails | ..... | 11¼ | 11¼ | 11½ | 12½ | 13 |
| Compounds | ..... | 9⅜ | 8¾ | 10¼ | ..... | ..... |

RETURNED NOV 6 1902


# Cranston's Coin Trade Due Bills.

**A boon to General Merchants, Grocers and all engaged in a Produce or credit Business.**




Thousands of merchants in all parts of Canada and the United States have adopted The Cranston Trade Due Bill System, and are delighted with this up-to-date way of doing business. It does away with all the inconveniences of the old "Written Due Bill" system, and saves time, labor, trouble and money. As a trade-winner and advertising medium it has no equal.

After using them six years, J. E. Griffin, Dunnville, says: "We could not do business without them. They are worth more than double their cost to us."

McKenzie & Meldrum, Thedford, say: "We cannot say too much in their favor. The aluminum due bills are worth $200 a year to us, or any firm that use due bills or give credit."

And every one of our users will say as much for them. We will send you a list of users on application, and will pay your postage to write to them. If they do not tell you they are satisfied, do not order.

We make a number of assortments—$81 face value costs you $10; $91 or $116 face value costs $12; $191 face value costs $15, and $232 face value costs $20. This last assortment is "Our Leader." Coins are made in Brass or Aluminum, raised letters on both sides, your own advertising and printing.

Send for price list, samples and full particulars.

**THE CRANSTON NOVELTY CO.,** Metal Trade Due Bills, Bread, Milk and Soda Checks. Checks for all purposes. Advertising Coins and Novelties, **Galt, Ont.**



## *For the Oyster Season*

**"DANDY" OYSTER**

The newest thing is our "DANDY" Oyster Biscuit. It's a perfectly plain oval biscuit, light, crisp and tasty. You can't go wrong in ordering now for the oyster season. They sell at sight and will be in good demand during the next six months.

**CHRISTIE, BROWN & CO., Limited. Toronto and Montreal**


| COFFEE | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| Green— | | | | | | |
| Mocha | ..... | 24 | 28 | 28 | 28 | 30 |
| Old Government Java | ..... | 27 | 22 | 30 | 25 | 30 |
| Rio | ..... | 10 | 7 | 12 | 12 | 13 |
| Santos | ..... | ..... | 9½ | 10½ | ..... | ..... |
| Plantation Ceylon | ..... | 29 | 26 | 30 | 29 | 31 |
| Porto Rico | ..... | ..... | 22 | 25 | 24 | 28 |
| Gautemala | ..... | ..... | 22 | 25 | 24 | 26 |
| Jamaica | ..... | 18 | 15 | 20 | 18 | 22 |
| Maracaibo | ..... | 13 | 13 | 13 | 12 | 13 |
| **NUTS** | | | | | | |
| Brazil | 13 | 14 | 15 | 16 | ... | 15 |
| Valencia shelled almonds | 27 | 28 | 30 | 35 | 30 | 35 |
| Tarragona almonds | ..... | 11 | ..... | 11½ | 12 | 13 |
| Formegetta almonds | ..... | ..... | ..... | 10½ | ..... | ..... |
| Jordan shelled almonds | ..... | 42 | 40 | 43 | ..... | ..... |
| Peanuts (roasted) | 8¼ | 13 | 8 | 10 | 9 | 10 |
| " (green) | 6¾ | 7¾ | 7 | 9 | ..... | ..... |
| Cocoanuts, per sack | ..... | 3 25 | ..... | 3 75 | 3 50 | 4 00 |
| " per doz | ..... | ..... | ..... | 60 | 60 | 70 |
| Grenoble walnuts | 10 | 11 | ..... | 10¾ | 11 | 12 |
| Marbot walnuts | ..... | 10 | 9½ | 10½ | ..... | ..... |
| Bordeaux walnuts | ..... | 9 | ... | 8 | 8½ | 9 |
| Sicily filberts | ..... | 9½ | 9½ | 10½ | 8½ | 9 |
| Naples filberts | ..... | ..... | ..... | ..... | 10 | 11 |
| Pecans | 17 | 17½ | 13 | 15 | 13 | 14 |
| Shelled Walnuts | ..... | 18 | 18 | 23 | ..... | 25 |
| **SODA** | | | | | | |
| Bi-carb, standard, 112-lb. keg | 1 65 | 1 80 | 2 00 | 2 25 | 1 70 | 1 75 |
| Sal soda, per bbl | 70 | 75 | 80 | 90 | 85 | 90 |
| Sal Soda, per keg | 95 | 1 00 | ..... | 1 00 | 95 | 1 00 |
| **SPICES** | | | | | | |
| Pepper, black, ground, in kegs pails, boxes | 16 | 18 | ..... | 18 | 14 | 15 |
| " in 5-lb. cans | 14 | 17 | ..... | 19 | 15 | 16 |
| " whole | 15 | 17 | ..... | 19 | 12 | 13 |
| Pepper, white, ground, in kegs pails, boxes | 26 | 27 | 25 | 27 | 24 | 26 |
| " 5-lb. cans | 25 | 26 | 25 | 26 | 20 | 22 |
| " whole | 23 | 25 | 23 | 25 | 20 | 22 |
| Ginger, Jamaica | 19 | 25 | 22 | 25 | 20 | 25 |
| Cloves, whole | 12 | 30 | 14 | 35 | 18 | 20 |
| Pure mixed spice | 25 | 30 | 25 | 30 | 25 | 30 |
| Cassia | 18 | 18 | 20 | 40 | 18 | 20 |
| Cream tartar, French | ..... | 25 | 24 | 25 | 20 | 22 |
| " " best | ..... | 28 | 25 | 30 | 25 | 30 |
| Allspice | 10 | 15 | 13 | 18 | 16 | 18 |
| **WOODENWARE** | | | | | | |
| Pails No. 1, 2-hoop | ..... | 1 65 | ..... | 1 55 | ..... | 1 90 |
| " " 3-hoop | ..... | 1 80 | ... | 1 70 | ..... | 2 05 |
| " half, and covers | ..... | 1 65 | ..... | 1 60 | ..... | 1 75 |
| " quarter, jam and covers | ... | 1 15 | ..... | 1 10 | .... | 1 45 |
| " candy, and covers | 2 50 | 2 90 | .... | 2 40 | ..... | 3 20 |
| Tubs No. 0 | 10 00 | 10 15 | ..... | 8 50 | ..... | 11 00 |
| " 1 | 8 00 | 8 15 | ..... | 7 00 | ..... | 9 00 |
| " " 2 | 7 00 | 7 15 | ..... | 6 00 | ..... | 8 00 |
| " " 3 | | 6 15 | ..... | 5 25 | ..... | 7 00 |

| PETROLEUM | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| Photogene | ..... | ..... | 17 | 17½ | ..... | ... |
| Canadian water white | 14½ | 15½ | .... | 16 | 16½ | 17 |
| Sarnia water white | 16 | 17 | 16½ | 17 | 16½ | 17 |
| Sarnia prime white | ..... | 18 | 15 | 15½ | 16½ | 17 |
| American water white | .... | 19 | 17½ | 18 | 17½ | 18 |
| Pratt's Astral (barrels extra) | 18½ | 19 | 17 | 17½ | 18½ | 19 |
| **TEAS** | | | | | | |
| Black— | | | | | | |
| Congou—Half-chests Kaisow, Moning, Paking | 13 | 60 | 12 | 60 | 11 | 40 |
| Caddies Paking, Kaisow | 17 | 40 | 18 | 50 | 15 | 4 |
| Indian—Darjeelings | 35 | 55 | 35 | 55 | 30 | 50 |
| Assam Pekoes | 30 | 38 | 20 | 40 | 18 | 40 |
| Pekoe Souchong | 18 | 25 | 18 | 25 | 17 | 24 |
| Ceylon—Broken Pekoes | 35 | 42 | 35 | 42 | 34 | 40 |
| Pekoes | 20 | 30 | 20 | 30 | 20 | 30 |
| Pekoe Souchong | 17½ | 40 | 17 | 35 | 17 | 35 |
| China Greens— | | | | | | |
| Gunpowder—Cases, extra first | 42 | 50 | 42 | 50 | ..... | ..... |
| Half-chests, ordinary firsts | 22 | 28 | 22 | 28 | ..... | ..... |
| Young Hyson—Cases, sifted extra firsts | 42 | 50 | 42 | 50 | ..... | ..... |
| Cases, small leaf, firsts | 35 | 40 | 35 | 40 | ..... | ..... |
| Half-chests, ordinary firsts | 22 | 38 | 25 | 38 | ..... | ..... |
| Half-chests, seconds | 17 | 18 | ..... | 23 | ..... | ..... |
| " thirds | 15 | 17 | 18 | 18 | ..... | ..... |
| " common | 13 | 14 | 14 | 15 | ..... | ..... |
| Pingsueys— | | | | | | |
| Young Hyson, ¼-chests, firsts | 28 | 32 | 38 | 32 | 30 | 40 |
| " " " seconds | 16 | 19 | 16 | 19 | ..... | ..... |
| " Half-boxes, firsts | 28 | 32 | 28 | 32 | ..... | ..... |
| " " seconds | 16 | 19 | 16 | 19 | ..... | ..... |
| Japans— | | | | | | |
| ¼-chests, finest Maypickings | 38 | 40 | 38 | 40 | ..... | ..... |
| Choice | 32 | 36 | 33 | 37 | ..... | ..... |
| Finest | 28 | 30 | 30 | 32 | ..... | ..... |
| Fine | 25 | 27 | 27 | 30 | ..... | ..... |
| Good medium | 22 | 24 | 25 | 28 | ..... | ..... |
| Medium | 19 | 20 | 21 | 23 | ..... | ..... |
| Good common | 16 | 18 | 19 | 20 | ..... | ..... |
| Common | 13 | 15 | 17 | 19 | ..... | ..... |
| Nagasaki, ¼-chests, Pekoe | 16 | 22 | ..... | ..... | ..... | ..... |
| " " Oolong | 14 | 15 | ..... | ..... | ..... | ..... |
| " " Gunpowder | 16 | 19 | ..... | ..... | ..... | ..... |
| " " Siftings | 7½ | 11 | ..... | ..... | ..... | ..... |
| **RICE, MACARONI, SAGO, TAPIOCA.** | | | | | | |
| Rice—Standard B | 3 00 | 3 10 | ..... | 3½ | 3 25 | 3 40 |
| Patna, per lb | 4 25 | 4 50 | 4¾ | 5 | 5 | 6 |
| Japan | 4 40 | 4 90 | 5½ | 6 | 5 | 6 |
| Imperial Seeta | 4 60 | 4 90 | 4½ | 5½ | 5 | 6 |
| Extra Burmah | ..... | ..... | 4¼ | 4¾ | 4 | 5 |
| Java, extra | ..... | 5¾ | 6 | 6½ | 6 | 7 |
| Macaroni, dom'ic, per lb., bulk | 3¾ | 4¼ | ..... | 7½ | ..... | ..... |
| " imp'd, 1-lb. pkg., French | 8 | 12 | 9 | 10 | ..... | ..... |
| " " " Italian | 8 | 10 | 11 | 12½ | ..... | ..... |
| Sago | 3¼ | 3½ | 3¾ | 4 | 4¾ | 5 |
| Tapioca | ..... | 3⅛ | 3¼ | 3¾ | 4½ | 5 |

## REFRIGERATORS.



Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches.

Write for our catalogue, guarantee test and testimonials which are free.

**Eureka Refrigerator Co.**

WILBERT HOOEY, MANAGER.

Phone Park 513. 54 Noble St., TORONTO.

## CHRISTMAS TRADE

Confectioners will find our Sweet Coatings most excellent.

**COWAN'S** KING EDWARD, Dark Vanilla Flavored
QUEEN ALEXANDRA, Light " "

These are the Choicest Quality.

Dark Coatings without Vanilla—EBONY, BLACK PEARL, BEAVER, etc.

Light Coatings without Vanilla—EMPRESS, MAPLE LEAF, PEARL.

Unsweetened—GEM, RUBY, SUPERIOR, AMBER, GOLDEN, and EXTRA GOLDEN.

**THE COWAN CO., Limited - TORONTO**

## Gillard's Sauce Gillard's Pickle

Is still the best and cheapest. The most delicious English pickle made.

AS SUPPLIED TO

HIS MAJESTY THE KING

AND

HIS ROYAL HIGHNESS THE PRINCE OF WALES, K.G., Etc.

Sole Proprietors:

**GILLARD & CO., Limited, LONDON, ENG.**

THE "GLOBE" POLISH HAS COME TO STAY AND ALL DEALERS CAN STOCK IT WITHOUT HESITATION.

TRY "GLOBE" AND YOU WILL USE NO OTHER. IT IS THE BEST.

## "GLOBE" METAL POLISH

Write for a supply of Show cards and Advertising Novelties.

——WE SHALL BE PLEASED TO ANSWER ALL ENQUIRIES.——

**RAIMES & CO., 164 DUANE ST., NEW YORK CITY.**




## *Schepp's Cocoanut*

Quality first, then price.

Cocoanut is a luxury. Those that use it want the best (***Schepp's***).

Cocoanut is used generally as a dessert; should therefore be the best in quality to give the dinner a pleasant finish (***Schepp's***).

***L. SCHEPP CO.,*** *CANADIAN FACTORY:* ***TORONTO, CAN.***

**NEW YORK.** **LONDON, ENG.: Saml. Hanson, Son & Barter, Agents.**

## SPECIALIZING IN MANUFACTURING.

By "CANADIAN TRADE."

ANOTHER link in the chain to make "Made in Canada" on goods more general is to improve the quality and to produce at lower cost.

There is a tendency in Canada for manufacturers to try to make a large variety of different classes of goods in the one factory. By this method a greater variety of machinery is necessary. Employes from constant changing do not become as expert. The little details cannot be as well looked after, such, for example, as improvements in methods and designs. Consequently the cost of production is higher, and lines not so attractive in either finish or price as can be obtained from other countries.

Manufacturing in this country is, comparatively speaking, in its youth, and the market has been limited. With experience and larger markets, however, will come better methods.

We are more conversant with American methods on account of their being on the border of our own country. From the class of goods, and the prices they are sold at, it can be gathered that similar methods are employed in other countries. The cause is summed up in concentration of energy and resources. They largely confine their lines to as small a variety as possible, and adapt their machinery and methods to turning out lines attractive in finish at low cost. Special machinery is largely employed, and, to look after this machinery, competent help is employed and well paid. Being well paid, the employes exert themselves, and are expected to do so in order to turn out large quantities. Having money to spend, they utilize more of the goods produced, and obtain greater comforts for their homes, and as the homes are the strength of the nation, there is greater happiness and contentment.

This specializing has got some headway in this country, and is proving successful where tried. The mention of three concerns in different lines will emphasize this, namely, The Dominion Cotton Company, who make different lines of goods at each of their mills, one mill after another having been overhauled and adapted to the work it was to do with the best machinery that could be obtained to turn out better goods and larger quantities. The Toronto Radiator Co., whose goods have gone across the "great pond" to be installed in heating some of the largest buildings in England, and The Slater Shoe Co., who have developed a large business in men's boots. There are others. At a factory visited recently, I was shown a machine design by one of the proprietors that is to take the place and do the work of six different machines, and another designed by the same man that does work in 20 minutes, that formerly, under an old system, took over three weeks.

I will close by saying to manufacturers, concentrate; make and push the sale of as few lines as possible. In other words individulize. Only increase lines as capital will warrant, obtaining the best machinery and the best results.

The next article will be "The Manufacturer, the Wholesaler, the Retailer."

### INCREASING THEIR CAPACITY.

The Capstan Manufacturing Co., Toronto, manufacturers of baking powder, catsups, mince meat, etc., are considerably increasing the capacity of their factory and adding new machinery, a move necessitated by their increasing business.

### POOR APPLE CROP IN ENGLAND.

According to the statements of a large fruit-receiver in England, the fruit crop there is worse than it has been for years past. Early apples were fair in quantities but, owing to the failure of the late crop, the probabilities are that the Canadian product will find a large and ready market this year in the Motherland

### THE FRUIT GROWERS.

The executive of the Ontario Fruit Growers Association have decided to hold their annual meeting on December 2, 3 and 4. A large display of fruit will be made and the directors of the 13 experimental fruit stations in the Province will be present for the purpose of instructing farmers as to the best varieties to grow for the domestic and foreign markets.

### A DISASTROUS FIRE.

The premises of The Snowdrift Co., manufacturers of baking powder, Brantford, Ont., were visited on Friday evening, September 19, by a disastrous fire and the place was reduced to a heap of ruins. The blaze started about 9 p.m., and despite the efforts of the fire brigade the building was a total loss. The contents comprised an engine and boiler, several tanks of spice extracts, large quantities of pepper, ginger, glycerine, alcohol, mnstard oil and ammonia. The loss to the firm will be $20,000. The value of the stock was placed at $25,000 and the building was worth $8,000. The insurance amounts to between $14 000 and $17,000.

### HIGH FREIGHT RATES ON APPLES.

The abundant crop of apples in Ontario this season renders the question of the transportation of this article to outside markets a matter of great import. The Chatham Daily Banner-News, in commenting upon this problem, scores the railways for their excessive freight rates upon such commodities. This journal points out that Manitoba and the Northwest afford an ample market for our surplus apples in Ontario, but the cost of transportation would be several times greater than the worth of the apples. The freight on apples to Calgary would be as much as $3.52 per bbl. It refers this problem to the Chatham Board of Trade for solution.

### THE FRUIT INSPECTION ACT.

There is not a little dissatisfaction expressed among the fruitmen regarding the recent amendment to the Act relating to the inspection of fruit, which provides that barrels and packages of apples must be branded I, etc., according to their quality. Now the standard of fruit varies considerably in different localities, that which would be considered first-class in one locality being but second rate when compared with that of another locality. Again, there may be found in a section a small number of large-sized apples which excel all the others, but it would be obviously unfair to the apple growers to be obliged to mark all other apples second class merely on account of these. Such a classification will, it is claimed, damage the sale of many good apples.

### HOGS IN PRINCE EDWARD ISLAND.

One of the leading pork buyers of Charlottetown, in an interview with a representative of The Charlottetown Examiner, stated that the output of hogs in Prince Edward Island would double that of last year. "Pork will be put on the market much earlier this year," declared this buyer, "and when the Western corn-fed hogs are shipped the price will be bound to fall. This year there will be a much greater difference in the price of good hogs and poor hogs. Last year the top price was paid for almost any kind of hogs, but this year good-sized fat hogs will command a considerably better price than the small lean ones."

Established 1845. MODERN MACHINERY. UP-TO-DATE METHODS. Established 1845.




1 and 2-lb. Tins.

**S. H. & A. S. EWING'S**

HIGH-GRADE

# COFFEE and SPICES

"The goods that have stood the test of time."
"The perfected products of 57 years' study and experience."
(Have you seen the new ¼ Spice package "Prince of Wales'" brand? Write for sample.)

**S. H. & A. S. EWING,** Montreal Coffee and Spice Steam Mills, 55 Cote St., MONTREAL, P.Q.

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# OLIVES OLIVES

**FRENCH, SPANISH, MANZANILLA.**

GALLON JARS, GALLON KEGS—PITTED.

Olives in bottles, stuffed with Spanish sweet peppers. Spanish Queen in large bottles. For a leader we will offer you a gem pint Manzanilla Olives, at $1.35. A quick seller at fifteen cents.

**F. J. CASTLE - OTTAWA.**

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Subscribers wanting goods or special quotations on anything anywhere in Canada, at any time, can get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto or Montreal.

---

**COX'S GELATINE** Always Trustworthy

ESTABLISHED 1725.

Agents for Canada:
C. E COLSON & SON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO., Toronto, St. John, N.B., and Montreal

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SEASON 1902.

# Butter Tubs

Order now—ship when required. Best goods—fair price.

**WALTER WOODS & CO.**

HAMILTON.

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Established 1862.

# E. THOMPSON & CO.

LIVERPOOL,

Offices—11 Victoria St. . . . ENG.
Warehouses—48-52 Thomas St.

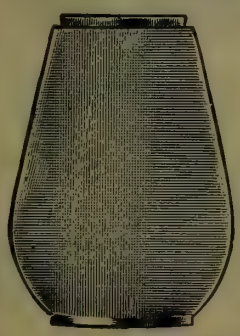
We solicit correspondence and offers of all kinds of **CANNED GOODS** and **DRIED FRUITS**, etc., suitable for the English and Continental markets. Consignments will receive best attention and advances made when required.

REFERENCE—Canadian Bank of Commerce.

American Agent—
G. H. THOMPSON,
107 Hudson St., NEW YORK.

---

ARE YOU USING OUR



Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO., of WALLACEBURG, Limited.

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Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

---

Toronto Fruit Merchants.

*McWilliam & Everist*

Commission Merchants.

Fruit Importers and Exporters.

Canadian Apples a Specialty.

CORRESPONDENCE SOLICITED.

Quote us if you have anything to offer.
Ask for our prices when requiring fruit.

25 and 27 Church St., TORONTO, Can.

Long Distance 'Phone Main 645.
Warehouse 'Phone Main 3394.

---

# California Fruits

**Canadian Peaches, Plums, Tomatoes.**

Fresh arrivals daily at lowest market prices.

Full stock of Oranges, Lemons and Bananas always on hand.

**HUSBAND Bros. & Co.**

82 Colborne St., TORONTO.

Phones, Main 54, Main 3428.

## BUSINESS CHANGES.

### DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

CAVANAGH & CO., confectioners, etc., Cornwall, Ont., have assigned to James A. C. Cameron, Cornwall, and a meeting was held on the 23rd inst.

P. E. Forget, general merchant, Labelle, Que., is offering 60c. on the dollar.

Hooper & Stanley, general merchants, Louisburg, N.S., have offered to compromise at 40c. cash.

The creditors of J. A. Fomme, general merchant, St. Johns, Que., hold a meeting on the 26th inst.

The creditors of The Eastern Canada Tea Co., Sydney, N.S., will hold a meeting on September 26.

The creditors of Alex. Nichol, general merchant, Roxton Pond, Que., held a meeting on the 22nd inst.

The business of Mrs. Chas. Reid, general merchant, Hartland, N.B., was closed by the sheriff under execution of judgment.

Olivier Arsenault, general merchant, Bonaventure River, Que., has assigned; Lefaivre & Taschereau are provisional guardians.

Neil Currie, baker, grocer, etc., Thessalon, Ont., has assigned to J. H. Glanville, and his creditors held a meeting on the 23rd inst.

### PARTNERSHIPS FORMED AND DISSOLVED.

Martineau Freres, grocers, Montreal, have dissolved.

The Royal Cigar Store, Montreal, has dissolved; new registration.

The G. Hutchinson Co., general merchants, Alliston, Ont., have dissolved; Geo. Hutchinson continues.

Thomas C. Dobson, grocer, Moncton, N.B., has admitted F. J. Dobson under the style of T. & F. Dobson, and is adding dry goods.

Balfour & Co., wholesale grocers, Hamilton, have dissolved, the dissolution dating from February 19, 1902; and the business is continued by St. Clair Balfour and James Somerville under the same style.

### SALES MADE AND PENDING.

Francis Byrnes, baker, etc., Hamilton, was sold out by the bailiff.

H. Packham, grocer, Alliston, Ont., is advertising his business for sale.

Mrs. Malvina Venen, grocer, etc., New Westminster, B.C., is out of business.

D. V. McMillan, general merchant, West Branch, N.S., is advertising to sell out.

G. W. Scott, baker, etc., Ladysmith, Que., is advertising his business for sale.

Henry Ball, general merchant, Thornton, Ont., is advertising his business for sale.

Thos. T. Watson, general merchant, Everett, Ont., is advertising his business for sale.

The stock of P. Morin, general merchant, St. Tite, Que., has been seized and is advertised for sale.

### CHANGES.

Pare & Cie, fruiterers, Lachine, Que., have registered.

A. Champagne & Cie, traders, Montreal, have registered.

R. H. Scorer, fruiterer, Winnipeg, has sold out to Louis Marius.

H. W. Wright, grocer, Alliston, Ont., has sold out to S. J. Ewing.

Andrew E. Ewan has registered for Ewan & Bros., grocers, Montreal.

Jacob Dixon, flour and feed merchant, Ottawa, is succeeded by a Froom.

Wm. Knox, dealer in teas, etc., Victoria, B.C., is succeeded by James Reid.

Henry Russell, grocer, Vancouver, B.C., is succeeded by Charles Boardman.

L. N. Beard & Co., manufacturers' agents, Montreal, have registered.

Miss Myra Smardon has registered for Smardon & Co., traders, Montreal.

M. S. Lyons, confectioner, Port Arthur, Ont., has sold out to D. Elfenbein.

Sidney Baker, baker, Pilot Mound, Man., is succeeded by D. Carmichael.

Joseph Carton, general merchant, Oustic, Ont., has removed to Fergus.

David Annand, general merchant, Milford, Ont., has sold out to G. H. McFatridge.

W. B. Newsome & Co., manufacturers of food products, Montreal, have registered.

Richard & Lamoureux, general merchants, Contrecoeur, Que., have registered.

The J. N. McKim Co., Montreal, manufacturers of patent medicines, have registered.

The Cuban Cigar Co., manufacturers, Toronto, have sold out to Brown & Storey.

Sarah Kanter, general merchant, Sydney, C.B., has sold out to Benjamin Kanter.

Wm. Howard, general merchant, Bayfield, Ont., is selling out and removing to Toronto.

S. H. Northcott, general merchant, Hespeler, Ont., has sold out to Hahn & Company.

W. T. Van Antwerp, general merchant, Okanagan Landing, B.C., is succeeded by J. Taylor.

D. C. Brosseau & Cie, wholesale grocers, spice manufacturers, etc., Montreal, have registered.

The stock of the estate of Sigman Grass, grocer, Vancouver, B.C., has been sold to Z. Franks.

A. H. Begg, general merchant, Knee Hill Valley, N.W.T., has sold out to Fawdry & Rogers.

Ferris & Slocum, general merchants, Upper Jemseg, N.B., are succeeded by Slocum & Dykeman.

The Canadian Bank of Commerce is opening branches at Mossomin, N.W.T., and Neepawa, Man.

John Buchanan has registered as proprietor of J. Buchanan & Son, wholesale merchants, Levis, Que.

The stock of the estate of J. W. Cole, grocer, Vancouver, B.C., has been sold to J. P. Nightingale & Co.

J. F. Fowler & Co., general merchants, Wetaskiwin, N.W.T., have changed their style to Fowler, Murdoff & Breen.

A. G. C. Simpson, grocer, boot, shoe and crockery dealer, Teeswater, Ont., has sold his grocery stock to J. G. McBeath.

### FIRES.

Joseph Chagnon, grocer, St. Johns, Que., was burned out.

George Watt & Sons, wholesale grocers, Brantford, were burned out.

The 5, 10 and 15c. store of Hector Quesnal, Ottawa, was damaged by fire; insured.

The Snowdrift Co., manufacturers of spices and baking powder, Brantford, Ont., was burned out.

The premises of Leonard Bros., wholesale fish merchants, St. John, N.B., were damaged by fire; insured.

E. P. Charton & Co., departmental store, Montreal, had the stock in the St. Lawrence street store damaged by water; insured.

POPULARITY is the proof of merit, and no brand has ever achieved popularity so quickly as

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

BOBS costs you only 36 cents, and pays a good profit.

BOBS is well advertised.

BOBS is selling well in almost every store from the Atlantic to the Pacific.

BOBS is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO., LIMITED

MONTREAL, QUE.

In these days of keen competition every good element conducive to obtaining new business and retaining the old is taken hold of by the wide-awake and progressive grocer. Tea is an article that is in continuously increasing demand, and grocers anxious to recommend and push Teas that can be relied upon to please, stand by

# CEYLON TEAS

## BLACK OR GREEN

**The kind that lead to new business.**

The unexcelled merits found only in these invigorating, healthy, clean teas, grown in a country where the tea merchants and planters are strictly up to the times, where only progressive and up-to-date methods obtain, have secured for them a place in the front rank—a place they will always hold.




# As to Mustard

You cannot give people who eat

# Mustard

anything but the best.

That means

and that also means

Which is packed in

KEEN'S

D.S.F.

SQUARE TINS.

## Current Market Quotations for Proprietary Articles

Sept. 25, 1902.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. of a change is made, either an advance or decline, it is referred to in the market reports, as a matter of news whether manufacturers request it or not.

### BAKING POWDER.

| Cook's Friend— | Per doz. |
|---|---|
| Size 1, in 2 and 4 doz. boxes | $ 2 40 |
| " 10, in 4 doz. boxes | 2 10 |
| " 2 in 6 " | 80 |
| " 12, in 6 " | 70 |
| " 3, in 4 " | 45 |
| Pound tins, 3 doz. in case | 3 00 |
| 12oz. tins, 3 " " | 2 40 |
| 5-lb. tins, ⅓ " " | 14 00 |

| Diamond— | W. H. GILLARD & CO. |
|---|---|
| 1 lb. tins, 2 doz. in case | per doz. 2 00 |
| ½ lb. tins, 3 " " | " 1 25 |
| ¼ lb. tins, 4 " " | " 0 75 |

IMPERIAL BAKING POWDER.

| Cases. | Sizes | Per Doz. |
|---|---|---|
| 4 doz. | 10c. | $0 85 |
| 3 " | 6-oz. | 1 75 |
| 1 " | 12-oz. | 3 50 |
| 2 and 3 doz. | 12-oz. | 3 40 |
| 2 and 3 doz. | 16-oz. | 4 35 |
| ½ doz. | 2½-lb. | 10 50 |
| 1 doz. | 2½-lb. | 10 40 |
| ¼ and 1 doz. | 5-lb | 19 50 |

MAGIC BAKING POWDER




| Cases. | Sizes. | Per Doz. |
|---|---|---|
| 4 doz. | 5c. | $ 40 |
| 4 " | 4-oz. | 60 |
| 4 " | 6-oz. | 75 |
| 4 " | 8-oz. | 95 |
| 4 " | 12-oz. | 1 40 |
| 2 " | 12 oz. | 1 45 |
| 4 " | 16-oz. | 1 65 |
| 2 " | 16-oz. | 1 70 |
| 1 " | 2½-lb. | 4 10 |
| 1 " | 5-lb. | 7 30 |
| 2 " | 6-oz. } Per case. | $1 35 |
| 1 " | 1 -oz. } | |
| 1 " | 16-oz. } | |

JERSEY CREAM BAKING POWDER

| | |
|---|---|
| ⅛ size, 5 doz. in case | 40 |
| ⅛ size, 4 doz. in case | 75 |
| ¼ " 3 " " | 1 25 |
| ½ " 2 " " | 2 25 |

VIENNA BAKING POWDER.

| | Per doz. |
|---|---|
| 1 lb. tins, 4 doz. in box | $1 25 |
| ½ lb. tins, 4 " " | 1 25 |
| ¼ lb. tins, 4 " " | 75 |
| 3 oz. in paper, 4 doz. in box | 70 |
| 5 " " 4 " " | 35 |

### BLACKING.
SHOE POLISH.

| Henri Jonas & Co. | Per gross |
|---|---|
| Jonas' | $9 00 |
| Froments | 7 50 |
| Military dressing | 24 00 |

### BLUE.

| | |
|---|---|
| Keen's Oxford per lb | $0 17 |
| In 10 box lots or case | 0 16 |
| Reckitt's Square Blue 12-lb. box | 0 17 |
| Reckitt's Square Blue, 5 box lots | 0 16 |
| Gillett's Mammoth, boxes, 1 gross | 9 00 |

### BLACK LEAD.

| | |
|---|---|
| Reckitt's per box | 1 15 |
| Box contains either 1 gro., 1 oz. size; ½ gro., 2 oz. or ¼ gro. 4 oz | |

### CORN BROOMS

| Boecker Bros & Company | doz. net. |
|---|---|
| Bamboo Handles, A, 4 strings | 4 35 |
| " " B, 4 strings | 4 10 |
| " " C, 3 strings | 3 85 |
| " " D, 3 strings | 3 60 |
| " " F, 3 strings | 3 35 |
| " " G, 3 strings | 3 10 |
| " " I, 3 strings | 2 85 |

### BISCUITS.

| Carr & Co. Limited. Frank Magor & Co., Agents | |
|---|---|
| Cafe Noir | 0 15 |
| Ensign | 0 12¾ |
| Metropolitan mixed | 0 09 |

### CANNED GOODS.
MUSHROOMS.

| Henri Jonas & Co. | |
|---|---|
| Mushrooms, Rionel | $15 50 |
| " 1st choice Dutheil | 18 50 |
| " 1st choice Lenoir | 19 50 |
| " extra Lenoir | 22 00 |
| Per case, 100 tins. | |

FRENCH PEAS—DELORY'S

| Henri Jonas & Co. | |
|---|---|
| Moyen's No 2 | $9 00 |
| " No. 1 | 10 50 |
| ½ Fins | 12 50 |
| Fins | 14 00 |
| Tres fins | 15 00 |
| Extra fins | 16 50 |
| Sur extra fins | 18 00 |

### FRENCH SARDINES.

| Henri Jonas & Co. | |
|---|---|
| ⅛ Trefavennes | $9 50 |
| ¼ Rolland | 9 50 — 13 00 |
| ¼ Delory | 10 50 |
| ¼ Club Alpins | 2 50 |

### CHOCOLATES & COCOAS.

THE COWAN CO. LIMITED.

| Cocoa— | |
|---|---|
| Hygienic, 1-lb. tins, per doz | $7 25 |
| " ½-lb. tins " | 3 75 |
| " ¼-lb. tins " | 2 00 |
| " fancy tins " | 3 00 |
| Hygienic, 5-lb tins, for soda w fountains, restaurants, et lb | 0 55 |
| Perfection, ½-lb. tins, per doz | 3 00 |
| Cocoa Essence, sweet, ½-lb. tins per doz | 3 75 |
| Chocolate— | lb. |
| Queen's Dessert, ⅛'s and ¼'s | $0 40 |
| " 6's | 0 42 |
| Mexican Vanilla, ¼'s and ½'s | 0 35 |
| Royal Navy Rock " | 0 30 |
| Diamond " " | 0 25 |
| " 8's | 0 28 |

JOHN P. MOTT & CO.'S

R. S. McIndoe, Agent, Toronto.

| | |
|---|---|
| Mott's Broma per lb | 0 30 |
| Mott's Prepared Cocoa | 0 28 |
| Mott's Homeopathic Cocoa (¼'s) | 0 12 |
| Mott's Breakfast Cocoa (in tins) | 0 40 |
| Mott's No. 1 Chocolate | 0 30 |
| Mott's Breakfast Chocolate | 0 28 |
| Mott's Caracas Chocolate | 0 40 |
| Mott's Diamond Chocolate | 0 25 |
| Mott's French-Can. Chocolate | 0 18 |
| Mott's Navy or Cooking Chocolate | 0 28 |
| Mott's Cocoa Nibbs | 0 35 |
| Mott's Cocoa Shells | 0 05 |
| Vanilla Sticks, per gross | 0 90 |
| Mott's Confectionery Chocolate | 0 21 0 43 |
| Mott's Sweet Chocolate Liquors | 0 19 0 30 |

| Chocolate— Fry's. | per lb. |
|---|---|
| Caracas, ⅛'s, 5-lb. boxes | 0 42 |
| Vanilla, ⅛'s | 0 42 |
| "Gold Medal" Sweet, ⅛'s, 6 lb. bxs | 0 29 |
| Pure, unsweetened, ⅛'s, 6 lb. bxs | 0 42 |
| Fry's "Diamond," ⅛'s, 14 lb. bxs | 0 24 |
| Fry's "Monogram," ⅛'s 14 lb. bxs | 0 24 |

| Cocoa— | per doz |
|---|---|
| Concentrated, ⅛'s 1 doz. in box | 2 40 |
| " ¼'s, " " | 4 50 |
| " 1 lbs. " " | 8 25 |
| Homeopathic, ¼'s 14 lb. boxes | |
| " ½ lbs. 12 lb. boxes | |

| | |
|---|---|
| Epps's cocoa, case of 14 lbs., per lb | 0 35 |
| Smaller quantities | 0 37½ |

CADBURY'S.

| Frank Magor & Co., Agents. | per doz |
|---|---|
| Cocoa essence, 3 oz. packages | $1 65 |
| Mexican chocolate, ¼ and ½ lb. pkgs. | 0 40 |
| Rock Chocolate, loose | 0 40 |
| " " 1-lb. tins | 0 42 |
| Nibs, 11-lb. tins | 0 35½ |

CHOCOLAT-MENIER.




| | |
|---|---|
| Chocolate-Menier | ¼ and ½s 36c per lb. |
| " | ½s 40c. per cake. |
| Croquettes and Pastilles 20c. or per case of 108 $20. | |
| Menier Breakfast Cocoa ¼-lb. tins 13c. | |
| " " ½-lb. " 25c. | |
| " " 1-lb. " 50c. | |

WALTER BAKER & Co., LIMITED.

| | per lb. |
|---|---|
| Premium No. 1 chocolate, 12-lb boxes | [illegible] |
| Vanilla chocolate 6-lb boxes | 47 |
| German sweet, 6-lb. boxes | 37 |
| B'kfast cocoa, ½-lb. tins, plain; 6-lb. boxes | 51 |
| Cracked cocoa, ½-lb. pkgs. 12-lb. bxs. | 35 |
| Caracas sweet chocolate, 6-lb. boxes | 37 |
| Soluble chocolate (hot or cold soda) 1-lb. cans | 45 |
| Vanilla chocolate wafers, 48 to box, per box | 1 56 |

### CHEESE.

| | |
|---|---|
| Imperial—Large size jars, per doz. | $ 3 25 |
| Medium size jars | 4 50 |
| Small size jars | 2 40 |
| Individual size jars | 1 00 |
| Imperial Holder—Large size | 18 00 |
| Medium size | 15 00 |
| Small size | 12 00 |
| Roquefort—Large size, per doz | 2 40 |
| Small size | 1 40 |

# "THE EDWARDSBURG BRANDS"

# Starch

## . . and Syrup

Are well known all over the Dominion as a **STANDARD OF QUALITY.** ASSORTED STOCKS of all styles of packages now on hand, and PROMPT SHIPMENT guaranteed.

**EDWARDSBURG STARCH CO'Y, Limited**

**Established 1858.**

164 St. James St., MONTREAL. | Works: CARDINAL, ONT. | 53 Front St. East, TORONTO


## COFFEE.

JAMES TURNER & CO.

| | per lb. |
|---|---|
| Mecca | 0 32 |
| Damascus | 0 28 |
| Cairo | 0 20 |
| Sirdar | 0 17 |
| Old Dutch Rio | 0 12½ |

E. D. MARCEAU, Montreal.

| | per lb. |
|---|---|
| "Old Crow" Java | 0 25 |
| " Mocha | 0 25 |
| "Condor" Java | 0 30 |
| " Mocha | 0 30 |
| 15-year-old Mandheling Java and hand-picked Mocha | 0 50 |
| 1-lb. Fancy tins choice pure coffee, 48 tins per case | 0 20 |
| Madam Huot's Coffee, 1-lb. tins | 0 31 |
| " " " 2-lb. tins | 0 30 |

100 lb. delivered in Ontario and Quebec.

## CONDENSED MILK.




| Borden's Condensed Milk Co. | | |
|---|---|---|
| "Eagle" Milk | $1 75 | $2 00 |
| "Eagle" Cream | 1 20 | 1 25 |
| "Gold Seal" Brand | | 1 30 |
| "Peerless" Brand Evaporated Cream | | 1 20 |

## CLOTHES PINS.

UNITED FACTORIES, LIMITED.

| | |
|---|---|
| Clothes Pins (full count), 5 gross in case, per case | 0 57 |
| 4 doz. packages 12 to a case) | 0 12 |
| 6 doz. packages (12 to a case) | 0 92 |

## COUPON BOOKS—ALLISON'S

For sale in Canada by—The Eby, Blain Co., Limited, Toronto C. O. Beauchemin & Fils, Montreal

$1, $2, $3, $5, $10 and $20 books.

| | Un-numbered | Covers and Coupons numbered. |
|---|---|---|
| In lots of less than 100 books, 1 kind assorted | 4c. | 4½c. |
| 100 to 500 books | 3½c. | 4c. |
| 500 to 1,000 books | 3c. | 3¼c. |

Allison's Coupon Pass Book

| | |
|---|---|
| 1 00 books | 3 cents each |
| 2 00 books | 3 cents each |
| 3 00 books | 3 cents each |
| 5 00 books | 4 cents each |
| 10 00 books | 5½ cents each |
| 15 00 books | 6½ cents each |
| 20 00 books | 7½ cents each |
| 25 00 books | 8 cents each |
| 50 00 books | 12 cents each |

## EXTRACTS.

HENRI JONAS & Co.

| | Per gross. |
|---|---|
| 8 oz. London Extracts | $6 00 |
| 2 oz. " " (no corkscrews) | 5 50 |
| 2 oz. " " | 9 00 |
| 2 oz. Spruce essence | 6 00 |
| 2 oz. " " | 9 00 |
| 2 oz. Anchor extracts | 12 00 |
| 4 oz. " " | 21 00 |
| 1 oz. " " | 36 00 |
| 1 lb. " " | 70 00 |
| 1 oz. Flat " | 9 00 |
| 2 oz. Flat bottle extracts | 18 00 |
| 2 oz. Square " | 21 00 |
| 4 oz. " " corked) | 36 00 |
| 8 oz. " " " | 72 00 |
| | Per doz. |
| 8 oz. " glass stop extracts | 3 50 |
| 8 oz. " " " | 7 00 |
| | Per doz. |
| 2½ oz. Round quintessence extracts | 2 00 |
| 4 oz. Jockey decanters " | 3 50 |

## FOOD.

| | Per doz. |
|---|---|
| Robinson's Patent Barley ⅓ lb tins | 1 25 |
| " " " 1 lb. tins | 2 25 |
| " " Groats, ⅓ lb. tins | 1 25 |
| " " " 1 lb. tins | 2 25 |

## GINGER ALE & SODA WATER

per doz.

Cantrell & Cochrane's Imported Ginger Ale and Club Soda Water... $1 40

## JAMS AND JELLIES.

SOUTHWELL'S GOODS. per doz

Frank Magor & Co., Agents.

| | |
|---|---|
| Orange Marmalade | 1 |
| Clear Jelly Marmalade | 1 80 |
| Strawberry W. F. Jam | 2 00 |
| Raspberry " " | 2 00 |
| Apricot " " | 1 75 |
| Black Curran " | 1 85 |
| Other Jams, W. F. | 1 55 1 90 |
| Red Currant Jelly | 2 75 |

Jams— T. UPTON & CO.

| | |
|---|---|
| 12-oz. glass jars, per doz | $0 95 |
| 1-lb. glass jars, doz, in case, per doz | 1 50 |
| 2½-lb. tin pail, 2 doz. in crate, per lb. | 0 09 |
| 5-lb. tin pails, 8 pails in crate, per lb | 0 06 |
| 7-lb wood pails, 6 " " " | 0 06 |
| 14-lb. wood pails, per lb | 0 06 |
| 30-lb " " " | 0 06 |

Jellies—

| | |
|---|---|
| 1-lb. glass jars, per doz | $1 50 |
| 7-lb. wood pails, per lb | 0 09 |
| 14-lb. " " " | 0 09 |
| 30-lb. " " " | 0 09 |

## LICORICE.

YOUNG & SMYLIE'S LIST.

| | |
|---|---|
| 5-lb. boxes, wood or paper, per lb | $0 40 |
| Fancy boxes (36 or 50 sticks) per box | 1 25 |
| "Ringed" 5 lb. boxes, per lb | 0 40 |
| "Acme" Pellets, 5 lb. cans, per can | 2 00 |
| "Acme" Pellets, fancy boxes 40) per box | 1 50 |
| Tar, Licorice and Tolu Wafers, 5 lb. cans, per can | 2 00 |
| Licorice Lozenges, 5 lb. glass jars | 1 75 |
| " " 20 5 lb. cans | 1 50 |
| "Purity" Licorice 10 sticks | 1 45 |
| " " 100 sticks | 0 73 |
| Dulce large cent sticks, 100 in box. | |

## LIQUORS.

COGNAC IN CASES.

Ph. Richard.

| | |
|---|---|
| S.O. Quarts, 12's | $22 50 |
| F.C. " " | 15 00 |
| F.C. 1-15 bottles, 180's | 20 00 |
| V.S.O.P. " | 12 00 |
| V.S.O.P. pints, 24's | 13 00 |
| V.S.O.P. ½-pints, 48's | 14 00 |
| V.S.O.P. 1-15 bottles, 180's | 20 00 |
| V.S.O. quarts, 12's | 10 00 |
| V.S.O. 1-15 bottles, 180's | 18 00 |
| V.O. quarts, 12's | 8 50 |
| V.O. pints, 24's | 9 50 |
| V.O. ½-pints, 48's | 10 50 |
| V.O. 1-15 bottles, 180's | 14 00 |
| V.O. decanters, 12's | 10 50 |
| V.O. " pints, 20's | 13 00 |
| V.O. flasks, Imp. pints, with thumblers | 9 75 |
| V.O. " Reputed " " 24's | 10 50 |
| V.O. " " no " 24's | 9 50 |

Chas. Couturier.

| | |
|---|---|
| Quarts, 12's | 7 00 |
| ½ bottles, 24's | 8 00 |
| ¼ " 48's | 9 00 |
| 1-15 bottles, 180's | 13 50 |
| Flasks, 24's | 8 00 |
| ½ Flasks, 48's | 9 00 |
| Flasks Imperial pints, Copsule, 16's | 8 00 |

F. Marion & Cie.

| | |
|---|---|
| Quarts, 12's | 6 00 |
| ½ bottles, 24's | 7 00 |
| ¼ " 48's | 8 00 |
| Flasks, reputed 24's | 7 00 |
| Flasks, ½-pints, 48's | 8 00 |
| 1-15 bottles, 180's | 12 50 |
| Flasks, Imp. pints with thumblers, 16's | 8 00 |

Cognac In Wood.

Ph. Richard.

| | Gals. | ½ Oct's. | Oct's. | Bbls. | Hhds. |
|---|---|---|---|---|---|
| Couturier | $4 00 | $3 95 | $3 85 | $3 80 | .... |
| Marion | 3 75 | 3 60 | 3 50 | 3 40 | .... |
| Ph Richard V.S.O.P | 5 50 | 5 35 | 5 25 | 5 00 | .... |
| Richard V.O. proof | 4 25 | 4 10 | 4 00 | 3 90 | 3 80 |
| Richard 5 up. proof V. O. | 4 00 | 3 80 | 3 70 | 3 50 | 3 40 |
| Richard Fine champagne | 6 00 | 5 90 | .... | .... | .... |

Gin—Pollen & Zoon, in Cases.

| | |
|---|---|
| Red, 15's | $10 00 |
| Green, 12's | 5 00 |
| Poney, 12's | 2 50 |

Gin Pollen & Zoon, in Wood.

| | Gals. | ½ Oct's. | Oct's. | Bbls. | Hhds. |
|---|---|---|---|---|---|
| Gin, P. & Z. | $3 15 | $3 05 | $3 05 | $3 00 | $2 95 |

Mitchell Bros. Limited - Scotch.

| | 1 case. | 5 cases. |
|---|---|---|
| Heather Dew, ordinary qts. 12's | $ 7 00 | $ 6 75 |
| Heather Dew, stone jars, Imperial, 12's | 12 50 | 12 25 |
| Heather Dew, oval flasks, quart, 12's | 11 25 | 11 00 |
| Special Reserve, oval, pts. 24s | 11 75 | 11 50 |
| " " ordinary qts., 12's | 9 00 | 8 75 |
| Special Reserve, ½ bottles, pints, 24s | 10 00 | 9 75 |
| Extra Special Liqueur, flagon, 12's | 9 50 | 9 25 |
| Extra Special Liqueur, ordinary bottles, 12's | 9 50 | 9 25 |
| Heather Dew, flasks, 48's | 12 00 | 11 75 |
| " " ½ flasks, 60's | 9 00 | 8 75 |
| Mullmore, Imperial oval quart flasks, 12's | 10 00 | 9 75 |
| Mullmore, flasks, Imperial pints, 24's | 10 50 | 10 25 |
| Mullmore, flasks, ordinary pints, 24's | 7 75 | 7 50 |
| Mullmore, ½ flasks, ordinary, 48's | 9 00 | 8 75 |
| Mullmore, ordinary quarts, 12's | 6 50 | 6 25 |
| Mullmore ordinary pints 24's | 7 50 | 7 25 |

Scotch Whiskey in Wood.

| | Gals. | ½ Oct's. 9 gals. | Oct's. 17 gals. | Bbls 40 gals. |
|---|---|---|---|---|
| Special Reserve | $4 50 | $4 25 | $4 15 | $3 90 |
| Heather Dew "A" | 4 00 | 3 85 | 3 75 | 3 65 |


**RECKITT'S Blue and Black Lead** {ALWAYS GIVE YOUR CUSTOMERS SATISFACTION

Extra Special Liqueur .... 5 00 4 90 4 80 4 75
Old Scotch... 3 75 3 70 3 65 3 50

Whiskey in Cases.

Mitchell Bros., Limited—Irish.

Cruiskeen Lawn, stone jar, 12's.....$12 50
Old Irish, flasks, Imp. quarts, 12's. .... 11 25
" Special, quarts, 12's ..... 9 00
" " Imp. pints, 24's ..... 11 75
" round bottles, quarts, 12's.... 6 50
" round ½-bottles, pints, 24's.. 8 00
" 10-o . flasks, 48's..... 12 00
" 5-oz. flasks, 60's ..... 9 00

Irish Whiskey in Wood.

| | Gal. | ½-Oct. | Oct. | Bbl |
|---|---|---|---|---|
| Mitchell, "Special Old" ..... | $4 50 | $4 40 | $4 75 | $4 10 |
| Mitchell, "Old" .. | 4 00 | 3 90 | 3 75 | 3 65 |
| " "B" ... | 3 50 | 3 40 | 3 30 | 3 25 |
| " "C" ... | 3 00 | 2 | 2 80 | 2 75 |

Champagne Wine in Cases.

Duc de Pierland, quarts, 12's .....$14 00
" " pints, 24's ..... 15 00
Cardinal, quarts, 12's ..... 12 50
" pints, 24's ..... 13 50
Vve. Amiot Carte d'Or, quarts, 12's.... 16 00
" " pints, 24's..... 17 00
" " d'Argent, quarts, 12's 10 50
" " pints, 24's. 11 50

Blandy Bros Wine.

Blandy's Madeira Wine, in cases.

Very Superior, quarts, 12's ..... 8 50
Special Selected, quarts, 12's ..... 10 00
London Particular, quarts, 12's..... 13 00

Blandy's Malaga, in cases.

Pale Sweet Blue Label, quarts, 12's. .. 7 50
" White Label, quarts, 12's .. 10 00

Blandy's Sherry, in cases.

Manzanilla, quarts, 12's ..... 8 50
Morosa, quarts, 12's..... 11 00

Blandy's Port Wine, in cases.

Good Fruity, quarts, 12's ..... 7 50
Invalid Special, quarts, 12's..... 12 00

Blandy Bros'. Wine in Wood.

| | Gal. | Octave. |
|---|---|---|
| Madere, No. ½ ..... | $3 50 | $3 00 |
| " No. ¾ ..... | 4 50 | 4 00 |
| Malaga Pale Sweet ..... | 3 00 | 2 75 |

Canadian Whiskies. In barrels. per gal.

Gooderham & Worts, 65 O.P.....$ 4 50
Hiram Walker & Sons " ..... 4 50
J. P. Wiser & Son " ..... 4 49
J. E. Seagram " ..... 4 49
H. Corby " ..... 4 49
Gooderham & Worts, 50 O.P..... 4 10
Hiram Walker & Sons " ..... 4 10
J. P. Wiser & Son " ..... 4 09
J. E. Seagram " ..... 4 09
H. Corby " ..... 4 09
Rye, Gooderham & Worts ..... 2 20
" Hiram Walker & Sons ..... 2 20
" J. P. Wiser & Son..... 2 19
" J. E. Seagram ..... 2 19
" H. Corby..... 2 19
Imperial, Walker & Sons..... 2 90
Canadian Club, Walker & Sons ..... 3 60

Less than one bbl. per gallon.

65 O. P..... $4 55
50 O. P ..... 4 15
Rye..... 2 25

## LYE (CONCENTRATED).

GILLETT'S PERFUMED.

Per case.
1 case of 4 doz.....$ 3 60
3 cases " ..... 3 50
5 " ..... 3 40

## MINCE MEAT.

Wethey's Condensed, per gross net $12 00
" per case of doz. net..... 3 00

## MUSTARD.

COLMAN'S OR KEEN'S.

D. S. F., ¼ lb. tins, per doz. ..... $1 40
" ½ lb. tins, " ..... 2 50
" 1 lb. tins, " ..... 5 00
Durham 4 lb. jar, per jar ..... 0 75
" 1 lb. " ..... 0 25
F. D., ¼ lb. tins, per doz. ..... 0 85
" ½ lb. tins ..... 1 45

HENRI JONAS & Co. Per gross

Pony size..... $7 50
Imperial, medium ..... 9 00
Imperial, large ..... 12 00
Tumblers..... 12 00

Per gross

Mugs ..... 13 20
Pint jars ..... 18 00
Quart jars ..... 4 00

E. D. MARCEAU Montreal.

"Condor," 12-lb. boxes—
¼-lb. tins .....per lb. 0 35
½-lb. tins ..... " 0 33
1-lb. tins ..... " 0 32½
4-lb. jars.....per jar 1 20
1-lb. jars..... " 0 35

"Old Crow," 12-lb. boxes—
¼-lb. tins .....per lb. 0 25
½-lb. tins ..... " 0 23
1-lb. tins..... " 0 22½
4-lb. jars.....per jar 0 70
1-lb. jars..... 0 25

## OLIVE OIL

per case
Barton & Guestier's quarts..... $8 00
" " pints ..... 9 00

## ORANGE MARMALADE.

T. UPTON & CO.

1-lb. glass. 2 doz. case, per doz.. $1 00
7-lb. pails and 5 lb. tins..... 0 06
14 and 30-lb. pails ..... 0 06

## PICKLES.

STEPHENS'.

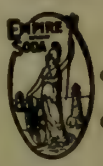
A. P. Tippet & Co., Agents.

Patent stoppers (pints) per doz. .... 2 30
Corked (pints), " .. 1 90

## SODA.—COW BRAND.




Case of 1 lbs. containing 60 pkgs. per box, $3.00
Case of ½ lbs. (containing 120 pkgs. per box, $3.00.
Case of 1 lbs. and ½ lbs. (containing 30 1 lbs. and 60 ½ lb. packages) per box, $3.00.
Case of 5c. pkgs (containing 96 pkgs) per box, $3.00.




EMPIRE BRAND.

Brunner, Mond & Co.

Case 120 ¼-lb. pkts. (60 lb.) per case $2 70.

Case 96 10-oz. pkts. (60 lb.) per case $2.80.

"MAGIC" BRAND.

per case
No. 1, cases, 60 1-lb. packages.... ... 2 75
" 2, " 120 ½-lb. packages..... 2 75
" 3, " {30 1-lb. packages / 60 ½-lb. packages} ... 2 75

## SOAP




A. P. TIPPET & CO., AGENTS
Maypole Soap, colors per grs. $10.20.
Maypole Soap, black per grs. $15.30
Oriole Soap, per gross, $10.20.

Gloriola Soap, per gross..... 12 00
Straw Hat Polish, per gross..... 10 20

## STARCH.

EDWARDSBURG STARCH CO., LTD.

Laundry Starches— per lb.
No. 1 White or Blue, 4-lb carton 0 06½
No. 1 " " 8-lb. " 0 06½
Canada Laundry ..... 0 05½
Silver Gloss, 6-lb. draw-lid boxes 0 08
Silver Gloss, 6-lb. tin canisters.. 0 08
Edwards'g Silver Gloss, 1-lb. pkg. 0 08
Kegs Silver Gloss, large crystal 0 07
Benson's Satin, 1-lb. cartons.... 0 08½
No. 1 White, bbls. and kegs .... 0 05¾
Benson's Enamel, per box, $1 50 to 3 00

Culinary Starch—
Benson & Co.'s Prep. Corn..... 0 07¼
Canada Pure Corn..... 0 05¾

Rice Starch—
Edwardsburg No. 1 white, 1-lb. car 0 10
Edwardsburg No. 1 White or Blue, 4-lb. lumps..... 0 08½

BEE STARCH.

Cases, 64 pkgs. 48's..... $5.00
¼ Cases, 32 pkgs. 24's..... 2.50
Packages 10c. each.

BRANTFORD STARCH WORKS, LIMITED.

Ontario and Quebec.

Laundry Starches—
Canada Laundry, boxes of 40 lbs. $0 05½
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lbs.... 0 06
Finest Quality White Laundry—
3-lb. Canisters, cases of 48 lbs... 0 06½
4-lb. " " ... 0 06¾
Barrels, 200 lbs..... 0 05¾
Kegs, 100 lbs..... 0 05¾
Lily White Gloss—
1-lb. fancy cartons cases 30 lbs. 0 08
6-lb. toy trunks, 8 in case..... 0 08
6-lb. enameled tin canisters, 8 in case ..... 0 08
Kegs, ex. crystals, 100 lbs .... 0 07

Brantford Gloss—
1-lb. fancy boxes, cases 36 lbs... 0 08½
Canadian Electric Starch—
Boxes of 40 fancy pkgs, per case 3 00
Celluloid Starch—
Boxes of 45 cartons, per case... 3 50
Culinary Starches—
Challenge Prepared Corn—
1-lb. packages, boxes 40 lbs.... 0 05¾
No. 1 Brantford Prepared Corn—
1-lb. packages, boxes 40 lbs.... 0 07¼
Crystal Maize Corn Starch—
1-lb. packages, boxes 40 lbs.... 0 07¼

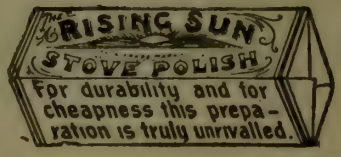
## STOVE POLISH.







No. 4—3 dozen in case, per gross .. 4 80
" 6—3 dozen in case, " " ... 8 40




Per gross
Rising Sun 6-oz. cakes, ½-gross bxs 8 50
Rising Sun, 3-oz. cakes, gross boxes.. 4 50
Sun Paste 10c. size, ½ gross boxes.. 10 00
Sun Paste, 5c. size, ¼ gross boxes.. 5 00




## TEAS.




SALADA CEYLON.

| | Wholesale | Retail |
|---|---|---|
| Brown Label, 1's ..... | 0 20 | 0 25 |
| " " ½'s ..... | 0 21 | 0 26 |
| Green Label, 1 and ½s..... | 0 22 | 0 30 |
| Blue Label, 1s, ½s, ¼s and ⅛s.. | 0 30 | 0 40 |
| Red Label, 1s and ½s..... | 0 36 | 0 50 |
| Gold Label, ½s..... | 0 44 | 0 60 |

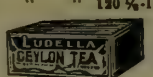



Ceylon Tea, in 1 and ½ lb. lead packages black or mixed.

Black Label, 1-lb., retail at 25c.... 0 19
" " ½-lb., " " " .... 0 20
Blue Label, retail at 30c..... 0 22
Green Label " 40c..... 0 28
Red Label " 50c..... 0 35
Orange Label, retail at 60c..... 0 42
Gold Label " 80c..... 0 55




Cases each 60 1-lbs..... .... 0 35
" " 60 ½-lbs..... } .... 0 35
" " 30 1-lbs..... }
" " 120 ¼-lbs ..... .... 0 36




LUDELLA CEYLON, 1's AND ½'s PKGS.

Blue Label, s..... 0 18½ 0 25
Blue Label, ½'s ..... 0 19 0 25
Orange Label, 1's and ½'s... 0 21 0 30
Brown Label, 1's and ½'s.... 0 28 0 40
Brown Label, ½'s. ..... 0 30 0 40
Green Label, 1's and ½'s.... 0 35 0 50
Red Label, ½'s..... 0 40 0 60

CROWN BRAND

| | Wholesale | Retail |
|---|---|---|
| Red Label, 1-lb. and ½'s..... | 0 35 | 0 50 |
| Blue Label, 1-lb. and ½'s..... | 0 28 | 0 40 |
| Green Label, 1-lb..... | 0 19 | 0 25 |
| Green Label, ½'s..... | 0 20 | 0 25 |
| Japan, 1s..... | 0 19 | 0 25 |

E. D. MARCEAU, Montreal.

Japan Teas—
"Condor" I 40 lb. boxes..... 0 37½
EMD AAA 40-lb. boxes ..... 0 37½
"Condor" II 40 lb boxes..... 0 36
" II 80-lb. " ..... 0 35
" III 80-lb. " ..... 0 32½
" IV 80-lb. " ..... 0 30
" X 80-lb. " ..... 0 [illegible]
" V 80-lb. " ..... 0 2[illegible]
" XXXX 80-lb. boxes .. 0 24
" XXXX 30-lb. " .. 0 25
" XXX 80-lb. " .. 0 21¼
" XXX 30-lb. " .. 0 22½
" XX 85-lb. " " .. 0 19
" LX lead packets ....
" Assorted cases (1 and ½ lb.) to retail at 40c. 0 28½
" L lead packets.....
" Assorted cases (1 and ½ lb.) to retail at 25c. 0 19½

Black Teas—"Nectar," in lead packets—
Green label .....retails 0 26 at 0 20
Chocolate label . .. 0 35 " 0 25
Blue label ..... " 0 50 " 0 36
Maroon label ..... " 0 60 " 0 45
Fancy tins—Chocolate, 1-lb..... 0 32½
" " —Blue, 1-lb. ..... 0 42½
" " —Maroon, 1-lb..... 0 50
" " —Maroon, 1-lb..... 1 50

Black Teas—"Old Crow" Blend—
Bronzed tins of 10, 25, 50 and 80 lb.
No. 1.....per lb. 0 35
No. 2..... " 0 30
No. 3..... " 0 25
No. 4..... " 0 20
No. 5..... " 0 17½

LIPTON'S TEA (in packages).

| | Price per lb |
|---|---|
| No. 1, cases 50 lb. (50 ½-lb. pkgs.... / 25 1-lb pkgs ..... | $0 25 / 34 |
| No. 1, cases 50 lb., in 5-lb. tins ..... | 35 |
| No. 2, cases 50 lb. (50 ½-lb. pkgs.... / 25 1-lb. pkgs..... | 29 / 28 |
| No. 2, cases 50 lb., in 5-lb. tins ..... | 29 |
| No. 3, cases 50 lb., (50 ½-lb. pkgs .... / 25 1-lb. pkgs..... | 23 / 22 |
| No. 3, cases 50 lb., in 5-lb. tins..... | 23 |
| Green Ceylon, No. 1 (50 ½-lb. pkgs .. / 25 1-lb. pkgs.... | 35 / 34 |
| Green Ceylon, No. 2, (50 ½-lb. pkgs.. / 25 1-lb pkgs.... | 29 / 28 |

## TOBACCO.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s and 10s.... 0 39
Royal Oak, 2 x 3, No ace, 8s..... 0 52
Something Good, 7s ..... 0 48
Chewing—Bobs, 5s and 10s..... 0 36
Currency, 13¾ oz. bars, spaced 9s.. 0 39
Currency, 7s and 10s..... 0 39
Old Fox, narrow 10s ..... 0 39
Snowshoe, 1-lb. bars, spaced 6s.... 0 43
Pay Roll, 6s..... 0 44

## VINEGARS.

E. D. MARCEAU, Montreal.

Per gal.
EMD, pure distilled, highest quality. 0 30
Condor, pure distilled..... 0 25
Old Crow ..... 0 20
Special prices to buyers of large quantities.

MICHEL LEFEBVRE.

Bull Dog, quadruple strength, regist'd 0 55
Lion "L" brand, registered..... 0 38
Imperial, triple strength, registered 0 33
Cote D'Or, extra super, registered.. 0 30
" household vinegar, registered 0 28
Crystal Pickling, extra..... 0 28
" " ordinary ..... 0 23
White Wine, XXX ..... 0 25
" " XX ..... 0 20
" " X ..... 0 17
Cider, XXX..... 0 27
" XX..... 0 22
" X..... 0 17
Pure English Malt, trip'e strength.. 0 45
" " " double strength 0 35
" " " single strength.. 0 25
Distilled white malt vinegar..... 0 50

JOHN HOPE & Co., MONTREAL.

Sir Robert Burnett & Co.'s English Malt Vinegar ..... 0 60

## WOODENWARE

UNITED FACTORIES, LIMITED.

Washboards, Leader Globe..... 1 50
" Improved Globe..... 1 60
" Standard Globe..... 1 80
" Solid Back Globe ..... 1 95
" Jubilee (perforated).... 1 95
" Crown..... 1 35

Per doz.
No. 1 2-hoop pails..... .... 1 55
" 1 3 " " ..... 1 70
" 0 Tubs ..... 8 50
" 1 " ..... 7 00
" 2 " ..... 6 00
" 3 " ..... 5 25

## YEAST.

Royal yeast, 3 doz. 5c. pkgs. in case.. 1 00
Gillett's Cream yeast, 3 doz ..... 1 00
Jersey Cream yeast cake, 3 doz. 5c.. 1 00
Victoria " " 3 doz. 5c.. 1 00
" " " 3 doz. 10c.. 1 80

NIXEY'S REFINED BLACK LEAD

By Appointment to H.M. the KING of the British Empire.

Sole Manufacturer of "Cervus" Square and Bag and Pepperbox Blues, and "Silver Moonlight" Stove Polish.

W. C. NIXEY, 12 Soho Square, LONDON, ENG.

Canadian Representative: MR. H. T. BAKER.

OUR TRADE MARK A — AUER LIGHT MANTLES LONGEST LIFE & BRIGHTEST — OUR TRADE MARK A

## A COMPARISON

TRASH

A cheap mantle gives a fair-light for a few nights, then grows dim and shrinks up to a "wasp-waist" like this:



The "Wasp-Waist" Cheap chemical.

This is caused by the cheap chemicals which the manufacturer used.

QUALITY

A good mantle, which cannot shrink, made of the purest chemicals, is the only kind we put our trade mark A on. It guarantees you the best that is made and will satisfy your customers.



The Auer Light Mantle Pure chemicals.

Lowest prices on mantles, shades, chimneys, globes and sundries.

*Write us if you are interested.*

AUER LIGHT CO., MONTREAL.

# "Empire" Soda

BEST FOR BAKING.

Made in England by

BRUNNER, MOND & CO.

Used in Canada by

All Careful Housekeepers.

WHY ISN'T IT IN YOUR STOCK?

WINN & HOLLAND,

SOLE AGENTS FOR CANADA,

MONTREAL.

ADVERTISING in WESTERN CANADA will be Carefully, Efficiently, and Promptly attended to by

The Roberts Advertising Agency,

WINNIPEG, CANADA

# THE "GLEANER"

KINGSTON, JAMAICA, B.W.I.

The Newspaper with the Largest Circulation in Jamaica and the West Indies.

Canadian manufacturers, merchants, etc., desiring to do business with this country and introduce their goods in this market, should put an advertisement in "THE GLEANER."

Write for scale of charges, etc., to

THE GLEANER CO.,

Limited

"Gleaner" Office, . . .KINGSTON, JA.

# BASKETS

We make them in all shapes and sizes. We have

*Patent Strawbord Berry Box*
*Grain and Root Baskets,*
*Clothes Baskets,*
*Butcher Baskets,*

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.

Oakville, Ont.

# BUSINESS NEWS

of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

Write us, giving us particulars of what you want and where you want it from, and we will quote you prices by return.

"Clippings from any Canadian paper on any subject."

CANADIAN PRESS CLIPPING BUREAU,

232 McGill Street, MONTREAL, QUE. Telephone Main 1255.

10 Front St. E., Toronto. Telephone Main 2701.

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S COOK'S FRIEND BAKING POWDER.

The Best Grocers make a point of Keeping it always in Stock.




**Don't use this kind of a light**

but write us for prices on any kind of Lamps or fittings.

We manufacture lamps and can suit you.

**LAMP CHIMNEYS**

WITH THESE LABELS

**ARE THE BEST.**

For Lime Flint. For Lead Flint.

# GOWANS, KENT & CO.

Wholesale

Crockery and Glassware
China and Lamp Goods

TORONTO and WINNIPEG.




# WETHEY'S CONDENSED MINCE MEAT

is unexcelled in quality. Its purity is unquestionable and the price is right. It is a money-maker for the grocer who pushes the sale of it, and it sells well all the time.

**J. H. WETHEY,**
LIMITED,
ST. CATHARINES, ONT.

# Crosse & Blackwell, Limited

## *Pickles, Sauces, Jams and Preserved Provisions.*

**C. E. COLSON & SON,** **MONTREAL.**

CHAS. P. CLARK, President. JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

# BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World.
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

**THE BRADSTREET COMPANY** gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information, no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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—OFFICES IN CANADA—

HALIFAX, N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
OTTAWA, ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

**OAKEY'S** The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters.

'WELLINGTON'

**KNIFE POLISH**

**JOHN OAKEY & SONS, LIMITED**
MANUFACTURERS OF
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England.
Agent:
JOHN FORMAN, 644 Craig Street
MONTREAL

VOL. XVI MONTREAL AND TORONTO, OCTOBER 3, 1902 NO. 40

PUBLISHED EVERY FRIDAY

THE CANADIAN GROCER AND GENERAL STOREKEEPER

CIRCULATES IN EVERY PROVINCE

SELL ONLY THE BEST!

In Competition with the World we have received the

Highest Awards Made . . .

These substantiate our claim that : : : : :

Colman's Mustard

IS THE BEST IN THE WORLD



Ask your grocery house for particulars. It is possible they may suggest some other brand, if they have not tried "IMPERIAL." Insist on "IMPERIAL," it will pay you many times over.

Your Customers Cannot Expect to get the best results with their pickles, sauces and catsups unless they use the very highest quality in Vinegar. There's a great deal in the Vinegar, and they know it, and leave it to you to send them the grade that gives the most perfect results.

That's

"IMPERIAL" White Wine Vinegar

every time.

The Vinegar that is used by the most successful and prominent pickle and sauce manufacturers in Canada to-day. No experimenting with "IMPERIAL." The best for all purposes where Vinegar can be used.

AND NOTE THIS FACT—

Just the price of ordinary standard Vinegar.

We find this brand of Table and Dairy

# SALT

rapidly increasing in favor—

# BRUSSELS

**WHY?**

**Because**

1. It is PURE.
2. It is Fine and White.
3. It is put up in neatly sewn, attractively printed packages.
4. There is no fault to be found with it.

R. & J. RANSFORD,

Established 1868

Clinton, Ont.




# LICORICE . . .

We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, plain and corrugated; Acme Licorice Pellets; Y. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLIABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and Golf-Sticks, 100 to box; Blow Pipes, 200 and 300 to box; Manhattan Wafers, 2½-lb. boxes; Curved Stem Pipes, 200 to box. Write for illustrated catalogue.

YOUNG & SMYLIE

Established 1845. BROOKLYN, N.Y.

**ENTERPRISE on an article is a Guarantee of QUALITY**

**ENTERPRISE**

**Bone, Shell & Corn Mill**

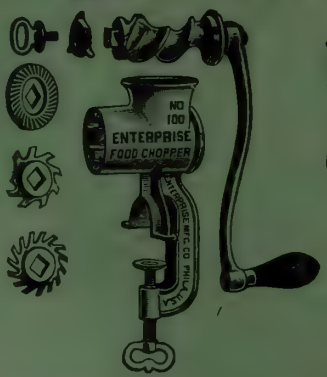


No. 750, $7.50

**Meat Juice Extractor**



No. 21, $2.50




# FOOD CHOPPERS

**Four Knives with each Machine**

**No. 100,** *chops 2 lbs. per minute,* **$1.50**
**No. 300,** *chops 3 lbs. per minute,* **$2.25**

**Sell every Day in Year**

**GUARANTEED TO CHOP RAW MEAT**

*Illustrated Catalogue FREE* *Order through your Jobber*

**Cherry Stoners**

*5 Sizes & Styles*



No. 1, $7.50 doz.

**Rapid Grinding & Pulverizing Mills**

*45 Sizes & Styles for Hand & Power, $1.25 to 300.00*



No. 2½, $4.75

New York Branch, 10 Warren Street

The Enterprise Mfg. Co. of Pa., Philadelphia, Pa.

San Francisco Branch, 105 Front Street



# Wheat Marrow.

The ideal Summer Breakfast Food. Light, healthful, nourishing—it sells quick and makes a quick profit, **and a good one.**

# Stephens' Malt Vinegar.

**Absolutely Pure Malt.**

Stephens' brewery is one of the largest in the United Kingdom and up to date.

# Macurquarht's Worcester Sauce.

A rich, full-bodied Table Sauce that gives zest to appetite and trade. Bottled in England; not shipped in bulk and bottled here. A high-class Sauce at a low price.

*Sold by leading wholesalers.*

A. P. TIPPET & CO., Agents,
Montreal. Toronto.

FRASER GROWS RUIT

WRITE OR WIRE

J. D. FRASER

Leamington,

for Early Tomatoes, Cucumbers, Muskmelons, **PEACHES** and Watermelons by the car load.

GOLD MEDAL, PARIS, 1900.

**Walter Baker & Co.'s**

PURE, HIGH GRADE

**Cocoas and Chocolates.**



TRADE-MARK.

**Breakfast Cocoa.**—Absolutely pure, delicious, nutritious, and costs less than one cent a cup.

**Premium No. 1 Chocolate.**—The best plain chocolate in the market for drinking and also for making cake, icing, ice-cream, etc.

**German Sweet Chocolate.**—Good to eat and good to drink; palatable, nutritious, and healthful.

**WALTER BAKER & CO. Ltd.**

ESTABLISHED 1780.

**DORCHESTER, MASS.**

BRANCH HOUSE, 12 and 14 St. John St., MONTREAL.

TRADE-MARK ON EVERY PACKAGE.




**Downweight is a Thief**

**Stealing Your Profits Every Time You Use Your Scales. . . .**

The Toledo Springless, Automatic, Computing Scale, **"The Scale with Brains,"** is the only scale in the world that positively stops the giving of **DOWNWEIGHT.** It is the only Automatic Computing Scale in the world without springs. No hand operation in weighing; no prices to set; no levers to move; no weights to lift; no poises to shift; you simply place the article to be weighed on the scale, and the scale instantly and automatically shows in plain figures:

1. The weight of the article in pounds and ounces.
2. The price per pound.
3. The total value of the article in dollar and cents.

It is a mechanical wonder, marvelous in its Simplicity, Sensitiveness, Accuracy and Rapidity of Operation. Made in many styles and sizes for all kinds of stores. Write to-day for illustrated catalogue.

**Toledo Computing Scale Co.**

**DEAN & McLEOD,**

Canadian Agents, HAMILTON, ONT.




**The warm weather quickly tires.**

**Don't it make you think of HIRES'?**

Beware of cheap imitations which are offered every season to the trade.

**HIRES' ROOT BEER**

was the first on the market; holds first place to-day and has never yet been equalled for quality.

**Price, in lots of one gross and over - - - - per gross $20.40**

**Price, in 5-gross lots and over - - - - - - " $19.40**

**Freight Prepaid on Two Gross and Upwards.**

SEND YOUR ORDER TO.... **W. P. DOWNEY, Sole Canadian Agent,**

**20 and 22 St. Peter Street, - MONTREAL.**

**Handbills, Showcards, etc., on receipt of Business Card.**

**IT'S HARDLY NECESSARY**

to tell you that you must get hold of

**"MARGUERITE" CIGARS**



when you want the best selling Canadian Cigar. There is no other cigar at same or any other price so widely and favorably known as **"Marguerite."** We stand behind you in handling these cigars. You have our guarantee to back you up. Are you ready to place another order now?

**Geo. E. Tuckett & Son Co.,** LIMITED

**HAMILTON.**

## SUIT THE SMOKER.

When you sell a man cigars be sure you sell him cigars that will please him so that he will buy them again and often. That's what I do. My customers buy of me year after year, in increasing quantities. That's because **their** customers like my cigars.

**J. Bruce Payne,**

Cigar Mfr. GRANBY, QUE.

## "Sterling" Brand Pickles

Help to build up your trade.

Every time you sell this brand of pickles to a customer it puts a link in the chain that holds his trade.

Our pickles are put up in an attractive form and they never fail to satisfy.

**T. A. LYTLE & CO.**

124-128 Richmond St., West, TORONTO.

## A Steady Rise

## MOLINA BREAKFAST FOOD

has grown in popular favor steadily. It is not a sky-rocket—a brilliant flash and then ashes. Every year has shown a marked but material increase as its general merits become more widely known. When it makes friends it keeps them. It is a natural and wholesome food of Wheat sterilized and kiln-dried, but not predigested.

Grocers, your customers will appreciate

## MOLINA BREAKFAST FOOD.

The Breakfast Food that "has a flavor like popcorn."

**THE TILLSON CO., Limited, Tillsonburg, Ont.**

# JAPAN TEA



JAPANESE TEA-HOUSE GARDEN

**JAPAN TEA** is most assuredly the tea par-excellence for those who appreciate delicacy of flavor and purity. It has all the qualities that combine to make a perfect tea.

It is always clean and wholesome, for the soil and climate of Japan are peculiarly adapted to the growth of the tea plant in perfection.

**Merchants everywhere in Canada are selling it.**
**Are you ?**

JAPAN CENTRAL TEA TRADERS' ASSOCIATION.
Trafalgar Chambers, Sun Life Building Annex.
Tel. Main 4142. MONTREAL, CANADA.




# IMPERIAL MAPLE SYRUP

The Standard from Ocean to Ocean.

**Merit Acknowledged**
**Superiority Admitted.**

## YOUR MONEY BACK

IF NOT SATISFACTORY.

ROSE & LAFLAMME, Agents
**Montreal.**

# Ivory Gloss Starch

**is the leader.**

You will find it pays to recommend it to the public. Customers never change after using it once. Reliable, profitable, and here to stay.

**THE ST. LAWRENCE STARCH CO.,**
LIMITED
**PORT CREDIT, ONT.**

## WHITTEMORE'S POLISHES.

THE WORLD'S STANDARD.

**THE OLDEST AND LARGEST MANUFACTURERS OF SHOE POLISHES IN THE WORLD.**




## "GILT EDGE"

The only Ladies' Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful finish. Once tried always used.

**LARGEST QUANTITY, FINEST QUALITY.**
**For Sale by all Wholesale Grocers.**

# MOLASSES

When ready to buy don't forget to ask us for our quotations on a carload delivered at your station; you will be glad you did so.

**The Dominion Molasses Co.,**
Limited
**Halifax - Nova Scotia.**

CHOICEST PRODUCTIONS FROM MOST FAVORED DISTRICTS IN GREECE.

HAY CASTLE BRAND
CHOICEST SELECTED CURRANTS
CAREFULLY SELECTED BY THE GROWERS. BY APPOINTMENT – W. H. GILLARD & CO., – SOLE AGENTS. HAMILTON, ONT. FOR CANADA.

PARADISE BRAND
SELECTED CURRANTS.
CAREFULLY SELECTED BY THE GROWERS. BY APPOINTMENT – W. H. GILLARD & CO., – SOLE AGENTS. HAMILTON, ONT. FOR CANADA.

Cases and ½-Cases. W. H. GILLARD & CO., Wholesale Grocers, Tea and Coffee Importers, HAMILTON.




THE DOMINION BREWERY CO., LIMITED
Brewers and Maltsters
TORONTO
Manufacturers of the Celebrated
WHITE LABEL ALE
ASK FOR IT AND SEE THAT OUR BRAND IS ON EVERY CORK.

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.
WM. ROSS, Manager.



TRADE MARK
GROCERS' WHOLESALE CO., LIMITED
UNITY AND QUALITY
HAMILTON.
REGISTERED

IN STORE
BARBADOS RAW SUGAR
IN BARRELS. BRIGHT, EXCELLENT FLAVOR.
SPECIAL VALUE in
MOLASSES

We are headquarters for best molasses in original packages. First car arriving about October 10th of choicest Barbados, in puncheons, barrels and ½-barrels. Quality cannot be surpassed. This shipment is well sold. Special prices for orders to arrive. We can interest you in all grades of fruits.

Grocers' Wholesale Company, Limited, Hamilton.

NEW PACK—NIMPKISH RIVER—SALMON HAS BEEN RECEIVED BY GROCERS' WHOLESALE COMPANY, LIMITED, HAMILTON.
CORRESPONDENCE SOLICITED

# The Canadian Grocer

AND GENERAL STOREKEEPER.

Vol. XVI. MONTREAL AND TORONTO, OCTOBER 3, 1902. No. 40.


## ADVERTISING COMMENTS.

THE power of persistent and extensive advertising has been recently demonstrated by the success of The National Biscuit Company of Jersey City, whose "Uneeda" biscuits and their successors are pretty well known to the general public. Being in the grocery line the following extract from the annual report of Chairman Green, of the board of directors, should interest Canadian merchants :

"When our company started," he said, "our goods were sold almost entirely in bulk. We determined that the true way to sell was in small, air-tight, moisture-proof packages. We soon found that we had hit popular taste, and the "Uneeda" brand was followed by many other packages put up in In-er-seal form. We have reached consumers almost wholly through advertising, and results have been far beyond our hopes. In the past year the total sales increased to $38,625,135, a gain of $2,185,975, or 6 per cent., and the profits increased to $3,670,445, a gain of $352,000 over the previous year. During the past year the company invited its employes to invest in its stock, and they have taken over 4,000 shares."

* * *

The Acme Tea Company of Philadelphia, of which Thomas P. Hunter is president, now controls 110 grocery stores in that city. But this is not the surprising part of the matter. When it is further explained that the first of these 110 stores was started only 17 years ago with the modest capital of $400, then it will be seen that there is something phenomenal about this growth. The business was started in Thomas P. Hunter's name, trading as The Acme Tea Company. In 1900 The Acme Tea Company was incorporated for $1,000,000, with a paid-up capital of $700,000. This stock is owned by employes of the company, and the controlling stock is owned by Thomas P. Hunter. The Acme Company roasts all its own coffee. It manufactures a great many of its own goods and has grown and canned special goods under its own brand. Mr. Hunter hopes to have a grocery store on every corner of Phildelphia."

If it were asked, what more than anything else has brought about this marvelous growth, a good many people would be inclined to say that the judicious advertising, which the firm has always used, has had a great deal to do with its success. Mr. Hunter, himself, is a firm believer in the effectiveness of up-to-date advertising, and attributes great things to it. The Acme Tea Company at present uses a quarter-page advertisement in every Philadelphia paper on Mondays and Thursdays.

* * *

Suppose a grocer gets in a line of goods which he is convinced is absolutely the best of its kind in a certain community. He knows that none of his competitors has as good goods and he also knows that the population of the town buys approximately the same bulk of these goods from each grocery store. Now, how is the general mass of the population going to know that his goods are any better than those of the other grocers, if he doesn't explain the superiority of his stock through the public press? A commonsense, plain, and truthful state ment of the good points of his wares is absolutely necessary if he would make headway.

* * *

Advertisers should remember that the papers cannot do more than half the work in making a success of any business. A paper will bring the inquiry, but the advertiser must do the real selling. Just there is where he is inclined to shirk. He sends a circular, or catalogue, and then sits down with folded hands to wait for orders. He should do more. He should follow up his catalogue with letters—not one or two, but many—until he finally gets his order. He goes to considerable expense to get a prospective customer, and then lets him get away through not "keeping everlastingly at him." If all advertisers had a systematic plan of following up inquiries, successes would be many more than they are now.—Judd's July Jottings.

* * *

The advertising manager of a large wholesale grocery firm believes that retail grocers will find it more remunerative to "feature" lines of goods that bring in a decent profit rather than to advertise cuts in sugar and the unprofitable staples. The grocer who keeps a super-excellent stock of cheeses, condiments, fruits, and higher-priced ware, says he, can afford to advertise them almost exclusively, leaving the sugar trade to the man around the corner who sells a dollar's worth for ninety-nine and a half cents.

People of this country have been educated to go to the newspapers to find where to go for what they need. This is so true that no well-informed man will deny it. It follows that the advertiser who uses the newspapers will get the customers. This does not mean that the newspaper is the only means for successful advertising, but it is the universally approved medium, although some who believe in it may employ other methods as well. All believe in its merit, while all do not give pre-eminence to any other one method.

* * *

Free coffee and tea, served to shoppers during the busiest hours of the day, are store attractions that cost very little and are productive of invaluable prestige. Women appreciate little attentions. Good store service has some of the qualities of good restaurant service. The ingredients of a dollar dinner may not cost nearly as much in proportion as those of the 25-cent meal, but the tact shown in serving makes the dinner absolutely distinct. The service of a store ought to express the management's good-will to and conscientious care for patrons. The serving

Don't forget that **we guarantee** the

# Sun Paste Stove Polish.

If these goods are not perfect in every way we shall protect our guaranty.

## MORSE BROTHERS, CANTON, MASS.,

**Proprietors Rising Sun Stove Polish and Sun Paste Stove Polish.**

**For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.**

of small luxuries like tea and coffee costs very little compared to some forms of advertising, and the store which first adopted it in a town would secure a distinction that could hardly be taken away from it by subsequent imitators.—Printers' Ink.

### SUCCESS AS A GROCER.

THE subject which I am about to discuss is a very broad one and covers a vast field of thought, but I will endeavor to follow it closely, yet briefly, touching only on those points which I consider the stepping stones to success as a grocer, says D. Mansfield in Inland Grocer.

In this business, as in any other, it is necessary in order to be successful that the person should have had some experience and also that his inclinations should be along this line. New and startling difficulties will beset him on all sides unless he has by actual experience learned how to turn aside these obstacles or else by careful management surmount them.

If his training has been in the country town, he should by all means locate there; if in the city, there he should begin his business, for the difference in conducting business in the country and in the city would be so great that he could scarcely hope to succeed should he move from one to the other.

One of the greatest difficulties which a grocer may meet is the accumulation of stale goods in the store, causing a "dead weight" on his hands. This difficulty can only be overcome by great care in buying and selecting your stock. Watch your stock carefully. Keep a good assortment on hand and yet be slow in buying more than your trade demands of perishable commodities.

Be friendly with your neighbors. Be united in your labors and, above all else, do not be duped into a price-cutting contest, which will surely result in injury to yourself.

Strive to keep your store popular and yet get good living prices. Often stores with the best patronage are receiving the best prices.

Now comes the question which confronts all business men and which must be answered by each and every merchant individually, and that is the question, "Shall it be cash or credit?" I have been in business eleven years and have spent much thought and effort on this subject. In my business I am unable to follow a cash system on account of the farmers' inability to meet their obligations through the months in which they have small returns from their farms. I therefore give a limited credit and make a study of the ability of each individual. I learn his circumstances thoroughly and know just how much credit I can safely give him. In many instances I feel safe in saying that I know their circumstances better than they know themselves.

Care must also be taken in collection. Always choose an opportune time for pressing them to meet their obligations. Never ask a man to pay you when you know he hasn't a cent to pay with. Watch him closely and seize the first opportunity when he has the cash. In most cases, unless very hard pressed, he will meet his obligations like a man. I have always attended to this department personally and can safely recommend this method to others as I have had good results.

Keep your business full of life. Be enthusiastic in your work. Enthusiasm is catching. Your clerks will get your spirit and hustle, too, without being driven. Say to them, "Come on with me," and let them feel that you are not afraid to trust them, but let them bear responsibility; and above all, do not shirk responsibility yourself.

Never waver when it is necessary to say "No." Do not send your clerk, but step up and tell the customer yourself. He will have greater respect for you and it will avoid embarrassment for the clerk.

Never advertise what you cannot do and do not intend to do. The disappointment which would result among your trade would cause them to lose confidence in you and in your business.

Be prompt in replying to your correspondents. This may seem but a small matter, but it means volumes. No matter how little you are concerned with the matter in hand, reply promptly, showing at least this courtesy to the correspondent. That very letter may open the way to a friendship which in later years may not only be very pleasant but very profitable.

Keep your credit good that you may buy as low as possible and therefore be able to meet all competition and retain a legitimate profit.

Lastly, avoid buying from too many firms. Select good houses and stay by them. Be prompt in meeting your obligations and let them feel that they can depend upon you for prompt payment. Then should you meet with misfortune and be obliged to ask for favor for a short time, you may expect it to be granted freely, as they can put confidence in your integrity and will also feel under obligations to you for the confidence you have placed in their business and the patronage you have given them. Some merchants reason that there is no friendship in the business world, but I differ from them. I am buying now from the houses I commenced dealing with, and during the years of our business associations I have found no truer friends. So I believe that in order to make a thorough success of the grocery business you should win the confidence of all with whom you have business relations.

### "TERSE TANK TALKS."

A neat, well-gotten-up booklet containing a great many truths pertaining to the economical and convenient storage and handling of coal oil and gasoline is published by S. F. Bowser & Co., Fort Wayne, Indiana, under the title above given. Anyone interested in handling oil at a profit will do well to write this firm for their little booklet, which they will send postpaid free of charge.

# DO IT NOW

Glance over your supply of **Coffee, Mustard, Tea, Syrup, Extracts, Salmon, Baking Powder,** etc., and replenish with **"EMPIRE"** brands. They make a fine display.

Note our **warning** in last week's GROCER re buying from others.

## Lucas, Steele & Bristol, Wholesale Grocers, Hamilton, Ont.

JERSEY CREAM YEAST CAKES—THE ONLY YEAST WITH CREAM IN IT.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

We find people are getting tired of 10c. and 15c. Baking Powders, and are buying our strictly high-grade

## Jersey Cream Baking Powder

This is as it should be. To give it an extra push our travellers are authorized to give you special inducements during the month of October in 5-case lots. See them or write to

**LUMSDEN BROS., HAMILTON AND TORONTO.**

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

JERSEY CREAM YEAST CAKES—THE ONLY YEAST WITH CREAM IN IT.

## James Turner & Co., Wholesale Grocers, Hamilton

WHOLESALE AGENTS, AND CONTROLLERS OF THE FOLLOWING.

Each line a quick seller, yielding a good profit to the grocer.

Every line well known, and it is hard to keep a first-class store without such:

### *TEAS*

"RAM LAL'S" Pure Indian package Tea, packed on the Gardens in India.
"KHAKI," Pure Indian package Tea, packed on the Gardens in India.
"MASCOT" package Tea, Black, Mixed, or Ceylon Green.
"GOLDEN AGE" package Tea, Black, Mixed, or Ceylon Green.

### *TEAS, bulk*

"RANGNUGGER" bulk Tea, Black, in 100-lb. tins.
"BUSBY" Japan, pale liquoring Tea.

### *COFFEES*

"MECCA"—The peer of all Coffees.
"DAMASCUS"—A beautiful, flavory, fine drinking Coffee.
"CAIRO"—A heavy-bodied, strong Coffee (without Rio).
"OUR OWN"—A Rio Coffee, put up from high-type Coffee.

### *Other Groceries*

Bensdorp's Royal Dutch Cocoa.
Rowat's Scotch Pickles, all shapes.
"H. & H." SOAP.
Taddy's English Tobacco, "ORBIT."
Taddy's English Tobacco, "PREMIER NAVY."
Taddy's English Cigarette Tobacco, "MYRTLE GROVE."

MANUFACTURERS OF

"SIGNAL" BROOMS, "STANDARD" BROOMS, MINING BROOMS (wire strings)

NEW GOODS 1902 PACK

Now in Store

Choice Apricots, 25-lb. Boxes
" Peaches, 25-lb. "
" " 50-lb. "

THOS. KINNEAR & CO.,

Wholesale Grocers, 49 Front St. East, TORONTO

## HINTS TO BUYERS.

Contributors are requested to send news only not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

A FULL assortment of Crosse & Blackwell's goods, including peels, pickles, sauces, etc., has just arrived in store with Grocers' Wholesale Co., Limited.

New Malaga raisins were delivered by Lucas, Steele & Bristol last week.

Grocers' Wholesale Co., Limited, offers Van Houten's cocoa at right prices.

Labrador herrings, bbls. and halves, are in store with Lucas, Steele & Bristol.

The Davidson & Hay, Limited, are selling a fine quality of Spanish onions at a low price.

Ask Lucas, Steele & Bristol for kippereens. They have them in cardboard boxes.

The Davidson & Hay, Limited, have just received a consignment of Loggie's 2-lb. "Eagle" brand blueberries.

Spanish onions in crates are offered at low figures by The Eby, Blain Co.. Limited. Special quotations in round lots.

The T. Kinnear Co. have received large shipments of Jose Part select saisins, dried Californian peaches and apricots, of which they are now ready to dispose.

"Our sage, savoury, poultry dressing, etc., in screw top jars are sellers," say Lucas, Steele & Bristol.

A shipment of fine Filiatra cleaned currants in half-cases has just been received by The Davidson & Hay, Limited.

The Eby, Blain Co., Limited, have a large stock of Sultana raisins which they are offering at special quotations in round lots. These are especially suitable for bakers and confectioners.

Close buyers should communicate with The R. & J. H. Simpson Co., Guelph, Ont., when open to buy new cleaned Filiatra currants in cases and half-cases for delivery about November 1.

"Golden Imperial" pickling vinegar, offered by Lucas, Steele & Bristol, is absolutely good and will keep pickles for any time.

The R. & J. H. Simpson Co., wholesale grocers and tea importers, Guelph, Ont., have just received a car of New Orleans molasses in bbls. and half-bbls. which they are offering at a special price.

The Eby, Blain Co.. Limited, have just completed extensive alterations and additions to their mill and report that they are now in a position to fill all orders for "Wheat-Os," the ideal breakfast food.

## PROSPEROUS GROCERS.

Gibbons Bros., retail grocers, Toronto, have removed their business from 750 to 742 Queen street east. So much has their trade increased that they found it necessary to seek these new quarters which are a good deal larger and handsomer in every way than the old, and are provided with a large basement. The front has been nicely painted and two large plate-glass windows have been put in. New shelving and counters have been added to the store and there is comfortable stabling at the back. Gas lights up the interior, light being supplied from a row of jets running down the centre of the store, and everything is kept neat and fresh about the place. The business of Gibbons Bros. ought greatly to increase with their removal to their new stand.

## LIFTING SUGAR BEETS.

The lifting of the crop of the Ontario Sugar Co., near Berlin, consisting of 5,000 acres, was commenced last week, and will keep the growers hustling for weeks. The slicing of the beets will probably commence on October 4, and a big demonstration, in which the people of Berlin and the vicinity will paaticipate, will mark the beginning of operations in the new plant.

For Fall Delivery

We are booking orders for fancy Cheese, including

Roquefort, Gorgonzola, Gruyere (Swiss), Edam, Pineapple,
Canadian and English Stiltons, etc.

Particulars and quotations on application.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited, - TORONTO

NEW
CLEANED CURRANTS
GET OUR PRICES.
THE DAVIDSON & HAY, LIMITED
Wholesale Grocers. TORONTO.

## TRADE CHAT.

THE shipment of oysters from Prince Edward Island commenced last week. The first lot was shipped to Montreal by S. C. Craswell, North St. Eleanors.

J. O. Cameron, late with The Hudson's Bay Co., is starting a general business at Michipicoten River.

"Salada" Tea Co. have been so rushed with business they have found it necessary to work every night.

D. R. McIntyre, general merchant, of Belmont, was married on September 24 to Miss Edith Browne, of Winnipeg.

Mrs. Florence L. Smith, wife of Edward N. Smith, grocer, Sarnia, died at her home September 26, at the age of 27 years and 2 months.

A prominent fruit grower of Queenston, Carl E. Fisher, was appointed last week to the registrarship of deeds for the County of Lincoln.

Among the exports to the United States from Canada last week were 81,172 lb. of "Salada" Ceylon tea.

The grocery business conducted for a number of years by Walter J. Stewart in Thornbury has been purchased by W. F. Rolph, of Stayner.

The Government cold-curing rooms for cheese at Woodstock, Brockville, Cowansville and St. Hyacinthe were closed at the end of September, and will not be reopened again until next summer.

The premises of Watt & Gordon, who keep a wholesale grocery and liquor store in Montreal, were visited last week by burglars and $125 was carried off from the office safe. This is five times that this building has been entered by burglars.

On September 20 the fish-curing establishment of Leonard Bros., St. John, N.B., were visited by fire. The firm had a large quantity of fish in stock, which, owing to the excellent services of the salvage corps, was for the most part removed. The amount covered by insurance is said to be small.

The refrigerator car service on the Canadian Pacific and Canadian Northern for the handling of perishable freight during the summer was discontinued last week, the weather now being sufficiently cool to ship this freight by ordinary box car. The heated car service will be inaugurated as soon as severe weather sets in.

A record crop of peas this year is that of Jas. McComb, of Arnott, near Chatsworth, Ont. Mr. McComb had nine acres of peas, which, when threshed, produced 360 bush., an average of 40 bush. to the acre. This pea is called "The Chancellor," and was selected by Mr. McComb from four varieties submitted to him for testing purposes from the Experimental Farm at Guelph.

## P. E. I. LOBSTER HATCHERY.

According to The Charlottetown Guardian, Professor E. E. Prince, Dominion Fishery Commissioner, purposes to visit that town shortly to report upon the most desirable site for a lobster hatchery.

This hatchery, which is due to the efforts of the Fishery Department to conserve the lobster industry, will have sufficient capacity to hatch from the spawn 100 to 150,000,000 of little lobsters yearly. Of course, much of the lobster spawn and even many of the young lobsters will be destroyed by other creatures of the deep, but there will still be sufficient, it is expected, to replenish the waters of the Island with these crustaceans.

T. B. Cramp, Orillia, has moved into the new store which he has lately had erected.



UPTON'S
JAMS, JELLIES AND MARMALADE
have never been approached in quality.
Best value obtainable. It will not take long for your customers to discover it.
A. F. MacLAREN IMPERIAL CHEESE CO., Limited.
AGENTS, TORONTO, CANADA.

# THE PROVISION TRADE.

**Beef in England—The Markets—Miscellaneous Notes.**

### BEEF IN ENGLAND.

A LETTER from George McMicken, A former Winnipegger, who now resides in London, Eng., as agent of the Great Northern Railway steamship lines for Europe, to a friend in Winnipeg contains some interesting information.

Beefsteaks in London, Mr. McMicken writes, are dear to many, and soon will be dear to everybody. The price is now up to 1s. 6d. per lb. This is worse than Klondike prices. Supplies of beef in England just now are scarce, and prices are commensurate with the scarcity. One of the London dealers, Mr. McMicken says, in discussing prices in a newspaper interview, said: "The ring are limiting supplies. The people must have beef, and the ring know it. Hind quarters are selling at 7¼ to 9½d. per lb. wholesale. I know that 1s. per lb. was paid for rumps. That means that unless something is done to relieve the market, beefsteaks will be retailed at 1s. 6d. per lb. Many people will he unable to pay the price."

Prices, it is expected, Mr. McMicken writes, will not go down until the embargo on Argentine cattle is taken off, or until Canada can send more supplies. The present year for the cattle exporter of Canada should be a good one.

### COLD STORAGE IN NEWFOUNDLAND.

The slump in the price of fish, and the cargoes of fish now on the return to this port unsold, are an object lesson that ought not fail to warn all those whose business it is to look after the welfare of the counrty and the dangers ahead. Why is the price of fish going down? Why are cargoes of fish returning unsold? Simply because we are slowly, but surely, being elbowed out of the Mediterranean markets by French and Norwegian competition. This is not so much due to quantity, as to quality. What has killed our sale of herring is now doing the same to our codfish, and without appearing to be a Cassandra we warn our merchants, as well as the country, that cold storage—that is the export of our codfish fresh—is the only remedy for the danger which, even as we write, is in sight. What better proof, what stronger argument do we require than to know that in the month of September some Newfounland cargoes of fish are returning from the Mediterranean undelivered and unsold? This ought to be enough for all to unite and look around for a remedy for an evil which threatens a worse crash than that of the bank and commercial failures of 1894. Let us write cold storage for our fish high on our banners; let it be our new policy; let all strive to help in bringing it about, and thus avert a common calamity which is now threatening us.—Herald, St. John's, Newfoundland.

### A NEW GRADUATED SCALE.

The following circular has been addressed to the Canadian jobbing trade by the principal packers in Canada, whose names are signed below:

Dear Sirs,—With a view of uniformly adjusting the price of small packages of pure lard and compound lard over tierces, and thereby doing away with considerable confusion that results in one producer asking a higher or lower price than his competitor, we, the undersigned, have agreed to the following scale:

GRADUATED SCALE FOR SMALL PACKAGES OF PURE LARD AND LARD COMPOUND.

Effective October 1, 1902.

| | | |
|---|---|---|
| 60 and 50-lb. tubs, | ¼c. | Over Tierces. |
| Half-barrels, | ¼c. | " |
| 20-lb. wood pails, | ½c. | " |
| 10-lb. tins, | ¾c. | " |
| 5-lb. " | ⅞c. | " |
| 3-lb. " | 1c. | " |

It is confusing for one jobber to have a quotation from one concern for an assorted car of tubs and pails at ¼c. over tierces, and from another concern at ½c. or ⅝c., although the tierce basis price may be the same. A regular scale will permit all jobbers to ask a uniform advance, and all producers to quote their goods at the tierce basis price with a like advance for small packages.

Yours very truly,

The Brantford Packing Co.
The Collingwood Meat Co., Limited.
The N. K. Fairbank Co.
F. W. Fearman Co., Limited.
Fowler's Canadian Co., Limited.
D. Gunn Bros. & Co.
The Ingersoll Packing Co.
The Palmerston Pork Packing Co., Limited.
The William Ryan Co., Limited.
Robert Thompson & Co.
The Geo. Matthews Co., Limited.
B. & M. Rattenbury.

### OUTBREAK OF HOG CHOLERA.

The hog cholera is now causing much alarm to farmers and hog dealers in the neighborhood of London, Ont. Over a week ago Dr. J. H. Tennant, Government veterinary surgeon, discovered a serious outbreak of this disease in East Tilbury, and under his direction 289 hogs were killed within four days. Rumors of hog cholera in other districts of the same locality are prevalent, but have not yet been confirmed.

Despatches from Welland also show that hog cholera has broken out in Willoughby, where H. H. Bean, of Black Creek, had 25 hogs slaughtered by order of the inspector. Symptons of the desease are reported elsewhere in the same locality.

### CHEESE-MAKING IN NEW BRUNSWICK.

According to the statements of Mr. Mitchell, Dairy Superintendent of Kings, St. John, Queens, Westmoreland, and Albert, New Brunswick, the output of butter in this district will exceed that of any previous season. As in other parts of Canada creameries are becoming more popular in this section, as the farmers see it is more profitable and labor-saving to receive cash direct for their milk, than to manufacture and market their own butter. A praiseworthy feature of the New Brunswick creamery is that the milk is subjected to the Babcock test and is paid for in accordance to its richness in butter and fat.

Already 6,000 boxes of cheese, averaging 75 lb. each, have been shipped to England, in addition to large quantities to the West Indies, where there is an increasing demand for New Brunswick butter. That sent to the English market is shipped in square boxes containing 56 lb.

Difficulty is experienced in obtaining a sufficient number of qualified men to take charge of the local creameries, and at present several young men from Prince Edward Island are at the head of the local butter factories.

### SWIFT & CO. IN HAMILTON.

The business of the Fowler's Canadian company, Hamilton, Ont., was taken over by Swift & Co., of Chicago, on September 29. For several days stock-taking has been going on in connection with the deal, and everything was practically settled before the Swifts took over the business.

The Swifts intend to largely extend the pork-packing business in Hamilton. They will put up a large plant, and will get in shape for doing a big section of the business in Canada. It is said by a Hamilton paper that the packing-house to be erected will be the largest one in the Dominion.

William Walker, who managed the Fowler Canadian business, remains in office. He is now the managing-director of the Swifts' packing-house business, and also manager of the Hamilton Stock Yards Co., which has been merged in the Swift enter-

# All Bacon AND Hams




Registered Trade Mark Brand
Found on all our Bacon and Hams

cured by this company are done after the Irish process, which has made Irish Bacon famous the world over. We guarantee a cure and quality equal in every respect.

**OUR LARD** is absolutely pure, and we are confident of repeat orders wherever it receives a trial.

These are some of our varieties: Breakfast Bacon, Short Roll Bacon, Long Roll Bacon, Wiltshire Bacon, Cumberland Bacon, Long Rib Bacon, Long Clear Bacon, Back or Windsor Bacon, Long and Short Cut Hams, etc.

The Farmers Co-Operative Packing Co.
of Brantford, Limited.

When you have any

# BUTTER OR EGGS

to offer, write or wire us. We are buyers.

The J. A. McLean Produce Co., Limited
75-77 Colborne Street
Telephone Main 2491. Toronto.

# SAUSAGE.

October is with us once more and with it the opening of the Sausage Season. This will be welcomed alike by store-keepers and customers. By the former as affording him a larger selection of meats that will pay him a good profit, and the latter as furnishing a variety of dainty foods not possible to be had in the warmer months. Last season we handled more of this class of goods than in any previous year, and we are prepared to take care of all orders with which we may be favored. We shall be glad to have your orders to ship by Express every day, or as you may require during the week.

QUALITY GUARANTEED.

Fresh Pork Sausage, in large and in small casings.
English Brawn or Head Cheese.
Frankfurter Sausage.
Ham, Tongue and Chicken.
Beef Bolognas.
Blood Pudding.
Liver Sausage.

F. W. FEARMAN CO.
(Limited)
HAMILTON, ONT.

# Long Clear Bacon.

Your trade demands the best quality obtainable. WE HAVE IT. Cured and stored in Cold Storage of uniform temperature and is absolutely free from Rust.

Quotations on Case or Car-load lots on application.

The Park, Blackwell Co., LIMITED.
PORK PACKERS,
TORONTO, ONT.

prise. Mr. Walker retains his position as manager of The Rosemary Co.'s business, which will also be enlarged.

#### WITH CAPITAL AT $1,000,000.

The Dominion Packing Co., of Charlottetown, is applying for incorporation. B. F. Pearson, of Halifax, is one of the principal promoters. The capital is placed at $1,000,000. The company ask power to run steamships in connection with their business.

#### BEGINNING TO PACK EGGS.

The Wingham Times says that The Wingham Produce Co. and Wm. Armour & Son are commencing to pack their eggs for fall shipment. Improvements are also in order now at both of Wingham's produce establishments. Armour & Son are preparing to build a brick cold storage building alongside their present premises, and The Wingham Produce Co. are building a large frame addition to their storehouse.

#### YEAR'S FOOD CONFISCATIONS.

Dr. McCarrey, chief food inspector of Montreal, has completed his annual report for 1901, showing just what confiscations, etc., were made during this period. The report is as follows :

Number of samples of milk tested, 3 894; number of dairies inspected, 1,806; number of license permits issued, 568 ; number of gallons of milk confiscated, 64 ; number of cows inspected, 11,557.

Animals slaughtered.—Cattle, 61,998 ; calves, 46,716 ; sheep, 82,359 ; hogs, 116,655

Animals confiscated.—Cattle, 70; calves, 457 ; sheep, 42 ; hogs, 91 ; bruised meat, 8,251 lb.

The following confiscations were made in butchers' stores : Beef, 246 ; poultry, 23 ; mutton, 246 ; veal, 973 ; pork, 2 345; fish, 12,675.

In fruit and other stores, 3,940 lb. of goods were seized.

One thousand pounds of impure ice were also confiscated.

#### PORK-PACKING IN P. E. I.

Davies & Fraser, Halifax, N. S., have submitted a proposition to the Prince Edward Island Government through Hon. B. Rogers, to equip a pork-packing, canning and cold-storage business there on condition that they can secure 30,000 hogs and 1,600 head of beef cattle per year. They do not specify any quantity of fruit etc., but will handle what offers of marketable quality. They ask for no concessions except exemption from taxation for 25 years

CENTRAL Business College.
STRATFORD, ONT.
One of the best Commercial Schools on this Continent. Write for Catalogue.
W. J. ELLIOTT, - Principal.




C. P. FABIEN
Manufacturer of Refrigerators and Ice Chests Diplomas awarded at Montreal, Toronto and Ottawa Exhibitions. Over 50 patterns to choose from. Proprietor of Aubin's Patent Grocery Refrigerator, New Dominion, Imperial Dominion, special improved Dairy Palace for Hotels—all hardwood.
3169 Notre Dame St., MONTREAL.

FISH AND OYSTERS
WHOLESALE.
The F. T. JAMES CO., Limited
76 Colborne Street, TORONTO.

OUR
Wrapping Papers
are strong, durable and good weight.
You will find them good in every way. And you can depend on them.
—All Orders promptly attended to.
CANADA PAPER CO, Limited
TORONTO and MONTREAL.

DO YOU KNOW that
BOSTON POPCORN FRITTERS
sell fast and pay GOOD PROFITS?
SAMPLES FREE FOR ASKING FOR THEM.
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Austrian Sugar
ON SPOT---TO ARRIVE or FOR IMPORT.
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All first-class Grocers and Provision dealers should handle the
"L. & S." and "Imperial"
Brands of Smoked Hams, English Breakfast Bacon, Backs, Lard, Etc.
Long Clear Bacon.
New cured, free from rust, light or medium weights.
Write or wire us for quotations in case or car lots.
Fowler's Canadian Company, Limited
HAMILTON.

and that the Government secure cold storage on the Island steamers to Pictou. This proposition is a business one which contrasts favorably with that recently published. They will employ what labor is necessary as well as expend money to build a plant suited to the requirements of the business and as they are already in this business and have made a success of it they can no doubt successfully handle it.

### THE PROVISION MARKETS.

TORONTO.

During the past week the hog market has declined considerably, and trade has been more sluggish than for months past, due, in great measure, to the bad weather. Beef has also declined. We quote: Dressed hogs, $8 25 to $8.75; beef carcasses, $5.50 to $8.00 per 100 lb.; hind quarters, $6.00 to $9.00 per 100 lb.; front quarters, $4.00 to $5.50 per 100 lb.; veal, 8 to 9c. per lb., and lambs, 6 to 6¼c. Select live hogs are worth $7.00 and fat and lights, $6.75 per 100 lb. Choice export cattle are worth $5.25 to $5.75 per 100 lb., and lights, $4.25 to $5.

In provisions the business continues brisk and stocks are becoming very light. Prices remain steady. Quotations are as follows: Long clear bacon, 11 to 11½c.; smoked breakfast bacon, 14½ to 15c.; roll, 12 to 12½c.; medium hams, 13½ to 14c.; large hams, 12½ to 13c.; shoulder hams, 11 to 11½c., and backs, 14½ to 15c.; Canadian heavy mess pork, $21.50; short cut, $23.50 to $24; lard, in tierces, 10¾ to 11c. per lb.; tubs, 11 to 11¼c., and pails, 11¼ to 11½c.; compounds, 8¾ to 10c.; plate beef, $15 per 200 lb. bbl.

MONTREAL.

The market for Canadian pork and provisions is steady under a fair demand, considering the season. In American barrel pork an advance has been made of 50c., and wholesalers are now quoting in single barrel lots, Jones', $25.75; Armour's, 30-40's, $28; Armour's, 50 60's, $27. Apart from this there has been no new feature in the provision trade. In fresh killed abattoir dressed hogs, however, the market weakened somewhat, and $9.50 per 100 lb. is now quoted. Since this decline of 25c. a steadier feeling prevails, and at present a fairly good demand is experienced. Quotations follow: Pure Canadian lard, $2.37½ to $2.40 per pail. Fairbank's "Boar's Head" lard compound, 9⅝c. tierce basis, with extras as follows: 60-lb. tubs, ¼c. over tierce: 20-lb. tin pails, ¼c.; 20-lb. wood pails, ½c.; 10-lb. tins, ¾c.; 5-lb. tins, ⅞c.; 3-lb. tins, 1c. Snow White and Globe compound, $1.80 to $1.90 per pail; Cottolene, 11¼c. for 20-lb. pails, and 11⅛c. for 60-lb. tubs, for Quebec and Ontario; hams, 12 to 14c.; heavy Canadian short cut mess pork, $24.50 to $25.00; Canadian short cut clear pork, $23.50 to $25.00; American short cut clear pork, $24 to $24.50; American fat back, $24.50 to $25.00; bacon, Wiltshire, 14 to 15c. per lb.; extra plate beef, $14.50 to $15.00 per bbl.

ST. JOHN, N. B.

In barrelled pork prices are held at full figures. The sale is limited, particularly for this time of year. Beef is being more freely offered. Lard is still high and the market si firm. In fresh beef, domestic is freely offered at quite low prices. Ontario keeps quite high. There is a better demand for pork, and full prices are obtained. Mutton has a fair sale. Lamb is in large supply and keeps quite low. Only a light supply of veal received. We quote: Mess pork, $21.50 to $22.50; clear pork, $23 to $24; plate beef, $14 to $16; pure lard, tubs, 12 to 12¼c.; pure lard, pails, 12¼ to 12½c.; compound, 9¼ to 10c.; Fairbank's refined, 10¼ to 10½c.; domestic beef, 5 to 7c.; Ontario beef, 7 to 9c.; pork, 8c.; mutton, 5c.; lamb, 6 to 6½c.; veal, 5 to 7c.

WINNIPEG.

In dressed meats the market remains unchanged for the week. The supply in all lines is good.

In cured meats, hams are quoted at 15c. for small and 14½c. for large. All other prices are without change for the week.

PROVISION NOTES.

Breault & Chapman, butchers, Sandwich, Ont., have dissolved.

Minguay & Co., pork dealers, etc., Levis, Que., have registered.

Nelson & Lalonde are establishing a new butchering firm in Fort William.

The estate of the Dominion Butchers' Supply Co., Toronto, is to be wound up.

The book accounts and rolling stock of E. U. Lefebvre, butcher, Montreal, have been sold.


# If You Have Money to Burn




Why! Go burn it. There is 10 times more satisfaction in burning money than in losing it in driblets, through carelessness of clerks, or disputed accounts. Who that has "passbook" customers, has not had accounts disputed and partially repudiated? The best way to avoid all complications and misunderstandings is as follows:

## If a Man Wants Credit

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

**For Sale in Canada by** **The Eby, Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.**

***ALLISON COUPON CO.,*** *Manufacturers, Indianapolis, Indiana.*

IT IS NOT TOO EARLY TO BEGIN YOUR INQUIRIES ABOUT THAT TRIP YOU ARE GOING TO TAKE TO THE

# British West Indies

**this winter. We have just issued a booklet telling what some people saw and did on the same voyage last winter, and if you write us we will send you one.**

THERE IS NO MORE DELIGHTFUL WAY OF SPENDING SIX OR SEVEN WEEKS THAN ON SUCH A TRIP AS THIS. THE WHOLE COST FROM HALIFAX AND RETURN IS $130.00.

**Pickford & Black - Halifax.**

# TRADE IN COUNTRIES OTHER THAN OUR OWN.

### TEAS IN NEW YORK.

IT was learned that during the latter part of the week there was considerable trading in a large way, principally in new-crop teas to arrive, and at full quoted prices. Sales reported include 6,000 to 7,000 packages Formosa, 3,000 to 5,000 packages Japan, of which 1,000 packages were old crop, 2,000 packages of Pingsuey and 2,000 packages old-crop Foochow. The line business continued to be reported as fairly active, principally for forward deliveries and at full values.—N. Y. Journal of Commerce, September 29.

### SINGAPORE PINEAPPLE.

Referring to Singapore pineapple, The Paul Taylor Brown Co., New York, says: "We are this day in receipt of advices by mail from Singapore, dated August 21,,announcing the shipment of 4,500 cases of preserved pineapple ex-ss. Bencleuch for our account. This letter also reports that the season had just closed at that date and that it had been an extremely unprofitable one for the packers, owing to the extremely low prices realized on their products. There is a supplementary season in December and January, when some packing will be done, and our Mr. Brown leaves here next month, in order to be in Singapore during that season for the purpose of bringing the packers' attention to some improvements in the style of packing, which we think will prove beneficial to the trade here and in the United States."

### SULTANAS AND VALENCIAS EASIER.

A heavy decline has taken place in the price of Sultanas since the first arrival took place on August 28, amounting in some instances to as much as 10s. per cwt. At the reduction, however, and with the price on a level with the Smyrna market, and appearing fairly settled, business is becoming active, and buyers operate with more confidence. Two full cargoes are on the way, one being nearly due, and when these are on the market the trade may be expected to assume its usual season's proportions. The market for Valencias has, during the week, been a gradually declining one, each day showing a decline on the previous day of 6d. to 1s.; and the market closes with half-boxes from 35 to 38s., and quarter-boxes, 39 to 50s.—Produce Markets' Review, September 13.

### CANNED CORN IN THE STATES.

There is reported a considerable buying interest in offerings of Iowa and Ohio canned corn, with sales for shipments here on the basis of 75c. for standards f.o.b. factory for Ohio pack and 70c. f.o.b. factory for Iowa pack. Some business in Southern pack, Maine style, is reported at 75c. f.o.b. factory. Referring to the situation a few days ago a New York broker in conversation with The Journal of Commerce said: "Now that it is definitely known that Maine packers will make extremely short deliveries, and that the State pack will not be on the outside estimate over 50 per cent. delivery on contracts a considerable buying interest is developing in Western and Southern packs. Wholesale grocers have sold heavily to the retail trade, and are seemingly anxious to purchase stock for supplying these contracts if possible. The situation is more serious than has been the case in years, for the reason that in first hands stocks are believed to be the lightest known in several seasons. There was a larger consumption of corn last season, I am told, than ever before, and this being the case the market now opens with a comparatively light carry-over and short pack of the new. On the basis of 75c. f.o.b. factory for Ohio pack the Western market is firm, and offerings are by no means pressing for sale. Spot offerings of State are light. In fact, I do not know where I could go and pick up any quantity at the present prices. Quotations are largely nominal both on State and Maine offerings. Succotash has taken an upward tendency in sympathy with the higher tendency of corn."

### A THREATENED SCARCITY OF CURRANTS.

Three further cargoes of new currants have arrived by the ss. Tudor, Cygnet and Genoa. Although the market is now well supplied with all qualities, very little fruit is at present on the way to London, and should the demand continue as active as it now is, it may be feared that by the end of the month a temporary scarcity may be experienced. It is matter for regret that there should be any such danger, as under the conditions which have prevailed for many years, the London market, being accustomed to be fed with liberal consignments, and having arranged its operations on that basis, is always liable to considerable disturbance when that basis is not maintained. The quality of the latest shipments continues to bear out the favorable impression produced by earlier ones, and so far the crop may be said to be the best of recent years. Alarmist reports are from time to time received as to the condition of rain-damaged fruit, which may be shipped here later, but there is little use in meeting difficulties half-way, and probably this fruit when received will be less bad than it is now represented. Demand for all qualities and from all classes of buyers is active, and while sellers refrain from any undue pressure, they show a salutary disposition to meet buyers' requirements, and thus contribute much to the satisfactory condition of trade in the article. No change in prices has taken place during the week except a little stiffening in that of Provincial, and quotations for all qualities are eminently reasonable.—Produce Markets' Review, September 13.

### CANNED SALMON HIGHER IN LONDON.

The trade in spot salmon has been general, and, in the aggregate, will no doubt prove to be above the average of former years. Prices have further advanced, many holders preferring to carry their goods over to another season rather than sell them at the narrow margins which even the present advanced prices allow. A large business has been done in salmon of the present year's pack, which will come to the markets in 1903; in fact, it is now difficult to obtain offers in some descriptions, the packs having been almost entirely disposed of. The quality of the existing stock of Alaska fish is very good, and it is difficult to explain why the margin which now exists between this description and the better grades, should be so exceptionally wide. For instance, the difference between Alaska talls and Fraser talls is now 6s. per case, a fact which would seem to leave no doubt that either the Alaska must advance or the Fraser decline.—Produce Markets' Review, September 13.

### COLOMBO TEA SALES.

Dodwell & Co., Limited, Colombo, under date of August 27, advise as follows: The offerings at to-day's tea auction comprised 14,389 packages equal to 1,171,253 lb., of which 1,428 packages equal to 117,538 lb., were withdrawn for higher limits. The sale passed with brisk competition for all kinds at hardening rates, demand continuing perfectly strong for broken grades, the finest kinds of which realized very full rates. The market is in a strong position for fine teas, owing to the supply being insufficient to meet the requirements of the trade. Common leaf teas show an advance of ¼d. per lb. on last week's rates; the price for clean liquoring pekoe Souchong is 3¼d. There is a good inquiry for sound liquoring dusts and fannings, and prices keep very steady. The average price for the sale held on the 13th inst. was 33c., as compared with 33c. for the previous sale. The exports to the United Kingdom for the present month will be about 7 millions, against 6 millions last year. The estimate for September shipments is put at 7 millions.

---

Charles Secord, baker and confectioner, Pilot Mound, N.W.T., has sold out to Peter Vanderburgh.

YOU CAN SELL

"WHEAT-OS" THE IDEAL BREAKFAST FOOD

BECAUSE IT IS A DELICIOUS BREAKFAST FOOD MADE ENTIRELY FROM THE FINEST WHEAT. ALL THE PHOSPHATES AND NUTRITIVE PROPERTIES OF THE WHOLE WHEAT ARE RETAINED.

RETAILS—10c. FOR A 2-LB. PACKAGE—CASES 24/2's. 25c. FOR AN 8-LB. COTTON BAG—SACKS 12/8's.

WITH FIRST ORDERS WE SUPPLY SAMPLES IN MINIATURE BAGS. FREIGHT PAID ON 5-SACK ORDERS.

THE EBY, BLAIN CO., LIMITED

SOLE WHOLESALE DISTRIBUTERS TORONTO.

## COLOR AND ORDER IN A GROCERY STORE

COLOR plays a more important part in the arrangement of goods than most are willing to admit, says B. H. Allbee in Grocers' Criterion. It is color that attracts and holds attention anywhere, even in the dingiest grocery store. It is color which will stop a passer short in his tracks and compel him to look at a window regardless of his personal inclinations at the time, as it is color which makes a room look cheery or cold, according as it is used.

There is no question about this proposition. Color pleases every human being, from the most astute Caucasian down to the lowest form of humanity known. If the decorator of a store would follow the greatest of all instructors, Nature, he will discover at once that color in richest profusion has been lavished upon very many of the humblest objects whose origin is in the most lowly of places. Therefore, use color in plenty, not loud, garish color, but warm, pleasing shades which will create a sense of satisfaction in the minds of those who see them.

Manufacturing grocers have recognized this desire for color in putting up the numerous package goods which are offered. There is an endless variety of shades and combinations which afford unlimited opportunity for artistic displays on shelves or elsewhere. It requires an understanding of color combinations, but that is not difficult to acquire, and once in possession of this knowledge very many incongruous and unpleasant arrangements will be prevented. Formerly it made no difference. There were no package goods, with the exception of coffee, tea, and spices, and the packages in such cases were all alike. Grocers could place them on their shelves in any way and no conflict of color resulted. The coffee and tea packages were nearly always plain manila paper, printed in black, while spices had labels varying from yellow to white. The printing was nearly always black, hence the impossibility of making up anything that was satisfactory in the way of display.

Probably at the present time canned goods offer the most satisfactory assortment of artistic colorings from which to choose in making up a display. There is every imaginable color and shade intermixed with gold, silver and bronze decorations, which enhance the appearance and greatly increase the decorative possibilities. It dosen't require any marked ability in such work to make a store like a sort of art gallery.

The shelves, as has been previously pointed out, can be made convincing advertisements of the quality of the goods carried. It isn't enough that the stock is displayed upon the shelves. The tendency is to put up the goods in a sort of mixed mass, which suggests very many unpleasant things. Order is essential. A grocer's shelves can be made as attractive in their way as the shelves of a druggist. Perhaps to a large proportion of people the attractions of a grocer's shelves will be considered much more satisfactory than the shelves of a druggist. But many, very many, grocers can go to the druggist and secure many hints in cleanliness and orderly arrangement.

Emphasis should be laid upon this question of orderly arrangement. Order is said to be heaven's first law. Why is not essential. But any successful manager of large enterprises will tell you that order ought to be earth's first law, but it isn't, and a peep into the average grocery store confirms this suspicion.

Some grocers disfigure their store fronts by outside displays, which are not only disagreeable under the most favorable conditions, but are positively disgusting as usually made up. Where one deals in green groceries, too, it is absolutely impossible to secure any sort of a display that can, by any stretch of imagination, be called attractive. It is possible to make up a good display of potatoes or other vegetables, but a mixture of berries, vegetables, tropical fruits, and a miscellaneous selection of other species of groceries is a conglomeration sure to raise a conflict of sensations, if it dosen't raise anything else. And you can all rest certain that it will not, under any circumstances, raise your bank account. The most profit accrues to the myriads of flies which consider such a display as legitimate prey. Prowling dogs and cats are frequent visitors, and their calls do not enhance the value of food products. Possibly other unpleasant accompaniments might be adduced without having to seek far, but these few are perhaps sufficient to indicate the general effect such displays produce.

As a matter of fact, a purchaser doesn't need an entire vegetable garden spread before her eyes to know what she wants. As a rule, vegetables speedily wilt and lose flavor in the air and sunshine. Astute purchasers understand this and will not patronize the average grocer if a vegetable man who understands his business is near. Sometimes a display of fruits, which will not wilt or lose flavor in the sunshine, is a profitable investment, but there is more or less danger in it, and even this is not recommended. Better by far leave your front entirely clear, utilizing your windows to their fullest capacity and arranging the interior of the store as artistically as possible. This method gives dignity to the appearance of your place of business and adds stability to your constituency—two features of the utmost importance in building up a trade.

Every arrangement of a store window and interior should contain a development of the idea of suggestiveness. In this way trade can be created and one's business greatly enlarged. If you can lead a customer to make more purchases than were originally intended merely by offering silent suggestions you will be performing what is frequently omitted from the average dealer's efforts. Urging often fails. The proper method of suggestion never does. Therefore study it carefully and get so you understand it thoroughly. It will help you succeed and thereby increase your income.

# *In Business To Make Money ?*

The grocer who sells pure, white, dry, crystaline Windsor Salt is absolutely sure of satisfying the man or woman who buys it. **Satisfaction is a pearl of great price,** but you can't measure it in dollars and cents, because you can't sell it. Since "Windsor Salt" and "satisfaction" mean exactly the same thing, you sell a pearl of great price when you sell Windsor Salt.

If you are in business to make money there is no safer way to do it than to sell the best of its kind in staple goods—Salt is one of the staples. **Windsor Salt is best by test!**

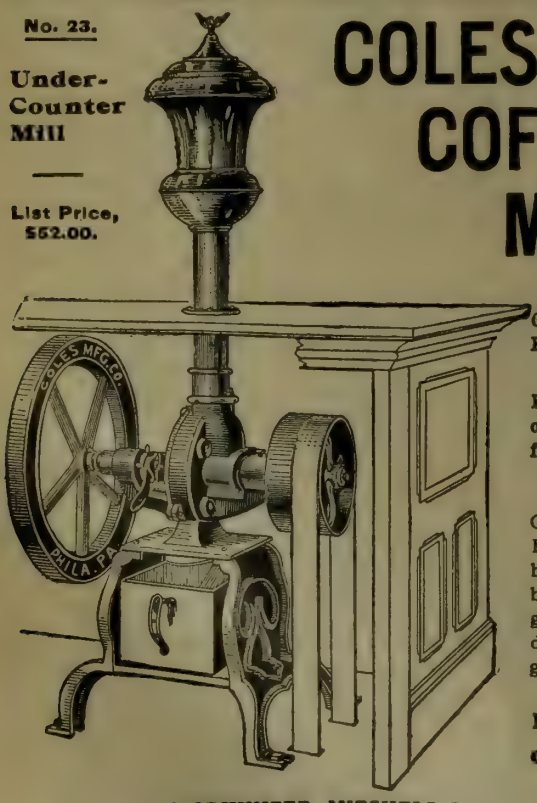
## *Windsor Salt Will Help!*

The Canadian Salt Co., Limited, Windsor, Ont.

No. 23.

**Under-Counter Mill**

**List Price, $52.00.**




# COLES COFFEE MILLS

**None better for Granulating or Pulverizing.**

**Our mills will Pulverize without heating Coffee.**

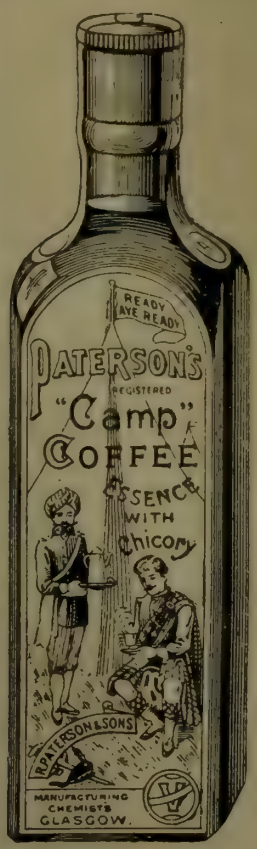
Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

**A GREAT LABOR-SAVER.**

**Our Grinders wear longest.**

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**COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.**




# Experience and Common Sense

form the combination that enjoys a monopoly of success. Grocers who always keep well stocked with

## PATERSON'S CAMP COFFEE ESSENCE

show these qualities and so enjoy success—easy isn't it?

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## THE TOMATO SITUATION.

ALREADY there is a strengthening of price reported in the canned tomato market both in Maryland and in California. Notwithstanding the fact that the Baltimore packers are rushed to death getting their tomatoes packed, and that there is a dearth of cans and cases, it is scarcely likely that a sufficient pack will be made, on the whole, to permit of any amount of canned tomatoes being put into stock.

An authority in California is credited with the statement that there will not be enough tomatoes packed in the entire United States to supply the demand. This means that, because the popular desire for tomatoes has become a fixed quality, prices will go away up. At present Californian packers have been compelled to turn down repeated orders from the east, simply because it would be utterly impossible to supply them. Every canner in that State has already sold his entire estimated pack, and reports say that it will require the most favorable growing weather to enable them to fill their orders in full. Owing to prevalence of low prices earlier in the year, jobbers cleared out their entire stocks, with the result that they are now offering good cash prices for tomatoes.

In Canada it is not improbable that there will be a very considerable shortage. Owing to the lateness of the season and the fact that the tomatoes are rotting on the vine, the supply of the raw fruit is very scarce. Then, too, while last year's pack was a very fair one, a considerable portion of it was exported to the United States, where there was a scarcity. Altogether, then, the Canadian pack of 1902 will be short and prices will go up in sympathy.

## A "KICK."

THE following letter was sent to a Montreal newspaper on September 27, the writer signing himself "British Merchant":

The writer noticed an article in a well-known English paper referring to the trade of Canada with Great Britain in comparison with the trade the States have with Britain.

The writer of the article was evidently a Canadian, as, after detailing some of Canada's energetic efforts to promote trade with the Old Country, he blames the British merchant for lack of enterprise.

As a merchant, I may be permitted to reply that the fault may rest with the Canadian merchant or manufacturer.

My firm have made several efforts to introduce Canadian goods into this country, and two or three agencies have been given us, but the same agencies have also been given to other firms, as our representatives have discovered when offering the goods; with the result that we at once drop them.

No self-respecting firm is going to offer goods for which they are supposed to be the agents, to find that other firms are offering the same; also posing as agents for the same concern.

We are agents for several American houses, and have the entire handling of their goods, and we have had every possible support in our efforts, and never had any similar experience with them.

It is a common practice for British merchants or manufacturers to appoint more than one agent for their goods in Canada; and why such should be objected to in Great Britain, where with so much greater population a larger field is provided, is not quite clear. In some cases firms as near to each other as Montreal and Toronto are agents for the same British goods. Each manages to do a good trade in his respective locality and throughout the country surrounding, and neither considers it any loss of self-respect that another firm is handling the same goods.

## A SHORTAGE OF CANNED CORN.

A heavy shortage in canned corn is reported from New York. There is an unprecedented shortage in the Maine pack and a decided falling off in the New York State pack. Prices have risen rapidly in sympathy. Three weeks ago Maine standards were quoted at from 95c. to $1 per doz. spot, while last week the nominal price had risen to $1.15 and $1.20, with very few offering at any price. Jobbers in the United States are looking on the present situation with anxiety. In many cases they have already bought and sold heavily for future delivery, and there is no telling where the goods are to come from.

The situation has been further aggravated by the new law, which requires that all canned goods must bear a label, stating where the goods were packed. Under this enactment, those Western packers who sold Maine standard under their own label can no longer do this legally. They have, accordingly, bought largely of Maine to supply the trade which they built up prior to the passing of the law. This has considerably added to the shortage in the east.

What bearing this will have on the Canadian market for canned corn is doubtful. It is probable that the pack here will be at least normal, in which case it may not be impossible that goods will ultimately be shipped to the United States. But, if the circumstances surrounding the corn market last spring are recalled, some doubt may be felt as to whether it will be possible to spare any of the Canadian pack. It will be remembered that the Canadian syndicate brought over to the present season a stock equal to the whole pack of a few years ago. Such a situation was viewed with alarm at the time, but all fears were dissolved when the stock in first hands was greatly disposed of during the spring.

At present, in default of securing Maine or New York State futures, a heavy business is being done by New York jobbers in Western corn. They are paying 70c. f.o.b. factory on Iowa pack, and 75c. f.o.b. factory on Ohio pack. It will not be wondered at if they presently make inroads on the Canadian pack.

A merchant cannot keep his customers unless he keeps up to date.

## PROBLEM OF MOVING THE NORTHWEST CROPS.

THE enormous cereal crop in Manitoba and the Territories has naturally again brought to the front the question of getting it to the seaboard. A statement made in Montreal places the number of Canadian vessels available for the service at 18, while a Fort William authority estimates that we have 30 grain-carrying vessels, taking into account passenger steamers as well. Vesselmen themselves have recently declared that they can handle about 2,500,000 bush. weekly.

Although there are really no more railway lines in operation in the West than there was a year ago, the facilities for carrying the grain are better than they were a year ago. The C.P.R. has lengthened all its sidings between Fort William and Winnipeg, so that each siding is now able to accommodate two trains of 90 cars each. Besides this, large additions have been made to the rolling stock. General-Superintendent Leonard only a few days ago said that the C.P.R. had 10,000 cars west of Fort William for the wheat service alone. Estimating 800 bushels to the car, this would mean a carrying capacity of 8,000,000 bushels.

Now, with regard to the wheat crop. Exactly what it is cannot be said. At a moderate estimate it can scarcely be less than 75,000,000 bushels, allowing 60,000,000 for Manitoba and 15,000,000 for the Territories. Last year Manitoba gave 50,502,000 bushels and the Territories 12,676,000, a total of 63,000,000, while there were inspected at Winnipeg over 46,000,000 of the crop of 1901. We all remember the difficulty that was experienced to move this crop and that millions of bushels had to be carried over to 1902, simply because of the insufficient transportation facilities.

As we have shown, the transportation facilities are better than they were in 1901. But the question is, have they sufficiently improved to warrant one in concluding that they are equal to the demand that will be made upon them? Candidly, we do not believe they are. The fact of the matter is, that even with the addition of the Canadian Northern, the grain-producing capacity of the West is far in excess of the transportation facilities of the country. And the weakest link in the chain is the steamship service.

The steamers we have are few and the carrying capacity of the most of them is anything but modern. And even were their general carrying capacity more modern, they would have to lighten at Port Colborne of anything in excess of 75,000 bushels if they were bound for the lower lakes. As much as 250,000 bushels of wheat have been carried through the American Soo Canal by one steamer, and the average cargo is 175,000 bushels. It is evident, therefore, that Canada is handicapped in more ways than one in regard to the transportation of grain from the Northwest.

During the calendar year 1901 there were shipped from Fort William and Port Arthur 15,374,000 bushels of wheat. Of this 3,225,000 bushels went through the Welland Canal, 5,000,000 bushels to New York, via Buffalo; 1,500,000 bushels to Owen Sound, 2,160,000 bushels to Midland, 600,000 bushels to Depot Harbor, 700,000 bushels to Point Edward, 1,500,000 bushels to Goderich and Meaford. The remainder went to Port Huron and Detroit.

It has been claimed that it will not be a great while before 100,000,000 bushels of wheat will be shipped annually from Fort William. And the way the Northwest is developing such a thing is probable, but the question that concerns us most is how we are going to properly handle the quantity that is now produced by the West.

Two or three years ago the Dominion Government essayed to relieve the situation by suspending the navigation laws, but it created such a storm that it promised never to do it again. It is just a question, however, whether it would not be justified in doing it again.

The United States has certainly no right to consideration from us as far as shipping laws are concerned. There is not and never has been any intention on the part of the United States to give a moderate interpretation of their shipping laws as far as Canada is concerned. On the contrary, their interpretation has always been of the strictest and most arbitrary character. The refusal to permit Canadian vessels to participate in the carrying trade from Porto Rico and Hawaii to the United States is a proof of this. But the question is, would we, by a temporary suspension of the navigation laws, and thereby allowing United States vessels to participate in our carrying trade, facilitate the marketing of the enormous grain crop of the Northwest? It seems to us there is but one answer to the question.

On the United States side of the upper lakes last year 77,000,000 bushels of grain and 8,000,000 barrels of flour were carried. If, therefore, the vessels which engaged in carrying that quantity could for the short time now remaining before the close of navigation be permitted to engage in the the Canadian carrying trade the result would obviously be to the advantage of the commercial interests of Canada, for the more grain that can be shipped the more money will there be to circulate in the country.

## THE TOBACCO COMBINE.

SIGNIFICANT in many ways is the reported combination of the British and American tobacco interests, which was announced last week. At a time when the Morgan Shipping Trust and the American commercial invasion seem to many to be menacing British commercial interests, such an amalgamation as this is calculated to remove many disquieting fears. It is probably the first attempt yet made to unify the transactions of an important international industry. Up to the present period the tendency has been to unite industries on purely national lines. Then international competition stepped in and the same policy of union, it appears, will be applied to meet the exigencies of the present situation.

What is to be the outcome of this further combination is a matter of speculation. It will at least tend to unite British and American interests and serve to place the Anglo Saxon peoples in their proper relative positions to meet the commercial attacks of the future.

The statement just issued by the officials of the combining tobacco companies gives some details concerning the amalgamation. The text reads in part: "The business of Ogdens, Limited, has been transferred to

the Imperial Tobacco Co., and the export business of the Imperial, Ogdens and the American Tobacco Co. and its allies have been amalgamated, and a joint company is in course of formation, under the name of the British-American Tobacco Co., Limited. The result is that the Imperial Company will, as agreed between the hitherto competing parties, be left in possession of the trade of the United Kingdom, while the American Company is not to be disturbed in the United States or Cuba, and the British-American Company will compete for the trade of the other parts of the world. The Imperial Company will pay for the good-will of Ogdens business in ordinary shares ranking with the similar shares of the original vendors behind the 5½ per cent. preference shares of that company, and will pay for the tangible assets of Ogdens in cash."

The capital of the British-American Company is to be $30,000,000, and Mr. J. B. Duke is to be president. Though American interests control two-thirds of the stock, the headquarters of the company will be in London, since from that centre business can be better managed.

## CHEESE MARKET STIFF.

THE cheese market is still a strong one, both at home and abroad. At our factories in the country prices are firmly held at 10⅝ to 10⅝ for the finest colored cheese, of September make, about 1c. higher than a year ago. Cable offerings based on the above prices in the country are not meeting with many responses, and holders seem to expect that even higher prices than these will yet be realized for the product. Their confidence in a firm market in the future is no doubt inspired by the fact that in the latter part of last week prices in England advanced 2s. per cwt., bringing up the quotations there to 51s., with a stiff market. This is the highest point reached in cheese for over two years, the record price being made in August, 1900, when cheese went up to 58s.

Not only is the market strong in Canada. In the United States a similar condition prevails, and this week at the factories there the record prices of 11¾c. for colored and 11 9-16c. for white were reached. The market on the other side is exciting. The peculiar part of it is that there seems to be nothing to warrant this appreciation beyond a keen competition amongst buyers for September cheese, which enjoys the reputation of being the finest of the year, strengthened by the reports of advancing markets in the Old Country. The high markets on the other side of the Atlantic for meats, canned goods, and provisions generally, seem to warrant a big demand throughout the coming year for cheese, and, no doubt, the consumption of the product will be large. Holders seem to be speculating on the above supposition, as they are at present conservative in their offerings. Prices will probably be kept up for a time, but it is difficult to predict whether the expectations of the cheese men in this country and the United States will be realized, in so far as a continuance of the present figures for any length of time is concerned.

The make of cheese in Canada this season is said to be the largest in the history of the country. The heavy rains all summer produced an abundance of grass and the cows yielded more than the usual supply of milk. Fortunately for the farmers the prices realized for the cheese have been high, and the markets active with numerous inquiries from across the Atlantic.

So far the exports of cheese this season from Montreal reach a total of 1,434,162 boxes, as against 1,235,080 for the same period the year previous, and there seems to be large quantities of the article still held on this side of the water.

## HEALTHIER BUTTER MARKET.

THERE has been an improvement in the market for butter this week and the prices of choice creamery and dairy are firmer in tone. The markets on the other side are more active, the supplies of Danish and Irish butter having dropped off unexpectedly, and a report is gaining ground that the make in Australia will not come up to the mark this year. This is having the effect of making the inquiry more active for the Canadian article and consequently prices are firm. Should the market improve from this out in the Old Country, jobbers here will be able to work off their surplus holdings which have been accumulating all the year waiting for an oppertunity to be placed on the English market.

The inquiry from England has quieted down a little, but an improvement is looked for in a day or so.

The season for Canadian butter is now opening in the Old Country and anything good ought to be in brisk demand shortly, but prices of course have their limit over there. The market here has been kept up pretty well all summer.

The annual imports of butter into the United Kingdom amount to 3,702,810 cwt., of which the Dominion supplies about 6½ per cent., or 230,000 cwt. in round numbers. The heaviest supplies come from Denmark, France, Holland, Russia and Australasia. By these figures it can be seen that Canada has room to greatly increase her contributions to the British market and still hold only a fractional part of the trade.

Complaints are coming forward from various parts of the country of a falling off in the milk supply, but this occurs at this time every year. The make this season has been a record one, and may be expected to keep up fairly well while the pasture holds out. Quotations on the Toronto market are about 15c. for choice dairy and 19 to 19½c. for selected creamery solids.

## AN INJURIOUS TARIFF REGULATION.

The Summerside, P.E.I. Journal says: The United States have adopted new regulations in regard to fresh fish shipped from Canada to the United States. Henceforth a duty of a quarter of a cent. per lb. will be imposed on smelts, etc., if shipped in packages of 100 lb. or more. If the packages are under 100 lb. each, an ad valorem duty of 30 per cent. will be imposed. This looks very much like a direct blow at the Provincial smelt trade, as smelts are shipped in small boxes, and are not so conveniently or advantageously handled in large packages. This is a matter the fishermen and shippers would do well to inquire into particularly. At the same time it is difficult to understand why the United States should frame such regulations, which, if strictly enforced, would go a long ways towards killing the smelt trade, as the people of New York, Boston and other eastern cities depend altogether on this Province for their supply of fresh smelts.

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# MARKETS AND MARKET NOTES

## ONTARIO MARKETS.

Toronto, October 2, 1902.

### GROCERIES.

THE activity noted last week in the wholesale markets continues and an increase is reported in the volume of business in almost all lines of groceries. Canned vegetables continue firm and unchanged, and fruits are in the same condition. Macdonald's tobaccos are firm at the advance reported last week, but there is a shortage of "Prince of Wales," and the factory will be about one week behind in filling orders. The manufacturers of corn syrup have reduced the price of the article ½c. per lb., and trade in syrups generally is reported to be on the increase. In view of the strong and advancing markets abroad sugars have been put up 5 points and quite a little trade continues in the commodity, although the drawing near of the end of the fruit season is having the effect of diminishing the sales. Teas are quiet and unchanged. Advices from the primary market report advances in Valencia raisins and quotations on new crop fine off-stalk and selects are ¼ to 1c. higher than the old prices.

#### CANNED GOODS.

Trade generally, in canned goods, as may be expected at this time of the year, is a little quiet. Tomatoes are scarce and few of this season's crop, if any, are offering. Very little of old stock is on hand. Peas and corn are both scarce and the prices are firm and unchanged. We quote: Peas, 82½c. up; corn, 82½c. up and tomatoes, $1.20 up. Meats are quiet and fruits are dull. Sardines are firm in tone and the prices have an upward tendency. Salmon is active and unchanged. Haddies and kippered herring are in fair demand. Other lines are quiet. We quote: Salmon, Fraser River sockeye, $1.50 to $1.52½; Horseshoe, $1.50 to $1.52½ and Northern, $1.40 to $1.45.

#### COFFEES.

The local coffee business is quiet and the prices all round are firm and unchanged. The outside markets showed advances owing to a report by cable from Santos predicting a decreased movement of the crop. Quotations are as follows: Green Rio, No. 7, 7¾c. No. 6, 8c.; No. 5, 8¼c.; No. 4, 9c.; No. 3, 10 to 12c. per lb.

#### NUTS.

Trade, locally, in nuts is quiet and the opening prices of all grades will be considerably higher than last year. Advices from Sicily report damage to the filbert crop there causing holders here to be firm in their views. Cables from the primary markets show advances in the prices of about 1½c. per lb. for Bordeaux walnuts and of about 3c. per lb. for Grenobles. In view of the excessive prices of the latter, buyers this year will likely use more of the Bordeaux.

#### RICE AND TAPIOCA.

Trade in rice continues moderate and the same is true of tapioca. The New Orleans market is reported to be fairly active and firm for fancy head rices and light buying in the lower grades. The outside tapioca markets were draggy. Our quotations are now as follows: B rice, 3½c.; Japan, 5½ to 6c.; sago, 3¾ to 4c.; tapioca, 3¼ to 3¾c.

#### SYRUPS AND MOLASSES.

Trade in syrups is picking up nicely. The manufacturers of corn syrups have lowered the prices of the article ½c. per lb. in whole, half and quarter barrels and 20c. in 3-gallon and 10c. in 2-gallon pails. The outside syrup markets are experiencing a fairly active demand from exporters. The offerings of molasses outside were small and dealers claim that they have barely sufficient stocks on hand to supply the wants of their trade up to the time of the marketing of the new crop and so prices showed a hardening tendency.

**See pages 43 and 44 for Toronto, Montreal, St. John and Halifax prices current.**

#### SPICES.

A little business is reported in spices, the call still being for the pickling varieties. Cable advices from Holland report a stronger turn to the market for Lampong pepper.

#### SUGAR.

After remaining steady and unchanged without break from June 5, prices of sugar on the local market on September 30 advanced 5 points in sympathy with the strong and active outside markets. The local trade, though still heavy, is not as active as it was, owing to the fact that the bulk of the green fruits have been marketed. Raw beet sugar of 88 deg. test, which has been down as low as 5s. 11½d. f.o.b. Hamburg is now quoted 6s. 9d. f.o.b. Hamburg, and foreign refined has fractionally advanced and is firmly held. November and December shipment is being quoted at an advance of 5c. per 100 lb. New York refiners are still behind in their deliveries fully one to three weeks and the refineries are still melting the large quantity of 45,000 tons per week. The receipts in the United States for the week were large, being 49,600 tons, increasing the total stock to 169,681 tons, against 165,081 tons last week and 172,205 tons for the same time last year. The European beet crop for the coming season is estimated, according to cable reports, at 5,400,000 to 5,900,000 tons, as against 6,880,000 tons last year, and as prices at present are at a low level everywhere the present quotations will likely be maintained even if there be no advance on the European market.

#### TEAS.

The local tea market is unchanged from last week. Japan and China greens are scarce and high in price and a fair call continues for Ceylon greens. Blacks of Indian and Ceylon teas are meeting with a fair call. Advices by cable from Japan report a stronger market, the offerings being limited and prices hardening. Communications by letter from London, England, are to the effect that there is a marked weakness in common and medium grades of Indian teas, but the demand for good and choice teas was maintained and many of the finest kinds brought good prices. The lower grades of Ceylons continued to sell at cheaper rates, a fall of ¼d. being noted in common kinds. In medium grades the quotations were sometimes ½d. cheaper.

### FOREIGN DRIED FRUITS.

CURRANTS.—There is a fair demand for these on the local market. The markets of Greece continue steady and unchanged. We quote: Filiatras, 5¾ to 6c. and Patras, 6¼ to 7c. per lb.

VALENCIA RAISINS.—The local market is active and the prices are firm for new stock. The opening quotations on this season's Valencia raisins are as follows: Fine off-stalk, 8 to 8¼c. and selected, 8¾ to 9c. Some Sultanas are on the way at 8½c. for delivery on arrival.

DATES.—Trade in dates is still quiet. The cargo of dates on the ss. Tabaristan, now on her way to this continent from the other side, is stated to consist of 109,000 boxes, of which 73,000 boxes are Hallowee, 11,000 Khadrawee and 25,000 Sairs. No opening prices have as yet been made on this cargo. We quote as follows: Dates, in bulk, 4½c. and in packages, 6¼ to 6½c. per lb.

PRUNES.—A quiet feeling prevails in prunes and prices are steady. At the Coast large sizes of Santa Clara fruit are not offered, except in a limited way. We quote : Californian prunes, 100-110's, 5c.; 90-100's, 5½ to 6½c.; 80-90's, 6½ to 7c.; 70-80's, 6¾ to 7¼c.; 60 70's, 7½ to 8c.; 50-60's, 8 to 8½c.; 40-50's, 8¾ to 10c.

CALIFORNIAN RAISINS.—We quote 5c. for 4-crown, Griffin & Skelley brand ; 4½c. for 3 crown and 4c. for 2-crown, f.o.b. Fresno, in 50-lb. boxes.

CALIFORNIAN EVAPORATED FRUITS —Apricots are firmly held on the Coast and peaches are steady. Quotations are as follows : 11 to 14c. for peaches and 9 to 13c. per lb. for apricots. Santa Clara apricots are quoted f.o.b. the Coast at 7c. in 50-lb. boxes and 7½c. in 25-lb. boxes in carload lots.

### GREEN FRUITS.

Quite large quantities of peaches and grapes are coming forward and the prices of the former are still remarkably low. First season's quinces are on the market and the crop is said to be a fair one. New Jamaica oranges are on the market and the quality is reported to have never been better. The crop this year of these oranges is stated to be large. We quote as follows : Tomatoes, 15 to 30c. per basket ; peaches, Crawfords, 30 to 50c. and ordinary, 20 to 30c.; pears, 20 to 30c. per basket for Bartletts and 15 to 25c. for ordinary ; grapes, 20 to 30c. for small baskets and 30 to 45c. for large ; plums, 50 to 75c. per basket ; apples, 10 to 25c. per basket and $1 to $1.75 per barrel ; crabapples, 25c. per basket; watermelons, 15 to 20c. each by the 100 ; lemons, $1 upwards per box ; onions, ordinary, 75c. ; Spanish, 90c. per case; peppers, green, 15 to 30c. per basket ; ripe, 75c. to $1; oranges, Jamaica, $3.75 per box and $6.75 to $7 per barrel ; Jersey sweet potatoes, $3.50 per barrel ; cocoanuts, $3.50 per sack ; quinces, 35c. per basket.

### VEGETABLES.

Trade in all lines of vegetables continues fair and the prices are about the same as they were a week ago. Quite a demand is being experienced for cabbage, and pickling onions are scarce. Cucumbers are also hard to get. Quotations follow : Lettuce, 30 to 40c. per doz. ; radishes, 20 to 25c.; mint and parsley, 20 to 25c. ; turnips, 30c. per dozen ; cauliflower, 50c. to $1.50 per dozen ; cabbage, 30 to 50c. per doz.; carrots, 40 to 50c. per bag ; beets, 40 to 50c. per bag ; potatoes, 85 to 95c. per bag ; beans, 20c. per basket ; celery, 50 to 75c. per dozen ; vegetable marrow, 75c. per doz.; corn, 8 to 15c. per doz. ; squashes, $1 to $1.50 per doz.; egg plant, 50 to 75c. per basket ; pickling onions, 75c. per basket ; ditto cucumbers, 75c. to $1 per basket.

### COUNTRY PRODUCE.

EGGS.—Light receipts of strictly fresh stock are reported and the market for this grade is firm. Considerable quantities of seconds are being offered and when these are cleared out a healthy fall trade is looked for. At outside points 15c. will be paid for good stock. From stock, Toronto, quotations are firm at 17c. for strictly fresh gathered ; 15 to 15½c. for ordinary store candled and 12 to 13c. for seconds and checks.

BEANS.—So far the offerings of beans have been light and reports keep coming in to the effect that the crop all over the country has sustained damage through the unfavorable weather of the summer. We quote : Primes, $1.40 to $1.45 and handpicked, $1.50 up per bushel.

HONEY.—Offerings of honey at outside points continue free at the prices quoted below. Trade, locally, is fairly active. We quote : Extracted, 8 to 8½c. for large quantities and 9 to 9½c. for small lots. Combs, $1.25 up per dozen.

POTATOES.—The arrivals of potatoes on the Toronto market during the week have been liberal and prices are weaker than last week by 5 to 10c. per bag. The crop this year is said to be affected by rot more or less and this will have a tendency to keep the markets stiff all the year. We quote 65 to 70c. per bag on track, Toronto.

BUTTER.—There has been a more active demand for export for the finest grades of dairy and creamery butter. Low grades, locally, are dull and featureless, with plenty offering. Quotations are as follows : Choice 1-lb. rolls, 15 to 17c. ; dairy tubs, best quality, 15c.; store packed, uniform color, 13 to 13½c. and low grades, 12 to 12½c.; creamery prints, 19 to 20c. and solids 19c. per lb.

CHEESE.—The market is firm and the prices have advanced a little since last week. Keen competition at the factories is reported and this is keeping up the market. English advices report the cheese market strong over there. We quote : Finest cheese, 10¾ to 11c. per lb.

### POULTRY AND GAME.

POULTRY.—The receipts of chickens, ducks and turkeys have been more liberal and as the warm weather is keeping back the demand, prices are weaker. We now quote : Chickens, dressed, per pair, 65 to 75c.; live chickens, 50 to 60c.; ducks, 70 to 80c.; live ducks, 50 to 75c.; young turkeys, 11 to 12c. per lb.

GAME.—The receipts are still light, owing to the earliness of the season, and not much inquiry is reported for any quoted below. Quotations on teal and pin tails are from 5 to 10c. lower per pair. We quote : Teal, 20c.; pin tails, 30 to 35c. and black duck, 70 to 75c.

### FISH.

The receipts of fish have been liberal and the demand very good. Digby herring are now on the market and are of good quality. The catch this year is stated to have been large, and our quotations are as follows : Fresh fish—Lake Erie herring, 4 to 5c.; perch, 4 to 5c.; trout, 8½ to 9c.; pike, 6c.; British Columbian salmon, 20c.; whitefish, 8½ to 9c.; blue fish, 15c. per lb.; mackerel, 15 to 20c.; rock bass, 4c.; speckled trout, 25 to 30c.; halibut, 15c.; Niagara whitefish, 9c. per lb.; blue pike, 4c. per lb.; live lobsters, 25c. per lb.; oysters, $1.35 per gallon ; smoked ciscoes, $1.25 per basket ; Digby herring, 50c. per bundle of six baskets.

### GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.—Owing to the increased amount of new grain put on the market prices have, in many cases, declined a little. This is specially the case with wheat and oats. Rye has advanced another ½c. We quote : Red Ontario wheat, 66c., middle freights ; white wheat, 69c., goose wheat, 67c., middle freights ; rye, 50c. ; barley, 41 to 41½c. and oats, 31 to 32½c.

FLOUR.—Owing to the decrease in wheat there has been a corresponding lowering in flour. Hungarian patents and Manitoba bakers' have each dropped 5c. We quote : Ontario patents, in bags, $3.60 to $3.70 ; Hungarian patents, $4.00 to $4.10 ; Manitoba bakers', $3.75 to $3.80 ; straight roller, $3.30 to $3.40 per bbl.

BREAKFAST FOODS.—The demand for oatmeal and rolled oats is but fair. Oatmeal, owing to the depression in the price of oats, has dropped 20c.; rolled wheat is also 5c. lower. Quotations are as follows: Oatmeal, standard and granulated, in carlots on track here, $5 ; standard rolled oats in carlots on track here, $4.90 per bbl.; in wood, 10c. extra ; broken lots are 20c. per bbl. extra ; rolled wheat, $2.25 in 100-lb. bbl.; cornmeal, $4 ; split peas, $4.75 ; pot barley, $4.25 in 196-lb. bbls.

### HIDES, SKINS AND WOOL.

HIDES.—These, so far, remain unchanged, but owing to the great decline which took place in Chicago and the United States markets last week, a corresponding change is expected here. We quote : No. 1 green, 8½c.; No. 2 green, 7½c.; No. 1 green, steers, 9c.; No. 2 green, steers, 8c.; cured, 8½ to 9c. per lb.

SKINS.—Prices are practically the same though business is weak. We quote : Veal skins, 6 to 14 lb. inclusive, No. 1, 10c.; No. 2, 8c.; do., 15 to 20 lb. inclusive, No. 1, 9c. ; No. 2, 7c. ; deacons (dairies), 60 to 70c. each ; shearlings, and lambskins, 50 to 55c.

WOOL.—This is very quiet and the quotations are unchanged. We quote as follows : Fleece wool, 13½c. and unwashed, 7½c. per lb.

TALLOW.—Prices are low. We quote 6¾ to 7c. per lb.

### SEEDS.

The movement in alsike is still very moderate, while no red clover is offered. We quote : Alsike, $6 to $7 and timothy, $1.50 to $1.75.

MARKET NOTES

Sugar has advanced 5 points.

Corn syrup has declined ½c. per lb.

Potatoes have declined 5 to 10c. per bag.

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Special attention given Mail and Telephone orders.
Your consignments, produce and fruit carefully handled.
WRITE US FOR PRICE LISTS.

## QUEBEC MARKETS.

Montreal, October 2, 1902.

### *GROCERIES.*

BUSINESS in groceries has kept well up to the mark during the week. The market is advancing on several lines, tomatoes being one of them. New Labrador salmon is now in stock with some wholesalers and is being sold at $7.25 per half barrel. Spanish onions, in crates, which are abundant on this market, are quoted as low as 45c. American pork has advanced, and wholesalers are now quoting Jones' at $25.75; Armour's, 30-40's, $28 and 50-60's, $27 in single barrel lots. Prime white pea beans, which weakened somewhat last week, have regained their firmness and are now quoted by jobbers at $1.70 to $1.75 per 60 lb. Skinless dressed cod is now on the market in 100-lb. cases, being quoted at present at $5 per case. Steam refined pale seal oil is higher, now selling at 60 to 70c., according to quantity. Small cheese has followed the advance in large cheese; the price is now 12 to 12½c.

SUGAR.

There has been no important development in this market since our last report. Locally, a good, steady demand is still experienced at unchanged prices, the business, on account of the fruit preserving season, being fully up to the standard of former years. Granulated sugar is selling at $3.65 and yellows from $3 to $3.55 per 100 lb.

TEAS.

The situation in teas on this market has not much changed. Japans keep as firm as ever; but those who expected lower prices still stick to their belief. "We will be getting cheap Japan teas in January," said one importer. A small amount of old Japans is still on the market, but it is dwindling to within a very small compass. In China teas the feeling continues firm. One buyer is obtaining them from London at a lower price than he is quoted from China. Business with merchants in the country continues quiet. Many merchants are pretty well supplied with all the teas they will require for some time. One dealer states that he has enough for ten months yet.

SYRUPS AND MOLASSES.

"Perfection" brand of corn syrup has been reduced in price ½c., and the following are the present quotations: In bbls., 3c.; half bbls., 3⅛c.; quarter bbls., 3¼c.; in 38½-lb. pails, $1.40 and 25-lb. pails, $1.10. The demand is still light on account of the low price of Barbados molasses. For the latter there is a fair demand at unchanged prices, 23 to 24c. being quoted, according to quantity. Antigua molasses is worth 24c. and Porto Rico, 38c.

RICE AND TAPIOCA.

The market continues moderately active. No new feature has developed and prices are unchanged. Quotations are as follows: B rice, in bags, $3.02½; in ½ bags, $3.07½; in ¼ bags, $3.12½; in pockets, $3.17½. In 10-bag lots an allowance of 10c. is made. CC rice, $2.92½ in bags; $2.97½ in ½ bags; $3.02½ in ¼ bags and $3.07½ in pockets. In the open territory

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**FALL FAIRS.**
Send for our price list at once of Cocoanuts, Peanuts, Oranges, Lemons, Bananas, Peaches, Grapes, Plums, etc.
We carry everything in the Fruit line and would like your order for Fair Day.
BUTTER AND EGGS WANTED.
WE WILL PAY HIGHEST PRICES
F.O.B. your station.
**WHITE & CO.**
TORONTO.

SEND YOUR NAME if you have, or will get,
H AND H TRADE MARK
the unequalled cleaner. People who once use it, want it, and we will do some sampling for you. 34 Yonge St., Toronto. All wholesalers sell it.

**RIDGE HALL FRUIT FARM**
... PRODUCES ...
Finest Peaches, Cherries, Grapes, Early Tomatoes, Cucumbers, Cabbage, Melons, Leaf Tobacco, Etc.
Correspondence Solicited.
E. E. ADAMS, - Leamington, Ont.

Winnipeg Brokers.
**M. B. STEELE**
Wholesale Commission Merchant and Broker.
Correspondence and Agencies Solicited.
Stovel Building - WINNIPEG, CANADA.
P.O. Box 731.

**E. NICHOLSON**
Wholesale
Commission Merchant
and Broker.
Correspondence Solicited from Manufacturers and Shippers
**WINNIPEG, MAN.**

prices are about 10c. less. Patna rice is worth 4 to 5c. per lb. and tapioca, 3½c.

SPICES.

The market continues firm in general and nearly all spices exhibit a higher tendency. Prices are yet unchanged on this market. A fairly good demand is experienced., and we quote: Nutmegs, 35 to 55c. per lb., as to size; penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 22c., according to grade; white, 25 to 27c.; ginger, whole Cochin, 15 to 17c.; Japan, 13 to 14c.; Jamaica, 16 to 20c.; Afghan, 12 to 13c.; ground, Japan, 15c.; Cochin, 16 to 17c.; Jamaica, 20 to 22c.; and Afghan, 13 to 14c.

CANNED GOODS.

Tomatoes continue to be the all absorbing feature in the canned goods situation. One of the largest Canadian jobbers said: "The most pessimistic anticipations regarding tomatoes have been more than realized. From every quarter come reports indicating that the situation is worse than was expected, and the scarcity of tomatoes is now known to be such that some jobbers will have to do without them." During the week jobbers have again advanced the price, and tomatoes on spot and to arrive are quoted at $1.30 upwards. Our quotations are as follows: Tomatoes, $1.30; corn, 82½ to 85c.; peas, 82½c. to $1.20; string beans, 82½c. to 85c.; strawberries, $1.45 to $1.60; blueberries, 87½ to 90c.; raspberries, $1.45 to $1.60; gooseberries, $1.45 to $1.60; pears, 2's, $1.60 to $1.70; 3's, $2.10 to $2.15; peaches, 2's, $1.65 to $1.70; 3's, $2.50 to $2.75; 3-lb. apples, 85 to 90c.; gallon apples, $2.10 to $2.20; 2-lb. sliced pineapples, $2.20 to $2.30; grated pineapples, $2.50; pumpkins, 95c. to $1; spinach, $1.50; sugar beets, 95c. to $1.00; salmon, pink, 92 to 95c.; spring, $1.25; Rivers Inlet red sockeye, $1.30; Fraser River red sockeye, $1.40.

### FOREIGN DRIED FRUITS.

CURRANTS.—Nothing further in regard to the primary market has been received. On the local market prices are unchanged under a fair demand, and quotations are as follows: Fine Filiatras, 5½c. to 5½c. in ½ cases; cleaned, 5⅝ to 5¾c.; in 1-lb. cartons, 6½ to 7c.; finest Vostizzas, 6¼ to 7c.

VALENCIA RAISINS.—A considerable quantity of these raisins were received from the Allan ss. Corinthian, which arrived in port on September 30. These are early shipments. The first direct steamer, the Escalona, is expected here early this month. Following her, comes the ss. Bellona, due about November 1. Quotations now are: Finest off-stalk, 6½ to 7½c.; selected, 7⅜ to 8c. and layers, 7½ to 8¼c., according to brands.

SULTANA RAISINS.—There is nothing new to report in these. The market continues firm and the price quoted is 9½c. per lb.

CANDIED PEELS.—These are in fair demand for the season. We quote as follows: Citron, 15; orange, 11½c. and lemon, 10½c. per lb.

MALAGA RAISINS.—No new feature has developed. Prices are unchanged. Our quotations are as follows: London layers, $1.50 to $1.60; "Connoisseur Clusters," $2.15 to $2.25; ¼'s, 65 to 70c.; "Royal Buckingham Clusters," $3.30 to $3.35; ¼'s, $1.05 to $1.10; "Excelsior Windsor Clusters," $4.50 to $4.60; ¼'s, $1.30 to $1.40.

FIGS.—The primary market for Comadre figs shows no sign of weakening. The most important feature in the position is the shortage in Smyrna.

CALIFORNIAN RAISINS.—Prices for seeded raisins have not been announced for Canada yet. It is understood that prices for the United States will be 1c. higher than for Canada. Locally, there is a fair demand for seeded, which are quoted at 9¾ to 10½c. per lb.

PRUNES.—These continue in steady demand, and prices are unchanged. We quote: 8½c. for 40-50's; 8c. for 50-60's; 7¾c. for 60-70's; 7½c. for 70-80's; 6¾c. for 80-90's; 6½c. for 90-100's.

NUTS.

A further advance of ½c. is reported this week in Brazil nuts. The feeling in all lines is firm. Valencia shelled almonds, on spot, have become scarce, and in view of the situation on the primary market holders have felt justified in advancing the price. They are now quoted about 2c. higher. We quote: Walnuts, 11c.; Tarragona almonds, 12 to 13c.; shelled walnuts, 17½ to 18½c.; shelled almonds, 28 to 30c.; filberts, 9½c.; Pecans, 17 to 17½c.; Brazil nuts, 13½ to 14½c. per lb.

### GREEN FRUITS.

Jamaica oranges are now quoted $1 lower and Messina lemons, 50c. lower. Pineapples have practically disappeared from the market, the quantity now held being very small. No. 1 bananas have declined in price 25 to 50c. per bunch and eight-hands, 25 to 75c. Plums have advanced 20 to 35c. Canadian apples, in barrels, are higher. Spanish onions are considerably lower, being 15 to 25c. per crate and 10c. per case. We quote: Jamaica oranges, in barrels, $5 to $5.50, boxes, $3; Messina lemons, $3.50 per box; cocoanuts, $3.25 per bag of 100; bananas, No. 1, $1 to $1.50 and 8-hands, 75c.; cucumbers, 11c. per dozen; Canadian cabbage, 25 to 40c. per dozen; potatoes, $1.15 to $1.30 per barrel; muskmelons, $3.50 per crate; peaches, $1.25 per box; plums, $1.25 to $1.75 per box; pears, $2.50 to $2.75 per box; limes, $1.50 per box; Canadian peaches, 35 to 65c. per basket; plums, 60 to 75c. per basket; Canadian apples, in bbls., $1.50 to $2; in baskets, 20 to 30c.; egg plant, 50c. per basket; Canadian pears, 10c. per basket; Spanish onions, 50c. per crate and $2.10 per case; sweet potatoes, $3.25 per barrel; Canadian blue and white grapes, 25 to 30c. per basket; Delawares, 10c. per basket; Malaga grapes, $5.50 per keg.

### FISH.

The fish trade has continued active during the past week. The first consignment of Malpeque oysters of this season arrived on September 25 and were quickly disposed of. The first arrivals on this market are getting later each year. Some years ago they used to arrive about the first of the month. Haddies are ½c. lower this week. They are in fair demand. Whitefish and dore are also quoted ½c. lower than last week. Halibut is 1c. lower. No. 1 Nova-Scotian herring are 50c. higher, while Holland herring have come down 5c. per keg. No. 1 Labrador salmon, in tierces, is very scarce, and the price has been advanced 50c. British-Columbian salmon is 25c. per half barrel higher. Quotations are as follows: Haddies, 6½ to 7c.; smoked herring, 9c. per box; fresh haddock and cod, 4½c. per lb.; whitefish, 7½c.; dore, 7 to 7½c. per lb.; pike, 6c.; halibut, 12c.; salmon, 15c.; trout, large and medium, 8c. to 9c.; No. 1 herring, Nova Scotian, $5.25 per bbl. and $3 per half bbl.; No. 1 Holland herring, $6.50 per half bbl.; No. 1 Scotch herring, $6.50 per half bbl. and 95c. per keg; Holland herring, 70 to 80c. per keg; No. 1 green codfish, $5 per bbl.; mackerel, $12.50 per bbl.; boneless cod, 1 and 2 lb. blocks, 6c. per lb.; loose boneless cod, 5c. per lb. in 40-lb. boxes; dried codfish, $5.00 per 100-lb. bundle; No. 1 Labrador salmon, $18.00 in tierces, and in barrels, $12.50; No. 1 British-Columbian salmon, $6.50 per ½ bbl. and $12 per bbl.; standard bulk oysters, $1.30 per gallon; Marshall's kippered herring, $1.45 per doz.; Canadian kippered, $1 per doz.; Canadian ¼ sardines, $4.00 per 100; canned Cove oysters, No. 1 size, $1.30 per doz.; canned Cove oysters, No. 2 size, $2.20 per dozen; Malpeque shell oysters, $4 to $5 per barrel.

### COUNTRY PRODUCE.

EGGS.—These continue in fairly good demand at unchanged prices. Business in a jobbing way is active, but in round lots not much is doing, and we quote as follows: Selected, 18½c. to 19c.; candled stock, 16½ to 17c.; straight receipts, 15½ to 16c.; No. 2, 13½ to 14c. in round lots.

BEANS.—A considerable decline in the price of beans has taken place, sales being made this week at $1.25 to $1.30 per bushel, which is 15c. below last week's quotations. There is a moderate inquiry.

HONEY.—A better feeling prevails on this market, and both white comb and strained are ½c. higher. A fair trade is doing, with white clover comb selling at 11 to 11½c. and white strained at 8 to 8½c. per lb.

ASHES.—No change is reported in the price of ashes, though the market continues quiet and easy. We quote: First pots, $4.35 to $4.40; seconds, $3.60 and pearls, $6.25 per 100 lb.

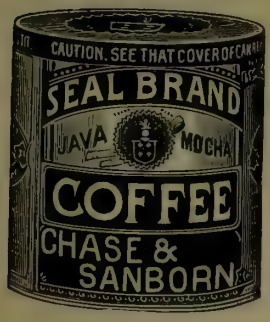
POTATOES.—A further advance is noted this week in potatoes and at the new prices the market is active but steady. 80 to 85c. per bag is paid in a jobbing way, while carload lots are quoted at 70c. per bag.

MAPLE PRODUCTS.—The demand is still light for maple products. No change in price is reported. We quote: Syrup, in large tins, 70 to 80c.; in small tins, 50 to 60c.; in wood, 5 to 5½c. per lb. Sugar, 7 to 8c. per lb.

### BUTTER AND CHEESE.

BUTTER.—The tone of the market is somewhat easier this week, although, except in finest Quebec, no quotable decline is reported. In finest Quebec, ½c. lower is quoted. A good amount of butter is coming forward, but business is not very active. We quote: Saltless creamery, 21½c.; finest Townships do, 20¾ to 21c.; finest Quebec do, 20 to 20½c.; finest Ontario do, 19c.; dairy, 15½ to 16c. per lb.

CHEESE.—There has been another slight advance all round in cheese during the week, amounting to about ½c. on each make. No other material change in the condition of the market is to be noted. The feeling seems to be still firm. Business for export is still almost at a




**Seal Brand**
In 1 and 2-lb. Cans only.
(AIR-TIGHT.)

# David Livingstone

took his young wife with him on his first expedition into the "Dark Continent." Once they were reduced to the verge of starvation. Describing their worst privations, he writes: "We endured for a long while a wretched infusion of Native Corn (Wheat) for Coffee!" This illustrates what those of actual experience have learned, that there is little real nourishment in so-called "Cereal" or "Food Coffees." True vitality is found in **Chase & Sanborn's** Coffees.

## CHASE & SANBORN, Importers, Montreal.

## The Auer Gas Lamp.

"TURNS NIGHT-TIME INTO DAY-TIME."

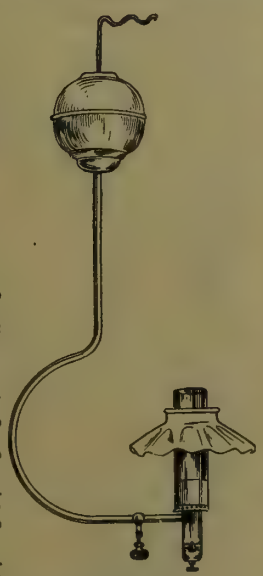
New Styles. Lower Prices.

**Are you interested** in a lamp which gives 100 candle power?

**Are you interested** in lighting your store brilliantly? You know it draws trade?

**Are you interested** in saving half of your bill for coal oil?

**Are you interested** in having the agency for a lamp which does this?



No. 28
100 Candle Power.

**Then write for our Catalogue and Discounts.**

EVERY LAMP GUARANTEED.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

## Drawing Trade By Selling Nasmith's Bread and Cakes.

Out of town grocers are doing this daily. Write us for information.

**THE NASMITH CO., Limited**
66 Jarvis Street, TORONTO.

# Coffees Spices

Now is the time to place your order with us for Coffees and Spices. Goods that sell quickly are the only kind we have to offer. Quality combined with right prices accelerate the sale of our goods. Mail orders receive prompt attention.

**S. H. EWING & SONS** 96 King St., MONTREAL.

Telephone Bell Main 65
" Merchants 522.

Telephone orders receive prompt attention.


## OTTAWA TRADE GOSSIP.

### THE MARKETS.

BUSINESS is still quite active in Ottawa. New stocks are arriving by [illegible] are [illegible] [illegible] better, so that the city markets have been very good, which helps to enliven things, although the weather has been bad during the week. All classes of merchants report having had a good month during September.

The sugar market, as far as prices go, remains the same; the amount of business done is large as people are still preserving. Redpath and St. Lawrence granulated is $3.72 and Woodside, $3.67; yellows are $3.07.

In teas, low-grade Japans are scarce and very firm. Black teas are plentiful with good volume at low prices.

H. N. Bate & Sons report a drop in corn syrup. They quote; Barrels, $0.1[illegible]; half barrels, $0.12½; quarter barrels, $3.25; 3½-lb. pails, $1.40 and 25-lb. pails, $1.10.

Canned tomatoes are not being offered and there does not seem to be a definite price, but figures asked are from $1 to $1.25 a dozen. Corn and peas are quoted at 85 to 90c. per dozen.

The coffee and spice trade is good and has been for some time. C. H. Cochrane & Co., the only manufacturers in the city, are rushed with orders.

Small lots of evaporated apples have arrived and are being quoted at 7 to 7½c.

B rice is lower than quoted last time, prices now being $2.97½ in bags. Sago and tapioca are the same, about 3½c.

The first lot of new Valencia raisins arrived in the city this week via Liverpool. For finest off-stalk the price is 7½c., having advanced ½c. last week. New candied peels are also to hand and are being sold much lower than last season. Lemon peel is quoted from 8¾ to 9½c.; orange, 9½c. and citron, 13 to 14c.

Higher prices are looked for in black and white peppers. It is said they will show an advance of 2 to 3c. Sumatra black is 14c. and white, 24c. Penang black, 16c.; white, 26c.; Singapore black, 18c. and white, 28c. Cream of tartar is also firm and ¾c. higher.

Manufacturers of tomato catsup say they are worse off than they thought. With half the quantity of tomatoes and increased business the situation is very bad, and some brands have to be withdrawn as stock cannot be got to manufacture them.

The sale of illuminating oil is now very good. Prices are as follows: Best American, 18½c. and prime white Canadian, 14½c.

Butter in prints, 20 to 23c.; pails, 17 to 19c.; creamery, 21c. Oats, 28 to 30c.; wheat, 65 to 75c.; buckwheat, 54c.

### THE CHEESE BOARD.

At the Cheese Board Friday the highest price this season was reached. There was a small offering, 1,114 boxes being boarded, 764 white and 350 colored. Bidding opened at 10c. and reached 10⅝c., when all but 75 boxes were sold.

### THE FRUIT EXCHANGE

Green fruits at the Ottawa Fruit Exchange are still around in large quantities. During the week prices ranged as follows: Calvert apples, $1.60 to $2; St. Lawrence, $2 to $2.30; Wealthys, $1.80 to $2.25; peaches, 12 qt., 35 to 50c.; grapes, Niagara, 23 to 26c.; do Concord, 22 to 26c.; do Rogers, 25 to 30c.; gages, 50 to 80c.; plums, 40 to 60c.; pears, Bartletts, 40 to 65c.; melons, 5 to 12c., according to size.

### A NEW ENTERPRISE.

The Ottawa Milling Company, Ottawa's latest manufacturing concern, have got well started into the making of rolled oats and oatmeal. This company is composed of some members of the old McCoy Milling Co. They are making the "G. Y." rolled oats and so far have turned out an article equal to that made by the old firm. Already they are doing a large local trade besides filling some big export orders. It is their intention as soon as possible to manufacture breakfast foods in packages.

### A DEMONSTRATION.

O. H. Cummings, of The Postum Cereal Co., is in the city. He is calling on the trade inquiring as to how "Grape Nuts" and "Postum" are selling. His company have an expert demonstrator in John A. Bryson's grocery, showing the different ways that Grape Nuts can be served and a shorter way to make Postum Food Coffee. Mr. Cummings looks after all outside business in the United States and Canada and is much pleased with their business on this side. It is his intention to come back to Ottawa and demonstrate in different parts of the city at a later date.

Bedingfield & McCusker are making extensive alterations in their warehouse. They are fitting up a new suite of offices, which materially add to the appearance of their warehouse when entering.

### NOTES

Bedingfield & McCusker shipped on Monday two cars of potatoes to Montreal.

Provost & Allard are handling this year "Sovereign" brand of salmon. It is becoming well known as one of the finest brands on the market.

It is reported but not generally known that Montreal manufacturers of vinegar are raising their scale of prices to be uniform with western manufacturers, which means an advance of about 5 to 6c. per gallon.


The best selling tea in Canada today is
Blue Ribbon Ceylon
packed and sold by
Blue Ribbon Tea Co.
17 Front St. East - Toronto

## MANITOBA MARKETS.

Winnipeg, Man., September 29, 1902.

BUSINESS has been very active all week, and as very considerable wheat has been marketed money is beginning to move and by the end of another week should be in fair circulation. The banks are making every effort to assist dealers in the matter of the crop. There is only one serious drawback now in sight and that is a grain blockade. In spite of all the protestations of the railway companies, all who are to any extent familiar with the situation are certain that already traffic is congested and that before another ten days has come and gone, should the present favorable weather continue for threshing, there will be the worst tie-up the country has ever seen. Jobbers in all lines complain constantly of the delay in freight deliveries, and state that between the incapacity of Canadian factories to furnish sufficient goods and the inability of the railways to deliver promptly after goods have been shipped the life of the jobber is anything but a bed of roses.

There have been few changes to record for the week.

CANNED VEGETABLES.—The tomato situation is the same, only more so. It is reported that $2.10 per case factories has been refused by canners. The price here has not been advanced, but the markey is very stiff and jobbers are not keen to sell stocks on hand. Corn and peas are firm and without change.

CANNED FRUITS.—There is a nominal demand and the supply is good in all lines with the exception of gooseberries, cherries and raspberries, all of which are scarcer and higher than in previous years.

EVAPORATED FRUITS.—Reports have reached this market that apricots and peaches have advanced ½c. each in the primary market, owing to the unprecedented demand. No change has taken place in the market here, and in any case the prices of new fruit are much lower than last year.

DRIED FRUITS.—Sultana raisins have advanced ½c. in the primary markets, and this will affect prices here, as only a small amount of the stock required for this market had been purchased before the advance took place. Sultanas are due to arrive here about October 1. New Smyrna figs are due by the same vessel. Prices for new figs are not definitely quoted as yet, but they will be excellent in quality. New Valencia raisins and currants are due on Wednesday next.

NUTS.—Many lines of nuts are very high. Grenoble walnuts are 7c. per lb. higher than last year, and some houses are ordering Marbots exclusively on that account. The shipments of Grenobles to this market will be much smaller than usual. Marbots are about the same price as last year and will sell here at 12c. Shelled almonds are much higher and are quoted to arrive at 32c.; soft shelled almonds, 14c. and filberts, 11½c. Stocks of last year's peanuts are growing small and the price is higher. Quotations for the new crop are not yet given by the trade here. Old-stock shelled walnuts are worth 25c. per lb.

CANDIED PEELS.—Full winter stocks are now on hand and show excellent quality. We quote: Lemon, 11c.; orange,


# CLARK'S MINCE MEAT

**is packed in Tins—1s, 2s, 3s, 4s, 5s;**
**in Wood Pails—25s; Tubs—50s.**

**If you are looking for quality**

**Try a sample order.**

# EPPS'S

GRATEFUL.
COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. **COCOA**

We quote

## Spanish Onions

Finest quality and in prime condition:

Single crates, 85 cents
Five-crate lots, 80 cents } per crate
Ten-crate lots, 75 cents

Soliciting your orders which shall have prompt attention.

**HUGH WALKER & SON, GUELPH.**

## Pure Mustard




Sell your customers **Capstan Brand** and they will come again. Put up in neat tins to retail at **10c.**

Ask your wholesale grocer for it.

**THE CAPSTAN MFG. CO., - TORONTO**



## We want 100,000 Live Chickens annually for our export trade

We will pay the highest possible market price for really prime well-fed birds.

Correspond with
**SCOTT, ASHTON & COMPANY,** MORRISBURG, ONTARIO.

# GRIMBLE'S English Malt VINEGAR

Six GOLD Medals

*GRIMBLE & CO., Limited, London, N.W., Eng.*

12c. and citron, 15½c. Assorted peel in 1-lb. boxes, $2 per dox.

SPICES. All lines are in good demand. Ginger is the only spice that shows an advance for the season.

COFFEE.—Firmer, with an advance of about 1c. for the week. Quotations for Rios run from 9 to 9¾c., according to number.

FISH.—The fall market is now fully established and there is a fairly full line on hand. Haddies are not yet quoted, though first shipments by express should be in almost any day now. Labrador herring are quoted at $1.25 per barrel; mackerel, $1.80 per kit; Digby chicks, 18c. per box; boneless cod, 5½c. per lb.

GREEN FRUITS.—A very active market, particularly for apples and plums. Oranges are quoted $5.50 to $6 per case; Californian lemons, $5.50; bananas, $3 per bunch; box apples, $1.50; apples, per barrel, $3.50; crabs, 60c.; box crabs, $2; Ontario grapes, 40c. per basket; Tokay do, $2.75 per crate; Malaga do, $2.50 per crate; cranberries, $9 per barrel; plums, $1.25 to $1.50; pears, $2.50; Ontario basket pears, 75c.; do tomatoes, 90c. per box of 40 lb.; baskets, 40c.

CREAMERY BUTTER.—Stocks are well cleaned up at factory and prices are 19 to 20c. There is a short supply of good fresh dairy table butter and prices are firm at 13 to 14c. for the best grades.

EGGS.—Shortage of eggs is increasing and the prices are firm at 16c. Winnipeg for fresh gathered, subject to candling.

CHEESE.—There is practically little offering and factory stocks are well cleared up. Prices Winnipeg, 10½ to 11c.

## CANADIAN MAKES SOUGHT FOR.

Among financiers and business men the opinion is freely expressed that commercial affairs in the Dominion are in a most satisfactory shape. There is a disposition on the part of consumers to purchase Canadian-made articles. Among household articles this is well illustrated in the enormous demand for Bryan's brushes, Boeckh's brooms and brushes and Cane's Newmarket woodenware. It would be difficult to imagine a better or more comprehensive range than United Factories, Limited, are now showing.

## POTATO ROT.

With the exception of light, sandy districts, reports from nearly every part of Ontario manifest a poor potato crop. The yield, indeed, has for the most part been abundant, but the rot, due to the rains, has considerably damaged this product. Caradoc, and other sections of Southern Ontario, according to local papers, will be an exception to the rule, but this does not affect the potato market when potatoes are offered at no less than $1.10 per bag, 45c. above the price of a year ago. Exchanges from Sherbrooke and Richmond, Que., also report that the potato is rotting badly in that vicinity.

Mrs. W. L. Shields is now carrying on the business of her late husband who kept a general store in Coboconk.


**CHRISTMAS TRADE**

Confectioners will find our Sweet Coatings most excellent.

**COWAN'S** KING EDWARD, Dark Vanilla Flavored
QUEEN ALEXANDRA, Light " "

These are the Choicest Quality.

Dark Coatings without Vanilla—EBONY, BLACK PEARL, BEAVER, etc.

Light Coatings without Vanilla—EMPRESS, MAPLE LEAF, PEARL.

Unsweetened—GEM, RUBY, SUPERIOR, AMBER, GOLDEN, and EXTRA GOLDEN.

**THE COWAN CO., Limited - TORONTO**

**WELFORD BROS.,**
LONDON, ONT.
MANUFACTURERS OF
Brooms AND Whisks
ROPE, LEATHER AND WEB Halters

Having the most improved Broom Machinery and good workmen we are in shape to give satisfaction.
UNION LABEL on all our Brooms.
Sample orders of six dozen or more sent to any address, freight prepaid. Write for Price List.

NEW SEASON'S IN STORE
**Malaga Raisins**
**Shelled Almonds**
**WARREN BROS. & CO.**
TORONTO.

**"Sarnia" OIL LAMP**
Equal to best American Oil. GROCERS ALL SELL IT.
THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.
SAMUEL ROGERS, President.

**G.O.B. Manitoba Patent**
surpasses in whiteness and purity any All-Manitoba patent flour of same price, and has equal strength.
We have considerable Bran and Shorts to offer in mixed cars.
Our CALLA LILY is A 1 family flour.
MODEL ROLLER MILLS, Perth, Ont.

**HAVE YOU EVER TESTED OUR LIBERALITY?**

Our prices are somewhat lower than regular quotations, which accounts for our getting such a large share of business, and if you have not already favored us with an order it will pay you to do so. We have a large stock of New Canned Salmon, Corn, Peas and Tomatoes which we are offering at interesting prices. What about New Cleaned Currants, Raisins and Peels?

VINEGARS—We want to dispose of several more cars of High-Grade Vinegar during the next month. Your inquiries will have our very best attention.

**The R. & J. H. Simpson Co.,**
WHOLESALE GROCERS AND TEA IMPORTERS, GUELPH, ONT.
Telephone No. 275.

# Graham's Jams, Jellies and Marmalade

are well known all over the Dominion as a **standard of quality.** When ordering try them.

AGENTS:
GEO. J. CLANCY & CO.,
59-61 Front St. E., TORONTO.

***Canada Preserving Company,***
HAMILTON.

# LISTEN!

We are offering goods at the uniform Association prices.
We solicit your patronage on **the merit of our goods.**
We guarantee the quality of any line of goods packed by us **equal to the best brands packed on the Continent of America.**
We are ready to support this statement with samples. **Don't be side-tracked.**
Your wholesale house will supply our best brands if you insist upon it. If not, write for quotations.

## Delhi Canning Co., Limited, -:- Delhi, Ont.

*"Best in the World."*

**HILL, EVANS & CO'S (WORCESTER, ENG.)**

PURE ENGLISH
**MALT VINEGAR**
Delicate in Flavor and Aroma.
Splendid keeping properties.

**ROBERT WATERS' QUININE WINE**
Quinine in a palatable form—50 years' reputation.

Export Agents:
Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

# Cream Sodas

**In the 3-pound round-cornered tins are all right.**

# The Canada Biscuit Co., LIMITED

KING ST. WEST AND
BATHURST ST. CARS PASS OUR WORKS.

**KING and BATHURST STS., TORONTO.**

## NOVA SCOTIA MARKETS.

Halifax, September 29, 1902.

BUSINESS continues brisk and the autumn trade is opening up extremely well. Reports of good crops are coming in from all quarters, and the travellers are sending in good crops of orders, and, what is more important still, the best of reports for all-around activity in business for the autumn season in every line of trade. Payments have been met all through the season with unusual promptness and there have been few losses from failures or otherwise. The tone of the grocery trade is quite satifactory both to wholesalers and retailers.

* * *

Flour at present is very firm and stocks in the hands of jobbers are very low. For some time both retailers and jobbers have bought very sparingly—a condition which seems to have prevailed generally—and now when all want to stock up for the autumn trade, the mills being rushed with orders, are quoting an advance of 10 to 20 cents. This will, no doubt, affect the local market eventually.

* * *

Cornmeal is at an advance of 10c. Rolled oats and oatmeal are easier and declines are noted, though the prices are only nominal until the full report of oat and corn crops is made up. Present prospects are for lower quotations in both. Feeds, which have been running high, are quoted down $1.00.

* * *

Oats are quoted at 45 to 50c.; potatoes, 45c.; hay, $10.50, somewhat lower than at this season last year. Barrelled pork is up about 50c. per bbl. Beans are easier in price on account of good crop reports. Sugars remain unchanged. Molasses, if anything, are firmer, but no change locally. For the latter there is a good demand, Canned goods are unchanged locally, but packers' quotations are firmer. Heavy beef is now coming in readily and is quoted at $9 to $9.50. Butter is firmer, owing to a good demand for export to Great Britain and a reported advance there of one shilling. Cheese is running at 9¼ to 9¾c. for August. September is held by the factories for 10c.

* * *

As in Nova Scotia, the fish question in Newfoundland is becoming a serious one. As noted last week, the price in the Ancient Colony has been cut very low. A week ago a meeting was held by the fish exporters in St. John's to consider the situation, and prices were fixed for the various export fish, all of which are very much lower than last season. This is affecting the market here, as Newfoundland fish is being sent to Halifax instead of exporting direct, or selling to the regular exporters there. "West India" cod is now quoted in Newfoundland at $2.00 for small, $3 40 for large; merchantable cod, $3.60 to $4.00; haddock and ling, $2.40. Cod oil has also declined in Newfoundland and is quoted at, in oak casks, $75.00; in soft wood, $74.00.

* * *

A meeting of the Maritime Grocers' Guild was held here last week, but it is not possible to obtain information of the doings of that body. Trade matters were talked over, ideas were interchanged, and the meeting is said to have been a most satisfactory one. Among those present were S. S. DeForest, St. John; C. H. Peters, St. John; A. J. Teed, St. Stephen; S. A. Jones, St. John. C. H. Peters was elected president and H. G. Bauld, of Halifax, vice-president.

R. C. H.

## PERSONAL MENTION.

Mr. Ralph Smailes, of Rendell & Co., general merchants, Greenwood, B.C., was in Toronto this week.

## WINNIPEG'S FRUIT SUPPLY.

Editor CANADIAN GROCER,—On page 20 of your valuable publication received to-day, I notice an item re Manitoba fruit requirements, in which there are two statements made, both of which are misleading.

In the first I am made to appear as the recipient of the honor of having had a banquet tendered me. It is painful to have to deny this, but candor compels me to say that the honor was done to Messrs. Metcalf and Palmer, representing the British Columbian fruit growers. I had the very great pleasure of being present, however, as a guest of the Winnipeg Fruit Exchange. Being called on for some remarks, I stated the facts you refer to in the article mentioned, but not precisely in the same way.

What I said was this: That the value of the fruit imported, and on which duty was paid during the last fiscal year at the port of Winnipeg, amounted to the sum of $168,000. This does not take into account the fruit arriving from British Columbia or from Ontario, nor of the oranges or lemons purchased at the auction sales at Montreal, so that the actual value of fruit handled and consumed in Winnipeg in the course of a year, will be much larger than the sum of $168,000 as given by you.

I notice that your correspondent here intimates that it will be near the $1,000,000 mark, a statement that I see no reason to dispute.

J. J. PHILP,

Dominion Fruit Inspector for Manitoba and Northwest Territories.

Winnipeg, September 22, 1902.

## FRUIT CROP GOSSIP.

ONE of the largest orchards in Quebec is that possessed by J. E. P. Racicot, of Hull. This orchard is situated at Ste. Pie, Bagot county, and contains 5,000 apple trees. The yield this year was 600 bbls., but, as the orchard is yet young, a far greater crop is expected in a few years.

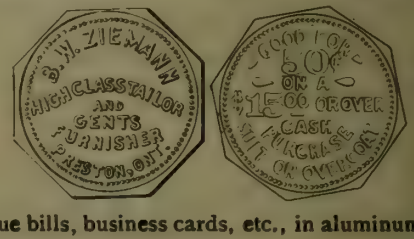
British Columbia is bound to make a reputation as a fruit-growing Province, and is making every effort not to be outrivalled by Ontario. By producing a second crop of berries the latter has, by no means, distanced her sister Province of the West, in which many fruit dealers are disposing of their second crop of strawberries.

According to exchanges from Quebec, the quality and quantity of apples this year in that Province is much above the average. Many large shipments are being made from both Quebec and Montreal. The steamer Tunisian, which sailed on September 27, carried no less than 12,000 bbls. of Canadian apples, which, with other products, made one of the largest freight cargoes taken out of Montreal this year.

The apples shipped to England are arriving in good condition, and the best quality is bringing $2.25 per bbl. R. W. Shepherd, manager of the Ottawa Navigation Co., who possesses one of the finest apple orchards, recently made an experiment in shipping by cold storage a cargo of Duchess apples to England, and had the satisfaction to find that they arrived in perfect condition and netted him $2.25 per bbl.

## DUE BILLS.

Mr. Cranston, of the Cranston Novelty Co., Galt, was in Toronto the other day. He reported business good. The company of which he is the head make a specialty of




due bills, business cards, etc., in aluminum, brass, copper and German silver. The accompanying cut shows one of the due bills. These due bills are being used by several hundred merchants.

H. P. Eckardt & Co. are offering special value in a sugar syrup in ½-bbls.

A shipment of Barbados raw sugar in bbls. arrived this week for H. P. Eckardt & Co.

# Now in Store.

## 2,625 Boxes, 7-lb. each,

### Choicest Lemon, Orange and Citron Peels

SHIPPED BY THE BEST HOUSES, INCLUDING :

**Messrs. Crosse & Blackwell.**
**Messrs. Batger & Co.**
**The York Confectionery Co'y.**
ALL OF LONDON, ENG.

---

## TO ARRIVE SHORTLY.

## 65 Cases Finest "ELEME" Table Figs, all qualities

| | |
|---|---|
| In 12-oz. | Boxes |
| 1-lb. Glove | " |
| 10 " | " |
| 28 " | " |

Those were bought before the advance from **Protopazzi Bros., Smyrna.**

---

WE SHOULD HAVE MENTIONED LAST WEEK . . . .

## 4,100 CRATES SPANISH ONIONS.

Our prices were so low on them, and we have sold so many, that customers who have not yet bought a few should send their orders at once, if they wish to take advantage of this **bargain.**

Ask for prices, they are the lowest. We are sellers. We have the stock.

---

# L. CHAPUT, FILS & CIE.

**Wholesale Grocers,**

Importers of TEAS, WINES and LIQUORS, - MONTREAL.

# BUSINESS AND ITS MANAGEMENT.

## APPLY YOUR KNOWLEDGE.

WHEN you think a scheme is good for any other place than yours, it is proof that you can use some portion of that scheme for your own business or it would not have met with your approval, remarks Drygoodsman and General Merchant. If a clerk thinks that a certain bit of advice would be a mighty good thing if he were in some other position, he can make up his mind that it is at once applicable to him or he would not have such an opinion.

This attitude of thinking matters do not apply personally gets a great many people into trouble, or rather allows a great many people to fall into ways the otherwise would not fall into. Too many people about a store are always ready to think a correction or a suggestion is not meant for them, but is applicable to the rest of the force.

The clerk may read of the conduct of business in big department stores, or some section of the country where conditions require different methods than will apply to his work, and he immediately fails to find where such a thing is applicable to him. It is applicable every time, if he will think over his own conditions and work the idea to his needs.

The head of a small house thinks that matters which are of vital importance to big concerns need not fit his case in the slightest particular, but he has only to think that all business is alike with the exception of size and the changes in demands for attention and details which the different sizes require.

For the good of every business it behooves all connected with it to keep eyes open every minute for something that can be applied to its workings. It makes no difference where it comes from, so long as it is something that can be applied to the business either directly or after changes. Store people are apt to think that ideas for their uses can be obtained only from sources that have some sort of connection with their kind of business. While it is a fact that such sources will furnish the quickest and most readily adapted ideas, it is also a fact that some of the best ideas of trade and the handling of business are gathered from sources that are almost entirely foreign to store life.

### WHY THE NEW ONES SUCCEEDS.

The retailer who has plugged along in the most honorable sort of a way for many years sometimes finds that the trade of his town or section goes to a new man who seems to do things in a way that calls people to him. The old retailer does not understand that the new man is just as square and honest and treats the people in just as good a manner. He is apt to think that some underhanded method is being attempted and bewails the fact that shall put the faithful and honest man in the rear of the procession while the smart one gets in the lead through fooling the people, or something of that sort.

The clerk watches the progress of the new fellows who come into the business and finds one who seems to get along faster than any of the others. The fast one gets next to the best customers and seems able to sell goods that no one else in the store can sell in the same way or the same quantity. The young fellow meets the approval of the firm and begins to go past the other fellows who have been so long in the ruts of doing the things that seem easiest.

The advancement is made because of the manner in which the young man catches hold of everything that can push forward the business. He is the fellow who gets a business of his own sooner than anyone else in the store.

### BRIGHT FELLOWS ARE WANTED

Why is it that the demand is so great for fellows who are determined to make a go of whatever they take hold? It is because there are so many who get up in the morning and go to bed at night, in the meantime doing their work because it has to be done and not because they want to do it or because they are trying to do it in some newer and better manner.

Every line of trade at the present time is demanding men who can go ahead with everything placed in their charge and be depended upon to get all there is out of it. Too many are asking for the good things and are either not able to give the work demanded or are not willing to do more than is actually required.

Every man who will go at it with a will to apply whatever he sees in some way to the work which confronts him every day and make a success out of it will soon find the place he now has too small for him and another opening ahead. If he is in business for himself he will see where every day he is making a better thing out of his opportunities and the trade is coming his way.

It pays to keep your head working all the time.

## FOLLOWING THE FAIRS.

The E. W. Gillett Co. Limited are doing extensive advertising at all the prominent exhibitions and fairs in Ontario. They were in evidence at the Toronto and London Fairs, and during the past week made a good show at Brantford. This week the South Waterloo Fair at Galt is being attended and the great fair at Markham. Next week Brampton and Berlin will receive the exhibit. The work in connection with advertising "Magic" baking powder, "Gillett's Lye," "Royal Yeast" and the other well-known sundries is being looked after by J. F. Holden, the Western Ontario representative, and W. H. Seyler, sales manager, and that the merits of the goods are being thoroughly explained to the public goes without saying by all who know these hustlers.

## A GROCER'S SUICIDE.

Henri Beland, a former grocer of Montreal, who was well known in that city, died by his own hand on September 25. After taking breakfast with his wife and a few others at his boarding house, he went upstairs, and shortly afterwards two loud reports were heard. On reaching his room the door was found to be locked. When opened, Mr. Beland was discovered sitting on a sofa, a gun at his feet, his face shattered beyond recognition. He was taken to the Notre Dame Hospital, but died in a few hours.

Of late years Mr. Beland had been employed as bookkeeper by J. B. Rolland & Fils, printers and stationers. The officials of that firm state that he had some dispute with the company a few days before, and had been despondent ever since. On Wednesday, the day before his death, he returned to the office and fixed up all the books and accounts.

## WAREHOUSE FOR SALE.

The premises at 7 Front street east, Toronto, occupied by The Toronto Biscuit and Confectionery Company, Limited, are advertised for sale by the executors of the estate of the late A. M. Smith, of which they form a part. This is the warehouse that was recently damaged by fire. The sale will take place on Saturday, October 11.

# FLOUR

MAGOR'S DELICIOUS PATENT FLOUR.

The Purest Flour Made—makes Delicious Bread, Cakes and Pastry.

Prices For Cash Unequalled.

JOHN MAGOR & CO., MONTREAL

MOTT'S DIAMOND CHOCOLATE. JOHN P. MOTT & Co HALIFAX, N.S. ESTABLISHED 1844 IS THE BEST.

For Sale Everywhere.

—:o:—

ASK FOR

**MOTT'S.**




It is acknowledged that in Baking Soda in packages the standard both as to quantity and quality is

## DWIGHT'S "COW BRAND."

Dealers and consumers both acknowledge this fact.

## JOHN DWIGHT & CO.

34 Yonge Street, TORONTO, ONT.

## A LITTLE ADVERTISEMENT ....

Sometimes does as good work as a larger one. We can give you any size you want in this paper, from 1 inch to a full page. Prices gladly submitted.

**The MacLean Publishing Co., Limited, Montreal and Toronto**

# YEAST

Merchants finding it necessary to have another brand of Yeast in stock should remember the old reliable

## Gillett's "CREAM" YEAST.

Boxes—3 doz. 5c. size $1.00 per box.

A WORD:—

Experiment with anything else in the grocery line but not with Yeast. It's risky and expensive to all concerned, including your customers.

## E. W. GILLETT COMPANY LIMITED

London, Eng. TORONTO, ONT. Chicago, Ill.

## WHAT IS YOUR MOTIVE




CELLAR OUTFIT.

For being in business? Are you in business for your Health, or for Fun or for the Profit there may be in it? Various motives actuate men. The motive behind the action like "THE MAN BEHIND THE GUN" is the all-important . . thing. Some people may be in business for Health—not many people are in it for Fun, though there is considerable "funny business" going on. We assume that you, like ourselves, are in business for A REASONABLE PROFIT. Our business is to build the

## BOWSER 3 MEASURE SELF MEASURING OIL TANK

And to induce you to buy it, if we can. In all seriousness and candor we believe that a Bowser Oil Tank will aid you in your business and save to you a profit that you are now losing. This Tank saves Oil, and oil costs money. It saves labor, and labor costs money, whether you perform it yourself, or hire it done. It saves Time, yours or your clerks, and Time **is** money. More than this, it is Cleanly, Neat and Handy and reduces your fire risk. It is a profit-saver and hence a profit-earner. Remember we assume that **you** are in business for **profit.** Our Catalogue "B" tells more.

**S. F. BOWSER & CO.,**

Factory, FORT WAYNE, Ind. 65 Front St. East, TORONTO.

# MANUFACTURERS AND THEIR SELLING METHODS.

By "CANADIAN TRADE."

GOD in His providence has made bountiful provision for the wants of every living creature. With advancement in civilization has come increased requirements and desires for better surroundings.

He has so placed the provision to meet our wants, that investigation and intelligent work are necessary to obtain them. All things have a beginning. It is from the small that the larger is developed. It is this process of development that has called into existence the manufacturer from the humble handworkers, etc., of the various trades to the large manufactory well equipped with machinery. The manufacturer has to obtain materials from other sources, either from the mine, forest, soil or animal kingdom, so only forms a link in the chain of providing for the public wants.

Farmers, when living close to centres of population, can, and do market many of their products. I have noticed that the most shiftless farmer and his better-half come, as a rule, oftenest to the market, thereby neglecting duties at home. Accidents happen; cattle get into and destroy a grain field, etc., in their absence. His neighbor who stays at home and looks after the daily requirements conducts his farm to obtain the best results. When he goes to market it is with a full load, and while there he contracts to sell what he has for sale.

The point I wish to make is that the manufacturer can market his own goods directly to the customer in a limited way, but that he would obtain better results by giving attention to the improvement of his methods of manufacturing and more largely leave the question of distribution to the wholesaler and retailer.

The head of a large manufacturing concern, unsolicited, recently made the statement to me that a wholesale jobber could market goods cheaper than a manufacturer. The jobber collects his goods from many sources, and offers a larger variety to his customers. The retailer can get from one source a larger variety of goods, which is often quite a saving in freight and trips to the station for goods. It makes fewer accounts for the retailer to look after, and to provide for the payments in remitting, etc. In Eastern Ontario competition between manufacturers and jobbers divides up accounts, and is largely accountable for the pressure to book orders long in advance of the season for which they are required. The result is often that a dealer carries, when he can ill-afford to do so, stock from one season to another, with the probability of it deteriorating in value in so doing, both by lying around and from preventing newer and more desirable goods taking their place. Jobbers could afford to handle lines on smaller margins if they had not to divide up the trade with the manufacturer. Competition between jobbers would regulate prices. On the other hand, manufacturers having the selling of the goods off their hands, the expense of disposing of them could go towards reducing price and enabling them to meet competition. Some manufacturers have recognized this and have a fixed price at which goods will be sold to the retail trade, and provision made for the cancelling of commission allowed the jobber if he breaks prices.

## AN INCIDENT IN THE LIFE OF A WESTERN TRAVELLER.

Samuel Vila, representing James Turner & Co., in the Northwest, sends them a photo showing how they cross rivers in Alberta in flood time. He also writes the following re the photo:



Mr. Vila's dangerous journey, while the "boys" are waiting to see if he will drop in.

"I am mailing you a small photo taken by one of my friends on our famous hand-car trip from Nanton to Calgary in July last. It shows the railway bridge across Sheep Creek, the only method of crossing this creek, the traffic bridge having been washed out. We left our hand-car from Nanton there, and secured another, as the section foreman positively refused to ride or run across by pushing it or to allow us to do so.

"The photo does not enable one to realize what bad shape the approach to the bridge was in. You can see how the superstructure is sinking on the right-hand side of the photo. The main current and force of the river left its old bed under the bridge and washed out all the approach, so that where I am in the middle is the lowest part of a practical but unintentional suspension bridge, all hanging merely by the fastenings (fish plates) from one rail to the other, the ties being suspended from the rails by the spikes. The reason one had to hang onto the rail as illustrated was that owing to the ties being old and spongy, and every once and a while, as you will see by vacancies, as soon as one was stepped on it would drop (15 feet) into the river, and the only way of saving yourself was to hang onto the rail."

## COAST VIEW ON SALMON.

Commenting on the salmon situation on the Coast, with particular reference to the Alaska pack, The Seattle Trade Register in its current issue says: "Jobbers report the market condition on salmon as somewhat improving, although the demand is not as heavy as it ought to be at this time of the year. The nominal advance of 5c. per dozen made by The P. P. & N. Co. last week has not been followed by other jobbers. Current prices on sockeyes remain where they were a week ago, while Alaska are a little firmer at 95c.

"Considerable feeling was created among salmon dealers by the interview of Col. H. M. Kutchin, special agent for the Treasury Department, which appeared in The P.-I. last saturday morning. It was misleading altogether, and either Col. Kutchin was wilfully misquoted in order to get up a sensational, yellow-paper article, or else the Colonel attempted to air himself on a subject with which he is not at all familiar. If Col. Kutchin fathers that interview in The P.-I., he has grossly misstated facts, the result of which will be to fool many buyers not well posted on the situation to defer buying and cause them to wait for a time when prices must necessarily be higher by reason of the actual shortage that will prevail. If Col. Kutchin intended to confine his remarks to the pack of Alaska alone, then to that extent he was correct in saying that it would exceed that of last year, but the tenor of the whole article appears to have been written in malice and so twisted with inuendoes as to make it appear that the many authentic reports published in The Trade Register and other trade papers had been gotten up for stock-jobbing purposes exclusively in the interest of salmon brokers, in order to boom the prices and keep them up on false representations during the season of 1902-1903.

"The estimated pack to date is roughly as follows:

| | Cases. |
|---|---|
| Alaska | 2,400,000 |
| Fraser River | 282,630 |
| Skeena River | 180,000 |
| Rivers Inlet | 80,000 |
| Naas and other B. C. | 35,000 |
| Puget Sound—sockeye | 318 800 |
| Columbia River | 275,000 |
| Total | 3,571,430 |

"Estimating the Sound fall pack at 140,000, the Washington coast at 50,000, the Columbia River fall at 125,000 and California at 11,000 cases, this would make a total 1902 pack of 3,897,430 cases, or 1,127,108 cases less than the total 1901 pack."

# The List of Good Sellers






Aunt Jemima's
Pancake Flour







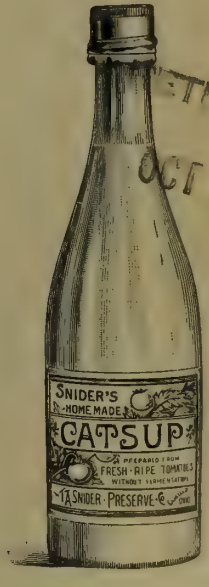











**We are booking heavy orders for Fall delivery.**
**Get particulars and quotations.**

**A. F. MacLAREN IMPERIAL CHEESE CO., LIMITED, Agents, TORONTO.**

# Rice and its Cultivation in Japan.

AMONG all the industries and commerce of Japan no one thing figures so largely as rice, hence its cultivation is the most important factor in agriculture. It is impossible, says a writer in The Louisiana Planter and Sugar Manufacturer, for one who has never lived in the country to fully understand the value of the services of the farmer, and to what extent he contributes to the success of commercial life. If he did nothing but furnish rice and rice-straw he would more than measure up to his share of contributions to commerce. Rice itself is used for a greater variety of purposes than any other food. Millions of bushels are consumed in the preparation of the national drink, called sake. The amount may be understood when it is known that 32 per cent. of the entire national income is derived from the amount used in this manner. Rice-flour is used in great quantities in the preparation of sweets in common use among all classes. The strongest paper and much writing material is also made from rice-straw, which furnishes supplies for endless industries. Matting for beds is padded with its longest stalks, horses and bullocks are shod with a poorer grade, houses thatched, rope manufactured, sandals woven, etc. The great variety of uses make the rice crop the most important feature of farming. Hence it is that more time is given to its complete cultivation than to all other crops combined. Two conditions are indispensable to success in rice-growing—rich soil and plenty of water. Terrace planting figures largely in farming, otherwise there would be only a small per cent. of cultivated land. The terraces are the work of uncounted generations, and the labor invested in beautifying the hillsides can never be estimated. All the stones, gathered by hand from the ground have been used to build up and make strong the edge of each terrace to secure it against floods or landslides. In the construction of these great care has been taken to provide for water supply, either by turning the tide of some natural watercourse or leaving a place at the top of the highest terrace where water may be conserved against a time when there may not be a generous rainfall. Usually the sides of this reservoir are walled in by the stonework so common in Japan, a feature of striking beauty wherever it is found. From either this or some other source the water courses very slowly from bed to bed, flooding the small sections included within the miniature dykes, until the whole surface is softened. Then it is that the very trying preparation of each small field begins. It some places a bullock is used with a plough, and as a second process the space is again covered with a harrow, which is only a row of heavy spikes driven into a piece of wood and attached to the bullock by ropes. More frequently the work is done with a hoe, and the labor does not cease until the entire bed is reduced to a muddy paste. Nothing could be more praiseworthy than the manner—and cheerful manner at that—in which the farmer, and usually the entire family of workable age, including wife and daughters, set about a task unknown to women in other parts. These flooded places very soon become the home of every sort of water creature known in this mild clime. Water-snakes wriggle their slim bodies through the liquid mass, frogs and lizards seem to enter a contest to see which will perform the greatest number of antics around the ankles and over the feet of the farm hands, while leeches demonstrate the clinging tendency of their nature by retaining a fond hold of any part of the body exposed to an attack. It is a common sight to see hundreds of women wading about in these watery, muddy fields, a foot deep in the slush; in fact, millions of them spend days at a time in such a plight during the planting season.

Rice is planted in rows for the same reason the other grains are; as this necessitates transplanting, the first sowing of the seed is broadcasted in small seed-beds. Nothing is done by way of cultivation until the sprouts are ready to be placed in the prepared soil, with the exception of covering the seed with some sort of quick fertilizer; frequently rice straw sprinkled with lime does the work. During the time while the seed is sprouting and obtaining sufficient growth to be transplanted, the beds are watched with great care during the day, and at night, little lamps, protected from the wind by old tin cans, are placed in the beds to frighten away pests of any sort that might destroy the young grain. The time of transplanting is the signal to draft everyone into service. If there are not enough hands among the farmer's family outsiders are engaged. Men earn twenty cents a day and their board, while the women, after a time-honored custom in more civilized lands, receive 25 per cent. less for the same amount of work, done side by side with men in the same field. The shoots are pulled up by the roots, tied into small bunches, and thrown into the planting beds. A line is stretched from side to side, which is followed in setting the rows, that they may remain regular. Then it is that the hands wade in, regardless of all things. A bunch of young plants is held in one hand, the other being used in planting. Several spears are gathered from the bunch, and with these between the thumb and first finger the arm is thrust down almost to the elbow to reach the firmer soil, where the plants are set to take deep root for summer growth. The planting takes place during the rainy season, when the rainfall is supposed to be sufficient to keep the beds properly flooded. Last season most of the planting was done with the rain simply pouring down for days at a time. Rain does not interfere with the operations in the least, for the rice-straw is put to service in making raincoats. The long spears are woven close together in a band large enough to go around the waist. The band of a second piece fits the neck. When the rain strikes the straw it runs off over the smooth surface. This rice-straw coat is a great protection to the wearer. In addito this the bamboo hats are about half as large as an umbrella. These are really made to prevent injury by the sun, but are also useful during the rains. If the rainfall fails, as it sometimes does, then the heavy work is greatly increased, for frequently the fields are watered by hand. A water-wheel is a common means of irrigating the fields from a flowing stream or canal. The wheel is operated by treading it. A heavy pole is thrust deep into the ground, and a man destitute of clothing, save a loin-cloth, mounts the wheel, and hanging to the pole with an iron grip his feet fly from spoke to spoke with such rapidity that electricity seems an unnecessary force. This throws the water into furrows, and it quickly floods the bed. Finding a small outlet, it slowly courses from one section of the field to the other, but constant treading is necessary in order to keep up the supply. It is doubtful if the genius of man has ever devised so many modes of irrigation as are found in Japan. This is, doubtless, due to the knowledge of the vast interests at stake in the failure of a rice crop. It is a question whether the people could ever be induced to change their system, as it has obtained for several thousand years, even if they knew modern methods greatly decreased toil.

The rice-plant forms a single blossoming ear, containing from 30 to 60 grains, and when developed to the fullest, frequently 100 grains are found. In a good season the yield is 40 bushels to the acre, but much depends on the rains. There are about 200 species of the grain, some of which ripen early and some late.

# 892 Gallons

. . . OF . . .

# Red Rose Tea

Were Served at the

## Toronto AND London Exhibitions

Some of your customers were, doubtless, among the number and may make some remarks that will make you have more, or, perhaps, less confidence in me as a man who knows something about tea. "Red Rose" is built to stay, not to stay on your shelves, but in the confidence of those who like good tea.

**Your Japan Tea Customers are Going to Make a Change Soon.**

They are going to change from Japan to the pure uncolored teas of Ceylon. Just sample for yourself a package of "Red Rose" Green Ceylon and you will not wonder that a change is coming about. A post card will bring one of my travellers to see you.

## T. H. ESTABROOKS,

**Tea Importer and Blender.**

**ST. JOHN. TORONTO. WINNIPEG.**




# MADE IN CANADA AND HONEST ALL THROUGH

NOV -1 1902
RETURNED

There's no place like home to purchase reliable goods. Remember this fact when considering foreign manufactures, remember that flimsily made brooms and brushes cost you just as much as

## BOECKH'S

**Hair Brooms**
**Bamboo-handled Brooms and**
**Household Brushes**

The value of these goods is apparent at a glance. A wide range of Brushes and Brooms and all good.

**If one of our representatives has not yet called upon you and you are in a hurry for goods, write, telephone or telegraph us direct at our expense.**

## UNITED FACTORIES, Limited,

**Head Office: Toronto.**

**OPERATING:**
**Boeckh's Toronto Factories.**
**Bryan's London Factories.**
**Cane's Newmarket Factories.**

MONTREAL BRANCH: 1 and 3 DeBresoles St.

LONDON BRANCH: 71 Dundas St.

# Pure Gold Jelly Powder

# Pure Gold Flavoring Extracts

# Pure Gold Baking Powder

**WE MAKE THE DEMAND, YOU SELL THE GOODS EASILY.**

# CURRENT MARKET QUOTATIONS

October 2, 1902.

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, St. John, N.B., and Halifax. The prices are solicited for publication, and are of such quantities and qualities as are usually ordered by retail dealers on the usual terms of credit. For Winnipeg market report and prices, see page 31.

Goods in large lots and for prompt pay are generally obtainable at lowest prices.

All quotations for staple products are under the direct control of the Editors, who call daily upon all the leading houses in the principal centres.

| BUTTER, CHEESE AND EGGS | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| Dairy, choice, large rolls, lb. | $..... | $0 18 | $ 14 | $0 15 | $..... | $0 16 |
| " " pound blocks | 17 | 18 | 13 | 15 | 16 | 18 |
| " tubs, best | 15½ | 18 | 14 | 15 | 17 | 19 |
| " tubs, inferior | 14 | 15½ | 11 | 13 | 14 | 16 |
| Creamery, boxes | 19 | 19½ | ..... | 19 | 20 | 23 |
| " prints | ... | 20 | 18 | 20 | 22 | 24 |
| Cheese, new, per lb | 10⅜ | 10¾ | 10½ | 10¾ | 10 | 10½ |
| Eggs, new laid, per doz | 18½ | 19 | 15 | 17 | 16 | 17 |
| **CANNED GOODS** | | | | | | |
| Apples, 3's | ..... | ..... | 90 | 1 00 | 1 00 | 1 10 |
| " gallons | ..... | 2 50 | 2 25 | 2 50 | 2 70 | 2 80 |
| Asparagus | 2 20 | 2 25 | 2 00 | 2 40 | ..... | ..... |
| Beets | 1 00 | 1 00 | 90 | 1 00 | ..... | 1 10 |
| Blackberries, 2's | ..... | 1 30 | 1 50 | 1 70 | 1 50 | 1 80 |
| Blueberries, 2's | 92½ | 95 | ..... | ..... | 95 | 1 00 |
| Beans, 2's | 80 | 90 | 80 | 90 | 90 | 95 |
| Corn, 2's | 82½ | 85 | 80 | 95 | 80 | 90 |
| Cherries, red, pitted, 2's | 2 25 | 2 30 | 2 10 | 2 25 | 2 30 | 2 40 |
| " white | 2 25 | 2 30 | 2 00 | 2 25 | ..... | ..... |
| Peas, 2's | ..... | 85 | 82½ | 87 | 85 | 90 |
| " sifted | 95 | 1 05 | 90 | 1 00 | 1 10 | 1 15 |
| " extra sifted | 1 05 | 1 15 | 1 20 | 1 25 | 1 20 | 1 25 |
| Pears, Bartlett, 2's | 1 50 | 1 60 | 1 50 | 2 00 | 1 75 | 1 80 |
| " " 3's | 1 90 | 2 00 | 2 00 | 2 40 | 2 00 | 2 25 |
| Pineapple, 2's | 2 00 | 2 40 | 2 25 | 2 50 | 2 15 | 2 25 |
| " 3's | 2 25 | 2 40 | 2 50 | 2 60 | 2 50 | 2 60 |
| Peaches, 2's | 1 75 | 1 85 | 1 75 | 1 90 | ..... | 1 75 |
| " 3's | 2 60 | 2 70 | 2 50 | 2 75 | 2 70 | 2 80 |
| Plums, green gages, 2's | 1 30 | 1 35 | 1 10 | 1 25 | 1 30 | 1 60 |
| " Lombard | 1 20 | 1 25 | 1 00 | 1 10 | 1 30 | 1 50 |
| " Damson, blue | 1 00 | 1 25 | ..... | 1 00 | 1 10 | 1 30 |
| Pumpkins, 3's | ..... | 85 | ..... | 95 | 90 | 1 00 |
| " gallon | ..... | ..... | 2 10 | 2 25 | 2 10 | 2 25 |
| Raspberries, 2's | 1 40 | 1 50 | 1 60 | 1 80 | 1 70 | 1 75 |
| Strawberries, 2's | 1 50 | 1 75 | 1 60 | 1 75 | 1 50 | 1 75 |
| Succotash, 2's | 1 00 | 1 25 | ..... | 1 15 | 1 10 | 1 15 |
| Tomatoes, 3's | ..... | 1 30 | 1 15 | 1 20 | 1 25 | 1 30 |
| Lobster, talls | 2 75 | 3 20 | ..... | 3 25 | 2 50 | 3 25 |
| " 1-lb. flats | 3 00 | 3 75 | 3 50 | 3 70 | ..... | 1 25 |
| " ½-lb. flats | 1 75 | 1 85 | 1 75 | 1 80 | ..... | 1 75 |
| Mackerel | 1 00 | 1 10 | 1 15 | 1 25 | 1 35 | 1 45 |
| Salmon, sockeye, Fraser | 1 47½ | 1 52½ | 1 50 | 1 52½ | 1 50 | 1 75 |
| " " Northern | ..... | ..... | 1 40 | 1 45 | 1 15 | 1 25 |
| " " Horseshoe | ..... | ..... | 1 50 | 1 52½ | ..... | ... ... |
| " Cohoes | 1 00 | 1 15 | 1 05 | 1 15 | 1 00 | 1 10 |
| Sardines, Albert, ¼'s | 12 | 12½ | 0 13 | 14 | 14 | 15 |
| " " ½'s | 20 | 21 | 20 | 21 | 20 | 21 |
| " Sportsman, ¼'s | 11¼ | 12 | ..... | 12½ | ..... | 12 |
| " " ½'s | 19 | 20 | ..... | 21 | 20 | 21 |
| " key opener, ¼'s | 9 | 11 | 10½ | 11 | 16 | 18 |
| " " ½'s | ..... | 18 | 18½ | 23 | 10 | 11 |
| " P. & C., ¼'s | 20 | 22½ | 23 | 25 | 23 | 25 |
| " " ½'s | 27½ | 30 | 33 | 36 | 33 | 36 |
| " Domestic, ¼'s | 4 | 4¼ | 4 | 4½ | 4 | 4¼ |
| " " ½'s | 7 | 8 | 9 | 11 | ..... | ..... |
| " Mustard, ¼ size, cases 50 tins, per 100 | 7 50 | 11 00 | 8 50 | 9 00 | 8 00 | 9 00 |
| Haddies | ..... | 1 00 | 1 00 | 1 10 | 1 00 | 1 10 |
| Kippered Herrings | 1 00 | 1 85 | 1 00 | 1 55 | 1 00 | 1 10 |
| Herring in Tomato Sauce | 1 00 | 1 55 | 1 00 | 1 70 | ..... | 2 00 |
| **CANDIED PEELS** | | | | | | |
| Lemon, per lb | ..... | 10½ | 10 | 12½ | 12 | 13 |
| Orange, " | ..... | 11 | 11 | 13 | 12 | 13 |
| Citron, " | ..... | 15 | 15 | 18 | 15 | 17 |
| **GREEN FRUITS** | | | | | | |
| Oranges, Sorrentos, per case | 3 75 | 4 00 | ..... | ..... | ..... | ..... |
| " Jamaicas, per bbl | ..... | ..... | ..... | 7 00 | ..... | ..... |
| Quinces, per basket | .... | ..... | ..... | 0 35 | ..... | ..... |
| Can. Plums, per basket | 0 60 | 0 75 | 30 | 60 | 70 | 80 |
| Lemons, Messina, per box | ..... | 3 50 | 1 00 | 2 00 | 4 00 | 4 50 |
| Bananas, Firsts, per bunch | 1 00 | 1 50 | 1 10 | 2 25 | 1 00 | 2 00 |
| Apples, per bbl | 1 50 | 2 00 | 1 00 | 1 50 | 1 50 | 3 00 |
| Tomatoes | ..... | ..... | 0 15 | 0 30 | ..... | 75 |
| Pears | .... | 0 40 | 0 30 | 0 75 | ..... | 65 |
| Peaches | 0 35 | 0 65 | 0 20 | 0 50 | ..... | 95 |
| Jersey Sweet Potatoes, per bbl. | ..... | 3 25 | ..... | 3 50 | 4 00 | 4 25 |
| Watermelons, per 100 | ..... | .... | 15 00 | 20 00 | ..... | ..... |
| Canteloupes, per crate | ..... | 3 50 | ..... | 3 25 | ..... | ..... |
| Californian Peaches | ..... | 1 25 | ..... | ..... | 1 25 | 1 50 |
| " Plums | 1 25 | 1 75 | ..... | ..... | ..... | ..... |
| " Pears | 2 00 | 2 75 | ..... | ..... | ..... | ..... |
| Crabapples, per basket | ..... | ..... | ..... | ..... | ..... | ..... |
| Apples, per basket | 0 20 | 0 30 | 0 10 | 0 25 | ..... | ..... |
| Can. Grapes, per basket | 0 25 | 0 30 | 0 20 | 0 45 | ..... | ..... |
| Peppers, green, per basket | ..... | ..... | 0 15 | 0 20 | 40 | 60 |
| Peppers, ripe | ..... | ..... | 0 75 | 1 00 | ..... | ..... |
| **SUGAR** | | | | | | |
| Granulated St. Law'ce and Red | ..... | 3 70 | ..... | 3 78 | ..... | ..... |
| Granulated, Acadia | ..... | 3 65 | ..... | 3 73 | ..... | 3 75 |
| Paris lump, bbls. and 100-lb. bxs | ..... | 4 25 | ..... | 4 30 | ..... | 4 55 |
| " in 50-lb. boxes | ..... | 4 35 | ..... | 4 43 | 4 65 | 4 75 |
| Extra Ground Icing, bbls. | ..... | 4 25 | ..... | 4 60 | ..... | ..... |
| Powdered, bbls | ..... | 3 90 | ..... | 4 35 | 5 50 | 5 80 |
| Phœnix | ..... | 3 50 | ..... | 3 58 | ..... | ..... |
| Cream | ..... | 3 35 | ..... | 3 53 | ..... | ..... |
| Extra bright coffee | ..... | 3 60 | ..... | 3 73 | ..... | ..... |
| Bright coffee | ..... | 3 45 | ..... | 3 53 | ..... | ..... |
| Bright yellow | ..... | 3 40 | ..... | 3 48 | ..... | 3 45 |
| No. 3 yellow | ..... | 3 35 | ..... | 3 43 | ..... | ..... |
| No. 2 yellow | ..... | 3 15 | ..... | 3 23 | ..... | ..... |
| No 1 yellow | ..... | 3 05 | ..... | 3 13 | ..... | 3 15 |

| HARDWARE PAINTS AND OILS | Montreal. | | Toronto. | | St. John Halifax. | |
|---|---|---|---|---|---|---|
| Wire nails, base | ..... | $2 55 | ..... | $2 55 | ..... | $3 20 |
| Cut nails, base | ..... | 2 35 | ..... | 2 45 | ..... | 2 85 |
| Barbed wire, per 100-lb. | ..... | 3 00 | ..... | 3 00 | 3 50 | 3 75 |
| Smooth Steel Wire, base | ..... | 2 60 | ..... | 2 60 | ..... | ..... |
| White lead, Pure | ..... | 5 87½ | 5 00 | 5 25 | ..... | 6 80 |
| Linseed oil, 1 to 2 bbls., raw | ..... | 82 | ..... | 75 | ..... | 78 |
| " " boiled | ..... | 85 | ..... | 78 | ..... | 81 |
| Turpentine, single bbls. | ..... | 67 | ..... | 72 | ..... | 71 |
| Benzine, in bbls., per gal | ..... | ..... | ..... | 18¾ | ..... | 21 |
| **SYRUPS AND MOLASSES** | | | | | | |
| Syrups— | | | | | | |
| Dark | ..... | 1⅞ | ..... | ..... | ..... | ..... |
| Medium | ..... | 2⅛ | 30 | 32 | ..... | ..... |
| Bright | ..... | 2⅜ | 35 | 37 | ..... | ..... |
| Corn Syrup, barrel, per lb. | .... | 3 | ..... | 3 | ..... | ..... |
| " " ½ bbls. " | ..... | 3⅛ | ..... | 3⅛ | ..... | ..... |
| " " kegs " | ..... | 3¼ | ..... | 3¼ | ..... | ..... |
| " " 3 gal. pails, each | ..... | 1 40 | ..... | 1 40 | ..... | ..... |
| " " 2 gal. " | ..... | 1 10 | ..... | 1 10 | ..... | ..... |
| Honey | ..... | ..... | ..... | 40 | .... | ..... |
| " 25-lb. pails | ..... | 1 05 | ..... | 1 00 | ..... | ..... |
| " 38-lb. pails | ..... | 1 0 | ..... | 1 40 | ..... | ..... |
| Molasses— | | | | | | |
| New Orleans, medium | 22 | 30 | 25 | 30 | 28 | 30 |
| " " Open kettle | ..... | ... .. | 40 | 50 | ..... | ..... |
| Barbadoes | 23 | 24 | ..... | 32 | 24 | 25 |
| Porto Rico | ..... | 35 | 38 | 42 | 30 | 32 |
| **CANNED MEATS** | | | | | | |
| Comp, corn beef, 1-lb. cans | 1 55 | $1 65 | $1 55 | $1 65 | $1 55 | $1 60 |
| " " 2-lb. cans | 2 75 | 3 00 | 2 85 | 3 00 | 2 80 | 2 90 |
| " " 6-lb. cans | 7 90 | 9 60 | ..... | 8 25 | 8 75 | 9 25 |
| " " 14-lb. cans | 16 50 | 23 00 | ..... | 19 50 | 20 00 | 21 00 |
| Minced collops, 2-lb. can | ..... | 2 75 | ... .. | 2 60 | 2 50 | 2 80 |
| Lunch tongue, 1-lb. can | 3 00 | 3 90 | ..... | 3 00 | 3 00 | 3 25 |
| " 2-lb. can | 6 00 | 7 90 | ..... | 7 00 | 6 80 | 7 00 |
| English brawn, 2-lb. can | 2 40 | 2 75 | ..... | 2 45 | 2 75 | 2 80 |
| Camp sausage, 1-lb. can | ..... | ..... | ..... | 2 50 | 2 50 | ..... |
| " " 2-lb. can | ..... | ..... | ..... | 4 00 | 4 00 | ..... |
| Soups, assorted, 1-lb. can | 1 15 | 1 50 | ..... | 1 50 | 1 40 | |
| " " 2-lb. can | 2 40 | 2 45 | ..... | 2 20 | 2 25 | |
| Soups and Bouli, 2-lb. can | 1 75 | 2 50 | ..... | 1 80 | 1 75 | |
| " " 6-lb. can | 3 50 | 5 85 | ..... | 4 50 | 4 25 | 4 50 |
| Sliced smoked beef, ½'s | 1 65 | 1 70 | 1 65 | 1 70 | ..... | 2 00 |
| " " 1's | 2 75 | 3 10 | 2 80 | 2 95 | ..... | 3 25 |
| **FRUITS** | | | | | | |
| Dried— | | | | | | |
| Currants, Provincials, bbl | ..... | ..... | ..... | ..... | ..... | ..... |
| " Filiatras, cases | ..... | 5¾ | 5¾ | 6 | ..... | ..... |
| " " ½-cases | 5½ | 5½ | 5¾ | 6 | ..... | ..... |
| " Patras, cases | ..... | 6 | 6½ | 7 | ..... | ..... |
| " " ½-cases | ..... | 3 | 6¼ | 7 | ..... | ..... |
| Amalias | 6½ | 7 | 7 | 7½ | ..... | 6½ |
| Vostizzas, cases | 6½ | 7 | 8 | 8½ | ..... | ..... |
| Dates, Hallowees | ..... | 4½ | ..... | 4½ | ..... | 4½ |
| " Sairs | ..... | 3½ | ..... | 4½ | ..... | 4 |
| Figs, Elemes | ..... | 1 00 | 8 | 18 | 8 | 10 |
| " Mats, per lb | 3 | 3¼ | ..... | 3¼ | ..... | ..... |
| " Tapnets | ..... | 3 30 | ..... | 3½ | ..... | ..... |
| " Naturals | ..... | ..... | 3¼ | 4 | ..... | ..... |
| Prunes, California, 30's | ..... | 9 | ..... | ..... | 10 | 12 |
| " " 40's | ..... | 8½ | 8¾ | 10 | 9 | 9½ |
| " " 50's | ..... | 8¼ | 8 | 8½ | 8½ | 9 |
| " " 60's | ..... | 8 | 7½ | 8 | 8 | 8½ |
| " " 70's | ..... | 7½ | 6¾ | 7½ | 7½ | 8 |
| " " 80's | ..... | 7 | 6½ | 7 | 7 | 7½ |
| " " 90's | ..... | 6½ | 5¼ | 5½ | 6½ | 7 |
| " " 100's | ..... | 6 | ..... | 5 | 6 | 6½ |
| " Bosnia, A's | ..... | ..... | ..... | 5 | ..... | ..... |
| " " B's | ..... | ..... | 7½ | 8 | ..... | ..... |
| " " U's | ..... | 5 | 6¼ | 6½ | ..... | ..... |
| " French, 50's | ..... | ..... | ..... | ..... | ..... | ..... |
| " " 110's | ..... | 5 | ..... | ..... | ..... | ..... |
| Raisins, Fine off stalk | 6½ | 7½ | 8 | 8¼ | ..... | 5 |
| " Selected | 7¾ | 8 | 8¾ | 9 | 5½ | 6 |
| " Selected layers | 7½ | 8¼ | .... | 8½ | 6½ | 7 |
| " Sultanas | ..... | 9½ | 8½ | 12 | 10 | 12 |
| " California, 2-crown | 5 | 5½ | ..... | ..... | 6½ | 6¾ |
| " " 3-crown | 7¼ | 7¾ | ..... | ..... | 8 | 8½ |
| " " 4-crown | 7¾ | 8 | ... | ..... | 8½ | 9 |
| " " 1's seeded, 3-cr. | 9¾ | 10½ | 8½ | 10 | 9½ | 10½ |
| " Empire clusters | 1 50 | 1 60 | ..... | 2 60 | | 2 00 |
| " Black baskets | ..... | ..... | ..... | 2 25 | 2 00 | 2 25 |
| " Extra clusters | ..... | ..... | ..... | 3 35 | ..... | 2 50 |
| " Dehesa clusters | ..... | ..... | ..... | 3 10 | 3 00 | 3 50 |
| " Royal B. clusters | 3 25 | 3 30 | ..... | 5 00 | | ..... |
| " Connoisseurs cl'str's | ..... | ..... | ..... | 2 10 | ..... | ..... |
| " Excelsior clusters | ..... | ..... | .. | 4 60 | ..... | ..... |
| Evaporated apples | ..... | ..... | 10½ | 11 | ..... | ..... |
| Dried " | ..... | ..... | 6 | 6½ | ..... | ..... |
| **PROVISIONS** | | | | | | |
| Dry Salted Meats— | | | | | | |
| Long clear bacon | .... | 12 | 11 | 11½ | ..... | ..... |
| Smoked meats— | | | | | | |
| Breakfast bacon | ..... | 15½ | 14½ | 15 | | ..... |
| Rolls | ..... | 12½ | 12 | 12½ | 11 | 12 |
| Medium Hams | ..... | 14 | 13½ | 14 | 14 | 15 |
| Large Hams | ..... | 13 | 12½ | 13 | ..... | ... .. |
| Shoulder hams | ..... | 13 | 11 | 11½ | ..... | .... |
| Backs | ..... | 15 | 14½ | 15 | ..... | ..... |
| Meats out of pickle 1c. less. | | | | | | |
| Barrel Pork— | | | | | | |
| Canadian heavy mess | ..... | 23 00 | ..... | 21 50 | 21 50 | 22 50 |
| " short cut | 21 50 | 22 00 | 23 00 | 23 50 | 23 00 | 24 00 |
| Plate beef | 12 50 | 3 50 | | 15 00 | 14 00 | 16 00 |
| Lard, tierces, per lb | ..... | 11 | 10¾ | 11 | 11¾ | 12½ |
| Tubs | ..... | 11½ | 11 | 11¼ | 12¼ | 12¾ |
| Pails | ..... | 11¼ | 11¼ | 11½ | 12½ | 13 |
| Compounds | ..... | 9½ | 8¾ | 10¼ | ..... | ..... |

# Borden's Brands of Condensed Milk and Evaporated Cream at Canadian Prices.







We beg to announce that we have established a branch factory at Ingersoll, Ont., and that we are now prepared to fill all orders for the Canadian trade promptly, and at considerably reduced prices, owing to the establishment of the Canadian Branch. Our **Eagle Brand Condensed Milk, Gold Seal Brand Condensed Milk** and **Peerless Brand Evaporated Cream,** unsweetened, can be obtained through our local representatives.

## BORDEN'S CONDENSED MILK CO.

Originators of Condensed Milk. Established 1857.

Selling representatives in Canada: F. W. Hudson & Co., Toronto. W. H. Dunn, Montreal. Erb & Rankin, Halifax. W. S. Clawson & Co., St. John, N.B., also Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.



# "Dandy" Oyster

is our newest and most seasonable biscuit. You'll want it for your oyster customers during the winter. It's a light, crisp, tasty biscuit, highly commended by particular people who have used and are still using them. A necessary adjunct to oyster stews, soups, scollops, etc. Better order some now. You won't have to "push" them. They will be in good demand all through the "R" months.

## Christie, Brown & Co., Limited, TORONTO and MONTREAL


| | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| **COFFEE** | | | | | | |
| Green— | | | | | | |
| Mocha | ..... | 24 | 28 | 25 | 25 | 30 |
| Old Government Java | ..... | 27 | 22 | 30 | 25 | 30 |
| Rio | ..... | 10 | 7 | 12 | 12 | 18 |
| Santos | ..... | ..... | 9½ | 10½ | ..... | ..... |
| Plantation Ceylon | ..... | 29 | 26 | 30 | 29 | 31 |
| Porto Rico | ..... | ..... | 22 | 25 | 24 | 28 |
| Gautemala | ..... | ..... | 22 | 25 | 24 | 26 |
| Jamaica | ..... | 18 | 15 | 20 | 18 | 22 |
| Maracaibo | ..... | 13 | 13 | 18 | 12 | 13 |
| **NUTS** | | | | | | |
| Brazil | 13½ | 14½ | 15 | 16 | ..... | 15 |
| Valencia shelled almonds | 28 | 30 | 30 | 35 | 30 | 35 |
| Tarragona almonds | ..... | 11 | ..... | 11½ | 12 | 13 |
| Formegetta almonds | ..... | ..... | ..... | 10½ | ..... | ..... |
| Jordan shelled almonds | ..... | 42 | 40 | 43 | ..... | ..... |
| Peanuts (roasted) | 8¼ | 13 | 8 | 10½ | 9 | 10 |
| " (green) | 6¾ | 7¾ | 8 | 10 | ..... | ..... |
| Cocoanuts, per sack | ..... | 3 25 | ..... | 3 75 | 3 50 | 4 00 |
| " per doz | ..... | ..... | ..... | 60 | 60 | 70 |
| Grenoble walnuts | 10 | 11 | ..... | 10¾ | 11 | 12 |
| Marbot walnuts | ..... | 10 | 9½ | 10½ | ..... | ..... |
| Bordeaux walnuts | ..... | 9 | ... | 8 | 8½ | 9 |
| Sicily filberts | ..... | 9½ | 9½ | 10½ | 8½ | 9 |
| Naples filberts | ..... | ..... | ..... | ..... | 10 | 11 |
| Pecans | 17 | 17½ | 13 | 15 | 13 | 14 |
| Shelled Walnuts | ..... | 18 | 18 | 23 | ..... | 25 |
| **SODA** | | | | | | |
| Bi-carb, standard, 112-lb. keg | 1 65 | 1 80 | 2 00 | 2 25 | 1 70 | 1 75 |
| Sal soda, per bbl | 70 | 75 | 80 | 90 | 85 | 90 |
| Sal Soda, per keg | 95 | 1 00 | ..... | 1 00 | 95 | 1 00 |
| **SPICES** | | | | | | |
| Pepper, black, ground, in kegs pails, boxes | 16 | 18 | ..... | 18 | 14 | 15 |
| " in 5-lb. cans | 14 | 17 | ..... | 19 | 16 | 16 |
| " whole | 15 | 17 | ..... | 19 | 12 | 13 |
| Pepper, white, ground, in kegs pails, boxes | 26 | 27 | 25 | 27 | 24 | 26 |
| " 5-lb. cans | 25 | 26 | 25 | 26 | 20 | 22 |
| " whole | 23 | 25 | 23 | 25 | 20 | 22 |
| Ginger, Jamaica | 19 | 25 | 22 | 25 | 20 | 25 |
| Cloves, whole | 12 | 30 | 14 | 35 | 18 | 30 |
| Pure mixed spice | 25 | 30 | 25 | 30 | 25 | 30 |
| Cassia | 13 | 18 | 20 | 40 | 16 | 20 |
| Cream tartar, French | ..... | 25 | 24 | 25 | 20 | 22 |
| " " best | ..... | 28 | 25 | 30 | 25 | 30 |
| Allspice | 10 | 15 | 13 | 18 | 18 | 18 |
| **WOODENWARE** | | | | | | |
| Pails No. 1, 2-hoop | ..... | 1 65 | ..... | 1 55 | ..... | 1 90 |
| " " 3-hoop | ..... | 1 80 | ..... | 1 70 | ..... | 2 05 |
| " half, and covers | ..... | 1 65 | ..... | 1 60 | ..... | 1 75 |
| " quarter, jam and covers | ..... | 1 15 | ..... | 1 10 | ..... | 1 45 |
| " candy, and covers | 2 50 | 2 90 | ..... | 2 40 | ..... | 3 20 |
| Tubs No. 0 | 10 00 | 10 15 | ..... | 8 50 | ..... | 11 00 |
| " 1 | 8 00 | 8 15 | ..... | 7 00 | .. | 9 00 |
| " 2 | 7 00 | 7 15 | ..... | 6 00 | .. | 8 00 |
| " 3 | | 6 15 | ..... | 5 25 | .. | 7 00 |

| | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| **PETROLEUM** | | | | | | |
| Photogene | ..... | ..... | 17 | 17½ | ..... | ..... |
| Canadian water white | 14½ | 15½ | ..... | 16 | 16½ | 17 |
| Sarnia water white | 16 | 17 | 16½ | 17 | 16½ | 17½ |
| Sarnia prime white | ..... | 18 | 15 | 15½ | 16½ | 17 |
| American water white | ..... | 19 | 17½ | 18 | 17½ | 18 |
| Pratt's Astral (barrels extra) | 18½ | 19 | 17 | 17½ | 18½ | 19 |
| **TEAS** | | | | | | |
| Black— | | | | | | |
| Congou—Half-chests Kaisow, Moning, Paking | 13 | 50 | 12 | 60 | 11 | 40 |
| Caddies Paking, Kaisow | 17 | 40 | 18 | 50 | 18 | 4 |
| Indian—Darjeelings | 35 | 55 | 35 | 55 | 30 | 50 |
| Assam Pekoes | 20 | 40 | 20 | 40 | 18 | 40 |
| Pekoe Souchong | 18 | 25 | 18 | 25 | 17 | 24 |
| Ceylon—Broken Pekoes | 35 | 42 | 35 | 42 | 34 | 40 |
| Pekoes | 20 | 30 | 20 | 30 | 20 | 30 |
| Pekoe Souchong | 17½ | 40 | 17 | 35 | 17 | 35 |
| China Greens— | | | | | | |
| Gunpowder—Cases, extra first | 42 | 50 | 42 | 50 | ..... | ..... |
| Half-chests, ordinary firsts | 22 | 28 | 22 | 28 | ..... | ..... |
| Young Hyson—Cases, sifted extra firsts | 42 | 50 | 42 | 50 | ..... | ..... |
| Cases, small leaf, firsts | 35 | 40 | 35 | 40 | ..... | ..... |
| Half-chests, ordinary firsts | 22 | 28 | 28 | 33 | ..... | ..... |
| Half-chests, seconds | 17 | 19 | ..... | 23 | ..... | ..... |
| " thirds | 15 | 17 | 16 | 18 | ..... | ..... |
| " common | 13 | 14 | 14 | 15 | ..... | ..... |
| Pingsueys— | | | | | | |
| Young Hyson, ½-chests, firsts | 28 | 32 | 28 | 32 | 30 | 40 |
| " " " seconds | 16 | 19 | 16 | 19 | ..... | ..... |
| " Half-boxes, firsts | 28 | 32 | 28 | 32 | ..... | ..... |
| " " seconds | 16 | 18 | 16 | 19 | ..... | ..... |
| Japans— | | | | | | |
| ½-chests, finest May pickings | 33 | 40 | 38 | 40 | ..... | ..... |
| Choice | 32 | 36 | 33 | 37 | ..... | ..... |
| Finest | 28 | 30 | 30 | 32 | ..... | ..... |
| Fine | 25 | 27 | 27 | 30 | ..... | ..... |
| Good medium | 22 | 24 | 25 | 28 | ..... | ..... |
| Medium | 19 | 20 | 21 | 23 | ..... | ..... |
| Good common | 16 | 18 | 19 | 20 | ..... | ..... |
| Common | 15 | 16 | 17 | 19 | ..... | ..... |
| Nagasaki, ½-chests, Pekoe | 16 | 22 | ..... | ..... | ..... | ..... |
| " " Oolong | 14 | 15 | ..... | ..... | ..... | ..... |
| " " Gunpowder | 16 | 16 | ..... | ..... | ..... | ..... |
| " " Siftings | 7½ | 11 | ..... | ..... | ..... | ..... |
| **RICE, MACARONI, SAGO, TAPIOCA.** | | | | | | |
| Rice—Standard B | 3 00 | 3 10 | ..... | 3½ | 3 25 | 3 40 |
| Patna, per lb | 4 25 | 4 50 | 4¾ | 5 | 5 | 6 |
| Japan | 4 40 | 4 90 | 5½ | 6 | 5 | 6 |
| Imperial Seeta | 4 60 | 4 90 | 4¾ | 5½ | 5 | 6 |
| Extra Burmah | ..... | ..... | 4¼ | 4¾ | 4 | 5 |
| Java, extra | ..... | 5¾ | 6 | 6½ | 6 | 7 |
| Macaroni, dom'ic. per lb., bulk | 3¾ | 4¼ | ..... | 7½ | ..... | ..... |
| " imp'd, 1-lb. pkg., French | 8 | 12 | 9 | 10 | ..... | ..... |
| " " " Italian | 8 | 10 | 11 | 12½ | ..... | ..... |
| Sago | 3¼ | 3¾ | 3½ | 4 | 4½ | 5 |
| Tapioca | ..... | 3½ | 3¼ | 3¾ | 4½ | 5 |

This 5c. package is a seller. Two domes of James' "Dome" Lead in a neat box for 5c. catches the consumer every time. If you don't stock it you are losing trade.

**W. G. A. LAMBE & CO.,** Canadian Agents.

# Gillard's Sauce Gillard's Pickle

Is still the best and cheapest. The most delicious English pickle made.

AS SUPPLIED TO
HIS MAJESTY THE KING
AND
HIS ROYAL HIGHNESS THE PRINCE OF WALES, K.G., Etc.

Sole Proprietors:
**GILLARD & CO., Limited, LONDON, ENG.**




# PURNELL'S MALT VINEGARS

**Brewery, Bristol, England.**

Charlottetown, P.E.I.—Horace Haszard, South Side Queen Sq.
Halifax, N.S.—J. Peters & Co., 47 Upper Water St.
St. John, N.B.—Robert Jardine.
Montreal—J. M. Kirk, 18 Hospital St.
Toronto—J. Westren & Co., 60 Front St. East.
Hamilton—Imperial Vinegar Co.
Winnipeg—A. Strang & Co., Portage Avenue.
Vancouver, B.C.—C. E. Jarvis & Co., 328 Holland Block.




## BE HONEST to yourself as well as to your customers.

When you are weighing out teas, sugar, or anything else, be careful that you do not give a pound and a quarter for a pound.

Some merchants do this without knowing it, because their scales are old and infirm.

Are your scales old? Are they honest to you?

If they are not all right, do you not think it would pay you to invest in one of our **BALL-BEARING COMPUTING SCALES?** They are honest to both buyer and seller. Write to-day for full particulars.

Wilson's Scales are "MADE IN CANADA"

**C. WILSON & SON**
69 ESPLANADE ST. E. TORONTO

## BUSINESS CHANGES.

### DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

JOYCE & MAYHEW, grocers, Sault Ste. Marie, Ont., have assigned to James H. Fraser, Sault Ste. Marie.

T. A. Moore, grocer, Bedford, Que., has assigned.

George Lagueux, baker, Black Lake, Que., has assigned.

Irving L. Farrington, agent, Norwich, Ont., has assigned to Charles G. Hulet.

Parent Bros., grocers, Sault Ste. Marie, Ont., have assigned to W. H. Plummer.

Kent & Turcotte are the curators of J. A. Lomme, general merchant, St. Johns, Que.

F. Leblond, general merchant, Ste. Cecile de Whitton, Que., has effected a compromise.

Raoul Aumais, tea and crockery merchant, Montreal, has assigned to Bilodeau & Chalifoux.

Wilks & Michaud are the curators of Robitaille & Frere, general merchants, Lake Megantic, Que.

Enoch B. Calwell, fish merchant, Sydney, N.B., has assigned to W. H. Thorne, and his creditors meet on October 3.

McSween, Russell & Co., general merchants, Leamington, Ont., have assigned to Jas. H. Strong, Toronto, and their creditors will meet on October 8.

### PARTNERSHIPS FORMED AND DISSOLVED.

Werner Bros., grocers, York, Ont., have dissolved; J. A. Werner continues.

C. E. Wells & Co., dealers in butter and cheese, Fitch Bay, Que., have dissolved.

McKerrow & Mattice, commission merchants, Ottawa, have dissolved; and the business is continued by A. N. McKerrow and A. E. Mattice.

Wells & Ludd, butter and cheese merchants, Fitch Bay, Que., have dissolved.

Orainda Y. Vega, dealer in cigars, Montreal, has dissolved.

### SALES MADE AND PENDING.

John Freeman, grocer, Deseronto, Ont., has sold out.

The stock of E. Hill, general merchant, Lefroy, Ont., has been sold.

W. H. Bulmer, confectioner, Dauphin, Man., was sold out by bailiff.

S. G. M. Nesbitt, grocer, Brighton, Ont., is advertising his business for sale.

The assets of Alex. Nicholas, general merchant, Roxton Pond, Que., have been sold.

The assets of G. & I. Leblanc, general merchants, Napierville, Ont., have been sold.

E. Robinson, general merchant, Windham Centre, Ont., is advertising his business for sale.

Martin Breen, liquor merchant and grocer, Park Hill, Ont., is advertising his business for sale.

The administrators of the estate of R. B. Caufield, late general merchant, of Wallace, N.S., are advertising a sale of real estate on October 28.

### CHANGES.

A. Dowad, grocer, Brandon, Man., has sold out.

W. Gagnon & Cie, grocers, Quebec, have registered.

Joseph Thouin, grocer, Montreal, has registered.

R. Campbell & Co., grocers, Montreal, have registered.

E. J. Rittencourt, junk dealer, Victoria, B.C., has sold out.

David Little, grocer, Guelph, Ont., has sold out to Robin Hood.

J. C. Dupont, liquor merchant, Ottawa, is succeeded by F. X. Giroux.

The Standard Bank of Canada is opening a branch at Orono, Ont.

William Jerow, baker, Blenheim, Ont., has sold out to S. Stapleford.

Horace Ebbage, grocer, Toronto, has sold out to Blackburn & Cummings.

Julius Levy, tobacconist, Rossland, B.C., is succeeded by Jerry Bonneau.

H. Elsworth, general merchant, of Corinth, Ont., is closing out business.

J. McNeil, general merchant, Arcola, N.W.T., has sold out to H. C. Hamelin.

Jos. Vega has registered for Orainda Y. Vega, cigar and tobacco dealer, Montreal.

H. C. Hamelin, general merchant, of Lander, Man., has sold out to W. Hopkins.

B. J. Smith, general merchant, Didsbury, N.W.T., has sold out to Cooper Bros.

S. A. Brubacher, grocer and fruiterer, Berlin, Ont., is succeeded by Beck and Schell.

George Davenport, miller, Millwood, Man., has sold out to George Cartwright.

Jean Claustic, general merchant, Maple Creek, N.W.T., has sold out to Williamson & Fleming.

The Carman Roller Mills, W. Peters, proprietor, Carman, Man., has sold out to A. H. Snelgrove.

Petrie Bros., grocers and fruiterers, of Glace Bay, N.S., are now conducting a wholesale business only.

R. J. Hiscox, general merchant, Teeswater, Ont., has sold his millinery stock to Burgess & Bastendorff.

G. H. Hasenflug, general merchant, of Teeswater, Ont., has sold his millinery stock to Burgess & Bastendorff.

Mann & Ewing, general merchants, of Teeswater, Ont., have sold their millinery stock to Burgess & Bastendorff.

A. W. Cusson, grocer and liquor merchant, Montreal, is applying for a transfer of license to Leocadie Cusson.

### FIRES.

Chas. Lanning, general merchant, of Dexter, Ont., was burned out.

J. E. Langlois, general merchant, The Brook, Ont., was burned out; insured.

S. Marks, general merchant, Fernie, B.C., was partially burned out; insured.

Emma C. Dickens, baker and confectioner, Belleville, Ont., was burned out; insured.

Simon Dragon, general merchant, of Fernie, B.C., has sustained loss by fire; partially insured.

### DEATHS.

James Costello, general merchant, of Bridenell, Ont., is dead.

Enos C. Locke, general merchant, of Lockeport, N.S., is dead.

C. M. Neher, manufacturer of aerated waters, Edmonton, N.W.T., is dead.

Malcolm McDonald, partner of McDonald & Westaway, general merchants, Prince Edward Island, is dead.


APPLES

IF YOU WANT TO EXPORT OR PURCHASE WRITE FOR PRICES TO

EBEN JAMES, Board of Trade, Toronto.

Agent for apple and produce, cold storage and forwarding company, 40,000 bbls capacity storage.

WANTED EGGS BUTTER

Highest Prices. Prompt Returns.

THOS. PIZER

General Produce Merchant.

1274 Queen St W. TORONTO.

Perkins, Ince & Co.

Wholesale Grocers

FRONT STREET EAST,

Toronto.

"ACME" TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50 lb. box.

TORONTO SALT WORKS, Toronto, Ont.

Agents for the Canadian Salt Co., Windsor, Ont.

BUY

Star Brand

COTTON CLOTHES LINES

—AND—

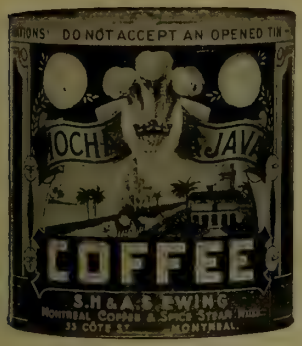
COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers

See that you get them.

Established 1845. MODERN MACHINERY. UP-TO-DATE METHODS. Established 1845.




1 and 2-lb. Tins.

**S. H. & A. S. EWING'S**

HIGH-GRADE

# COFFEE and SPICES

"The goods that have stood the test of time."
"The perfected products of 57 years' study and experience."
(Have you seen the new ¼ Spice package "Prince of Wales'" brand? Write for sample.)

**S. H. & A. S. EWING,** Montreal Coffee and Spice Steam Mills, 55 Cote St., MONTREAL, P.Q.

---

# Sharp Advance In Vinegar This Week.

We have one-hundred barrels, balance of a contract made early in the season, which we offer shipped direct from factory, liberal freight allowance, quality guaranteed:

| | | | | | |
|---|---|---|---|---|---|
| *Proof* | - | *118 Grains,* | *at* | *25* | *cents.* |
| *Eureka* | - | *100* | " | *23* | " |
| *Triple Crystal,* | | *90* | " | *20* | " |
| *XXX* | - | *80* | " | *16* | " |
| *Special XX* | | *60* | " | *15* | " |

**F. J. CASTLE - OTTAWA.**

---

Subscribers wanting goods or special quotations on anything anywhere in Canada, at any time, can get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto or Montreal.

---

**COX'S GELATINE** Always Trustworthy
ESTABLISHED 1725.

Agents for Canada:
C. E COLSON & SON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO., Toronto, St. John, N.B., and Montreal

---

SEASON 1902.

# Butter Tubs

Order now—ship when required. Best goods—fair price.

**WALTER WOODS & CO.**
HAMILTON.

---

Established 1862.

# E. THOMPSON & CO.

LIVERPOOL,

Offices—11 Victoria St. . . . ENG.
Warehouses—48-52 Thomas St.

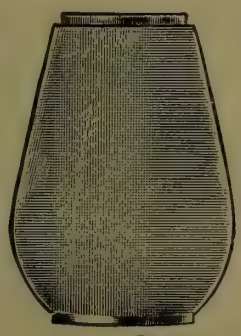
We solicit correspondence and offers of all kinds of **CANNED GOODS** and **DRIED FRUITS**, etc., suitable for the English and Continental markets. Consignments will receive best attention and advances made when required.

REFERENCE—Canadian Bank of Commerce.

American Agent—
G. H. THOMPSON,
107 Hudson St., NEW YORK.

---

ARE YOU USING OUR



Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?

Give them a Trial.

**THE SYDENHAM GLASS CO.,**
of WALLACEBURG, Limited.

---

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

---

Toronto Fruit Merchants.

*McWilliam & Everist*

Commission Merchants. Fruit Importers and Exporters.

Canadian Apples a Specialty.

CORRESPONDENCE SOLICITED.

Quote us if you have anything to offer.
Ask for our prices when requiring fruit.

25 and 27 Church St., TORONTO, Can.

Long Distance 'Phone Main 645.
Warehouse 'Phone Main 3394.

---

# California Fruits

**Canadian Peaches, Plums, Tomatoes.**

Fresh arrivals daily at lowest market prices.

Full stock of Oranges, Lemons and Bananas always on hand.

**HUSBAND Bros. & Co.**

82 Colborne St., TORONTO.

Phones, Main 54, Main 3428.

## PROPOSED GERMAN TARIFF ON FOOD STUFFS.

By J. F. MONAGHAN, United States Consul at Chemnitz.

THE proposed tariff law on food stuffs has just had its first reading before the German Tariff Commission. While the German Government itself had in mind a decided increase in the price of food stuffs—as indicated by its proposed recommendations upon the new tariff—the commission, which is composed mainly of Agrarians, has drawn up a schedule of duties which presents an extreme advance even over these recommendations. The following table shows the tariff on food stuffs in force at the present time, that recommended by the Government, and that determined upon by the Tariff Commission :

| Article. | Present tariff. | Government proposition. | Tariff commission. |
|---|---|---|---|
| Rye | $ 0 83 | $ 1 43 | $ 1 67 |
| Wheat | 83 | 1 55 | 1 79 |
| Barley | 48 | 95 | 2 14 |
| Buckwheat | 48 | 1 43 | 1 67 |
| Cereal flour | 1 79 | 3 21 | 4 46 |
| Rice | 95 | 3 81 | 4 46 |
| Pearl barley and oatmeal | 1 74 | 3 81 | 4 46 |
| Starch | Free. | 3 81 | 4 28 |
| Vermicelli | Free. | 4 76 | 5 95 |
| Oleomargarine | Free. | 7 14 | 19 04 |
| Potatoes | Free. | Free. | 60 |
| Vegetables | Free. | Free. | 48 |
| Fruits, packed | Free. | 1 43 | 2 38 |
| Strawberries | Free. | 3 57 | 4 76 |
| Pork | Free. | 7 14 | 10 71 |
| Prepared | $3 57 to 4 05 | 8 33 | 14 28 |
| Bacon | Free. | Free. | 8 57 |
| Sausages | 4 05 | 10 71 | 16 66 |
| Game | Free. | 10 71 | 16 66 |

The above figures are based upon a unit of 100 kilograms, or 220.46 pounds.

In the case of five articles, the Tariff Commissiom deems the proposed increase recommended by the Government sufficient, namely :

| Article. | Present tariff. | Government proposition. |
|---|---|---|
| Lard | $2 38 | $2 08 |
| Butter | 3 81 | 7 14 |
| Cheese | 4 76 | 4 76 |
| Eggs | 48 | 1 43 |
| Linseed and rapeseed oil | Free. | 2 86 |

The Agrarians claim that secret understandings between the guilds of butchers and bakers are responsible for the high prices. The Butchers' Guild, of Essen, has just made public the following statement :

In consequence of the continued rise in the price of pork and beef, which has been obtaining for a period of two years, and does not seem to have reached its climax, we are compelled to raise the price of prepared meats and sausages.

In order to dispel the erroneous opinion on the part of the public that the butchers are responsible for the advance in prices, we, the undersigned guild, declare that this is due to the scarcity of live stock, brought about by the closing of the German Empire to the importation of live stock from the more abundantly supplied neighboring States ; for it is a matter of general knowledge that the German agricultural industry cannot cover the home demand for live stock. A change in the price of food stuffs can, therefore, not be expected until the tariff barriers have once more been removed.

### MODERN TENDENCIES.

THE exposition of the company idea is perhaps the most striking tendency observable in retail grocerdom of late, but, as we have pointed out in earlier issues, it is but a recrudescence or revival of the chain-store system which years ago took root in the tea and coffee branch, and opened a way for a number of dealers to amass great wealth, says Merchants' Review.

We do not take much stock in the gloomy predictions of the people who see no future for the independent grocer because of the growth of chain-store systems. Perhaps the independent dealer will become a chain-store grocer himself. We somehow feel that the words of the poet, with a slight change, may properly be applied to some of the latter-day forms of competition, to wit :

Big combines may flourish or may fade,
A breath may kill them as a breath has made.

Good management may enable the companies to escape the perils of the merchant's career, and poor management may bring the proudest of them to the dust. They are not more nor less vulnerable than the independent dealers.

Another tendency not without significance is revealed by the growing practice among wholesale grocers to push a general brand or trade mark to the front. This trade mark, covering as it may dozens of different food products, all of superior quality, is taking the places of the separate brands for canned goods, syrups, teas, salt, fish, cereals, provisions and many other lines of goods, which were so diverse in sound and suggestiveness that a headache would almost result from the first attempt to memorize the brands. One line of goods may have been packed under a name taken from a florist's catalogue, another may have borne a label suggestive of crusading times, another simply the firm name, and so on. In the case of goods that would compete with some highly popular proprietary brand it was a not uncommon practice to adopt a firm brand suggestive of the older name ; in this way scores of similarly-named brands of coffee found a market.

Still another tendency in the grocery trade threatens the very existence of some of the retail grocers' associations. We allude to the manner in which the buying exchanges are spreading among association dealers. These dealers have little time for meetings or festive occasions, and when the duties of buying exchange membership have been performed and the exchange picnic and ball have been attended, the grocer feels that he has done enough.

This drawback has been plainly seen for some time ; indeed, it was foreseen by The Review years ago. The allegiance of the associated grocers cannot be divided without dire consequences to one or the other of the organizations, and to combine the two forms of co-operation is to invite the possibility of the original organization becoming unwieldy and alienating a class of dealers whom it is desirable for trade unions to attract.


# To the Dealers.

We have not advanced the price of our tobaccos. Amber Smoking Tobacco, Bobs, Currency and Fair Play Chewing Tobaccos are the same size and price to the consumer as formerly. We have also extended the time for the redemption of Snowshoe Tags to January 1st, 1904.

THE EMPIRE TOBACCO CO.
MONTREAL, QUE. LIMITED

# EVERY POUND OF CEYLON TEA SOLD OVER YOUR COUNTER IS THE MOST VALUABLE ASSISTANT YOU CAN EMPLOY FOR THE PURPOSE OF WINNING AND HANGING ON TO YOUR TEA TRADE.

That competition is keener than it ever was is an acknowledged fact. Every opportunity offered for offsetting competition is grasped by the aggressive, up-to-date retailer. There are many opportunities offered. There is none better than by selling that *ever-pleasing, fragrant, delicious* tea — *Ceylon Tea.* It has always proven itself a true and faithful friend of every grocer who has sold it It helps him make friends, and not only to make them, but to hang on to them. Figures prove conclusively that *Ceylon* Tea is in greater demand than any other, due to the fact that people like it better than any other.

WHY ARE

# Southwell's

## Jams

superior to all other Imported Lines ?




**Because** each Jam has the individual flavor of its own fruit.

Many imported Jams taste all alike.

**Southwell's Don't.**

WRITE FOR PRICE LIST, ETC.

FRANK MAGOR & CO.

16 St. John St., MONTREAL.

DOMINION AGENTS

The best grocers keep the best Imported Biscuits.

Try an assorted case of

# CARR'S




They will bring you additional trade, and mark you as

*One of the live grocers of Canada.*

FRANK MAGOR & CO.,

Agents for the Dominion. 16 St. John St., MONTREAL

C. E. JARVIS & CO, Vancouver, Agents for B.C.

# Current Market Quotations for Proprietary Articles

October 2, 1902.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. of a change is made, either an advance or decline, it is referred to in the market reports, as a matter of news whether manufacturers request it or not.

### BAKING POWDER.

| Cook's Friend— | Per doz. |
|---|---|
| Size 1, in 2 and 4 doz. boxes | $ 2 40 |
| " 10, in 4 doz. boxes | 2 10 |
| " 2 in 6 " | 80 |
| " 12, in 6 " | 70 |
| " 3, in 4 " | 45 |
| Pound tins, 3 doz. in case | 3 00 |
| 12oz. tins, 3 " " | 2 40 |
| 5-lb. tins, ⅓ " " | 14 00 |

| Diamond— W. H. GILLARD & CO | |
|---|---|
| 1 lb. tins, 2 doz. in case.....per doz. | 2 00 |
| ½ lb. tins, 3 " " " | 1 25 |
| ¼ lb. tins, 4 " " " | 0 75 |

IMPERIAL BAKING POWDER.

| Cases. | Sizes | Per Doz. |
|---|---|---|
| 4 doz. | 10c. | $0 85 |
| 3 " | 6-oz. | 1 75 |
| 1 " | 12-oz. | 3 50 |
| 2 and 3 doz. | 12-oz. | 3 40 |
| 2 and 3 doz. | 16-oz. | 4 35 |
| ½ doz. | 2½-lb. | 10 50 |
| 1 doz. | 2½-lb. | 10 40 |
| ½ and 1 doz. | 5-lb | 19 50 |

MAGIC BAKING POWDER




| Cases. | Sizes. | Per Doz. |
|---|---|---|
| 4 doz. | 5c. | $ 40 |
| 4 " | 4-oz. | 60 |
| 4 " | 6-oz. | 75 |
| 4 " | 8-oz. | 95 |
| 4 " | 12-oz. | 1 40 |
| 2 " | 12 oz. | 1 45 |
| 4 " | 16-oz. | 1 65 |
| 2 " | 16-oz. | 1 70 |
| 1 " | 2½-lb. | 4 10 |
| 1 " | 5-lb. | 7 30 |
| 2 " | 6-oz. } | Per case. |
| 1 " | 12-oz. } | $1 55 |
| 1 " | 16-oz. } | |

JERSEY CREAM BAKING POWDER

| | |
|---|---|
| ⅛ size, 5 doz. in case | 40 |
| ¼ size, 4 doz. in case | 75 |
| ½ " 3 " " | 1 25 |
| 1 " 2 " " | 2 25 |

VIENNA BAKING POWDER.

| | Per doz. |
|---|---|
| 1 lb. tins, 4 doz. in box | $2 25 |
| ½ lb. tins, 4 " " | 1 25 |
| ¼ lb. tins, 4 " " | 75 |
| 3 oz. in paper, 4 doz. in box | 70 |
| 5 " " 4 " " | 35 |

### BLACKING.

SHOE POLISH.

| Henri Jonas & Co. | Per gross |
|---|---|
| Jonas' | $9 00 |
| Fromenta | 7 50 |
| Military dressing | 24 00 |

### BLUE.

| | |
|---|---|
| Keen's Oxford per lb | $0 17 |
| In 10 box lots or case | 0 16 |
| Reckitt's Square Blue 12-lb. box | 0 17 |
| Reckitt's Square Blue, 5 box lots | 0 16 |
| Gillett's Mammoth, boxes, 1 gross | 9 00 |
| Nixey's "Cervus" in squares, per lb. | 0 16 |
| " " in bags, per gross | 1 25 |
| " " in pepper boxes, according to size | 0 02 0 10 |

### BLACK LEAD.

| | |
|---|---|
| Reckitt's per box | 1 15 |
| Box contains either 1 gro., 1 oz. size; ½ gro., 2 oz. or ¼ gro. 4 oz. | |
| Nixey's refined, per 9 lb. box of 12 1 doz. chip boxes | 1 50 |
| Nixey's, as supplied the King, per 9-lb. box of 12 doz. block | 1 50 |
| Nixey's Silver Moonlight Stove Polish, in blocks 13-3 and 6-oz. size. Full price list on application. | |

### CORN BROOMS

BOECKH BROS & COMPANY doz. net.

| | |
|---|---|
| Bamboo Handles, A, 4 strings | 4 35 |
| " " B, 4 strings | 4 10 |
| " " C, 3 strings | 3 85 |
| " " D, 3 strings | 3 60 |
| " " F, 3 strings | 3 35 |
| " " G, 3 strings | 3 10 |
| " " I, 3 strings | 2 85 |

### BISCUITS.

CARR & CO. LIMITED.
Frank Magor & Co., Agents

| | |
|---|---|
| Cafe Noir | 0 15 |
| Ensign | 0 1¾ |
| Metropolitan mixed | 0 09 |

### CANNED GOODS.

MUSHROOMS.

Henri Jonas & Co.

| | |
|---|---|
| Mushrooms, Rione[1] | $15 50 |
| " 1st choice Duthell | 18 50 |
| " 1st choice Lenoir | 19 50 |
| " extra Lenoir | 23 00 |

Per case, 100 tins.

FRENCH PEAS—DELORY'S

Henri Jonas & Co.

| | |
|---|---|
| Moyen's No 3 | $9 00 |
| " No. 1 | 10 50 |
| ½ Fins | 12 50 |
| Fins | 14 00 |
| Tres fins | 15 00 |
| Extra fins | 16 50 |
| Sur extra fins | 18 00 |

FRENCH SARDINES.

Henri Jonas & Co.

| | | |
|---|---|---|
| ¼ Trefavennes | .... | $9 50 |
| ¼ Rolland | 9 50 | 10 00 |
| ¼ Delory | .... | 10 50 |
| ¼ Club Alpine | .... | 2 50 |

### CHOCOLATES & COCOAS.

THE COWAN CO. LIMITED.

| | |
|---|---|
| Cocoa— | |
| Hygienic, 1-lb. tins, per doz | $7 25 |
| " ½-lb. tins " | 3 75 |
| " ¼-lb. tins " | 2 25 |
| " fancy tins " | 0 90 |
| Hygienic, 5-lb tins, for soda water fountains, restaurants, etc. per lb | 0 55 |
| Perfection, ½-lb. tins, per doz | 3 00 |
| Cocoa Essence, sweet, ½-lb. tins, per doz | 2 25 |

| Chocolate— | per lb. |
|---|---|
| Queen's Dessert, ¼'s and ½'s | $0 40 |
| " 6's | 0 42 |
| Mexican Vanilla, ¼'s and ½'s | 0 35 |
| Royal Navy Rock " " | 0 30 |
| Diamond " " | 0 25 |
| " 8s | 0 28 |

| Chocolate— FRY'S. | per lb. |
|---|---|
| Caracoas, ¼'s, 5-lb. boxes | 0 42 |
| Vanilla, ¼'s | 0 43 |
| "Gold Medal" Sweet, ¼'s, 6 lb. bxs | 0 29 |
| Pure, unsweetened, ½'s, 6 lb. bxs | 0 42 |
| Fry's "Diamond," ½'s, 14 lb. bxs | 0 24 |
| Fry's "Monogram," ½'s 14 lb. bxs | 0 24 |

| Cocoa— | per doz |
|---|---|
| Concentrated, ¼'s 1 doz. in box | 2 40 |
| " ½'s, " | 4 50 |
| " 1 lbs. " | 8 25 |
| Homeopathic, ¼'s 14 lb. boxes | .... |
| " ½ lbs. 12 lb boxes | .... |
| Epps's cocoa, case of 14 lbs., per lb | 0 35 |
| Smaller quantities | 0 37½ |

JOHN P. MOTT & CO.'S

R. S. McIndoe, Agent, Toronto.

| | |
|---|---|
| Mott's Broma per lb | 0 30 |
| Mott's Prepared Cocoa | 0 28 |
| Mott's Homeopathic Cocoa (¼'s) | 0 12 |
| Mott's Breakfast Cocoa (in tins) | 0 40 |
| Mott's No. 1 Chocolate | 0 30 |
| Mott's Breakfast Chocolate | 0 28 |
| Mott's Caracoas Chocolate | 0 40 |
| Mott's Diamond Chocolate | 0 23 |
| Mott's French-Can. Chocolate | 0 18 |
| Mott's Navy or Cooking Chocolate | 0 28 |
| Mott's Cocoa Nibbs | 0 35 |
| Mott's Cocoa Shells | 0 05 |
| Vanilla Sticks, per gross | 0 90 |
| Mott's Confectionery Chocolate | 0 21 0 43 |
| Mott's Sweet Chocolate Liquors | 0 19 0 30 |

CADBURY'S.

| Frank Magor & Co., Agents. | per doz |
|---|---|
| Cocoa essence, 3 oz. packages | $1 65 |
| Mexican chocolate, ¼ and ½ lb. pkgs. | 0 40 |
| Rock Chocolate, loose | 0 40 |
| " 1-lb. tins | 0 42 |
| Nibs, 11-lb. tins | 0 35½ |

WALTER BAKER & CO., LIMITED.

| | per lb. |
|---|---|
| Premium No. 1 chocolate, 12-lb boxes | $ 38 |
| Vanilla chocolate 6-lb boxes | 47 |
| German sweet, 6-lb. boxes | 37 |
| B'kfast cocoa, ½-lb. tins, plain; 6-lb. boxes | 51 |
| Cracked cocoa, ½-lb. pkgs. 12-lb. bxs. | 35 |
| Caracas sweet chocolate, 6-lb. boxes | 37 |
| Soluble chocolate (hot or cold soda) 1-lb. cans | 45 |
| Vanilla chocolate wafers, 48 to box, per box | 1 56 |

### CHEESE.

| | |
|---|---|
| Imperial—Large size jars, per doz | $ 8 25 |
| Medium size jars | 4 50 |
| Small size jars | 2 40 |
| Individual size jars | 1 00 |
| Imperial Holder—Large size | 18 00 |
| Medium size | 15 00 |
| Small size | 12 00 |
| Roquefort—Large size, per doz | 2 40 |
| Small size | 1 40 |

# "THE EDWARDSBURG BRANDS"

# Starch

## . . and Syrup

Are well known all over the Dominion as a **STANDARD OF QUALITY.** **ASSORTED STOCKS** of all styles of packages now on hand, and **PROMPT SHIPMENT** guaranteed.

**EDWARDSBURG STARCH CO'Y, Limited**

**Established 1858.**

164 St. James St., MONTREAL. | Works: CARDINAL, ONT. | 53 Front St. East, TORONTO


### COFFEE.

JAMES TURNER & CO.

| | per lb. |
|---|---|
| Mecca | 0 32 |
| Damascus | 0 28 |
| Cairo | 0 20 |
| Sirdar | 0 17 |
| Old Dutch Rio | 0 12½ |

E. D. MARCEAU, Montreal.

| | per lb. |
|---|---|
| "Old Crow" Java | 0 25 |
| " Mocha | 0 25 |
| "Condor" Java | 0 30 |
| " Mocha | 0 30 |
| 15-year-old Mandheling Java and hand-picked Mocha | 0 50 |
| 1-lb. Fancy tins choice pure coffee, 48 tins per case | 0 20 |
| Madam Huot's Coffee, 1-lb. tins | 0 31 |
| " " " 2-lb. tins | 0 30 |

100 lb. delivered in Ontario and Quebec.

### CONDENSED MILK.




Borden's Condensed Milk Co.

| | |
|---|---|
| "Eagle" Brand | $1 65 |
| "Gold Seal" Brand | 1 30 |
| "Peerless" Brand Evaporated Cream | 1 20 |

### CLOTHES PINS.

UNITED FACTORIES, LIMITED.

| | |
|---|---|
| Clothes Pins (full count), 5 gross in case, per case | 0 57 |
| 4 doz. packages 12 to a case | 0 72 |
| 6 doz. packages (12 to a case) | 0 92 |

### COUPON BOOKS—ALLISON'S

For sale in Canada by—The Eby, Blain Co., Limited, Toronto C. O. Beauchemin & Fils, Montreal

$1, $2, $3, $5, $10 and $20 books.

| | Unnumbered | Covers and Coupons numbered. |
|---|---|---|
| In lots of less than 100 books, 1 kind assorted | 4c. | 4½c. |
| 100 to 500 books | 3½c. | 4c. |
| 500 to 1,000 books | 3c. | 3¼c. |

Allison's Coupon Pass Book

| | |
|---|---|
| 1 00 books | 3 cents each |
| 2 00 books | 3 cents each |
| 3 00 books | 3 cents each |
| 5 00 books | 4 cents each |
| 10 00 books | 5½ cents each |
| 15 00 books | 6½ cents each |
| 20 00 books | 7½ cents each |
| 25 00 books | 8 cents each |
| 50 00 books | 12 cents each |

### EXTRACTS.

HENRI JONAS & Co.

| | Per gross. |
|---|---|
| 8 oz. London Extracts | $6 00 |
| 2 oz. " " (no corkscrews) | 5 50 |
| 2 oz. " " | 9 00 |
| 2 oz. Spruce essence | 6 00 |
| 2 oz. " " | 9 00 |
| 2 oz. Anchor extracts | 12 00 |
| 4 oz. " " | 21 00 |
| 1 oz. " " | 36 00 |
| 1 lb. " " | 70 00 |
| 1 oz. Flat " | 9 00 |
| 2 oz. Flat bottle extracts | 18 00 |
| 2 oz. Square " | 21 00 |
| 4 oz. " " corked) | 36 00 |
| 8 oz. " " " | 72 00 |
| | Per doz. |
| 8 oz. " glass stop extracts | 3 50 |
| 8 oz. " " " | 7 00 |
| | Per doz. |
| 2½ oz. Round quintessence extracts | 2 00 |
| 4 oz. Jockey decanters " | 3 50 |

### FOOD.

| | Per doz. |
|---|---|
| Robinson's Patent Barley ½ lb tins | 1 25 |
| " " " 1 lb. tins | 2 25 |
| " " Groats, ½ lb. tins | 1 25 |
| " " " 1 lb. tins | 2 25 |

### GINGER ALE & SODA WATER

| | per doz. |
|---|---|
| Cantrell & Cochrane's Imported Ginger Ale and Club Soda Water | $1 40 |

### JAMS AND JELLIES.

SOUTHWELL'S GOODS. Frank Magor & Co., Agents.

| | per doz |
|---|---|
| Orange Marmalade | 1 |
| Clear Jelly Marmalade | 1 80 |
| Strawberry W. F. Jam | 2 00 |
| Raspberry " " | 2 00 |
| Apricot " " | 1 75 |
| Black Curran " | 1 85 |
| Other Jams, W. F. | 1 55 1 90 |
| Red Currant Jelly | 2 75 |

Jams— T. UPTON & CO.

| | |
|---|---|
| 12-oz. glass jars, per doz | $0 95 |
| 1-lb. glass jars 2 doz. in case, per doz | 1 50 |
| 2½-lb. tin pail, 2 doz. in crate, per lb. | 0 09 |
| 5-lb. tin pails, 8 pails in crate, per lb | 0 06 |
| 7-lb wood pails, 6 " " " | 0 06 |
| 14-lb. wood pails, per lb | 0 06 |
| 30-lb " " " | 0 06 |

Jellies—

| | |
|---|---|
| 1-lb. glass jars, per doz | $1 50 |
| 7-lb. wood pails, per lb | 0 09 |
| 14-lb. " " " | 0 09 |
| 30-lb. " " " | 0 09 |

### LICORICE.

YOUNG & SMYLIE'S LIST.

| | |
|---|---|
| 5-lb. boxes, wood or paper, per lb | $0 40 |
| Fancy boxes (36 or 50 sticks) per box | 1 25 |
| "Ringed" 5 lb. boxes, per lb | 0 40 |
| "Acme" Pellets, 5 lb. cans, per can | 2 00 |
| "Acme" Pellets, fancy boxes 40) per box | 1 50 |
| Tar, Licorice and Tolu Wafers, 5 lb. cans, per can | 2 00 |
| Licorice Lozenges, 5 lb. glass jars | 1 75 |
| " " 20 5 lb. cans | 1 50 |
| "Purity" Licorice 10 sticks | 1 45 |
| " " 100 sticks | 0 73 |
| Dulce large cent sticks, 100 in box. | |

### LIQUORS.

COGNAC IN CASES.

Ph. Richard.

| | |
|---|---|
| S.O. Quarts, 12's | $22 50 |
| F.C. " " | 15 00 |
| F.C. 1-15 bottles, 180's | 12 00 |
| V.S.O.P. " | 12 00 |
| V.S.O.P. pints, 24's | 13 00 |
| V.S.O.P. ½-pints, 48's | 14 00 |
| V.S.O.P. 1-15 bottles, 180's | 20 00 |
| V.S.O. quarts, 12's | 10 00 |
| V.S.O. 1-15 bottles, 180's | 18 00 |
| V.O. quarts, 12's | 8 50 |
| V.O. pints, 24's | 9 50 |
| V.O. ½-pints, 48's | 10 50 |
| V.O. 1-15 bottles, 180's | 14 00 |
| V.O. decanters, 12's | 10 50 |
| V.O. " pints, 20's | 13 00 |
| V.O. flasks, Imp. pints, with thumblers | 9 75 |
| V.O. " Reputed " " 24's | 10 50 |
| V.O. " " no " 24's | 9 50 |

Chas. Couturier.

| | |
|---|---|
| Quarts, 12's | 7 00 |
| ½ bottles, 24's | 8 00 |
| ¼ " 48's | 9 00 |
| 1-15 bottles, 180's | 13 50 |
| Flasks, 24's | 8 00 |
| ½ Flasks, 48's | 9 00 |
| Flasks Imperial pints, Copsule, 16's | 8 00 |

F. Marion & Cie.

| | |
|---|---|
| Quarts, 12's | 6 00 |
| ½ bottles, 24's | 7 00 |
| ¼ " 48's | 8 00 |
| Flasks, reputed 24's | 7 00 |
| Flasks, ½-pints, 48's | 8 00 |
| 1-15 bottles, 180's | 12 50 |
| Flasks, Imp. pints with thumblers, 16's | 8 00 |

Cognac In Wood.

Ph. Richard.

| | Gals. | ½ Oct's. | Oct's. | Bbls. | Hhds. |
|---|---|---|---|---|---|
| Couturier | $4 00 | $3 95 | $3 85 | $3 80 | .... |
| Marion | 3 75 | 3 60 | 3 50 | 3 40 | .... |
| Ph. Richard V.S.O.P | 5 50 | 5 35 | 5 25 | 5 00 | .... |
| Richard V.O. proof | 4 25 | 4 10 | 4 00 | 3 90 | 3 80 |
| Richard 5 up. proof V. O. | 4 00 | 3 80 | 3 70 | 3 50 | 3 40 |
| Richard Fine champagne | 6 00 | 5 90 | .... | .... | .... |

Gin—Pollen & Zoon, in Cases.

| | |
|---|---|
| Red, 15's | $10 00 |
| Green, 12's | 5 00 |
| Poney, 12's | 2 50 |

Gin Pollen & Zoon, in Wood.

| | Gals. | ½ Oct's. | Oct's. | Bbls. | Hhds. |
|---|---|---|---|---|---|
| Gin, P. & Z. | $3 15 | $3 05 | $3 05 | $3 00 | $2 95 |

Mitchell Bros. Limited—Scotch.

| | 1 case. | 5 cases. |
|---|---|---|
| Heather Dew, ordinary qts. 12's | $ 7 00 | $ 6 75 |
| Heather Dew, stone jars, Imperial, 12's | 12 50 | 12 25 |
| Heather Dew, oval flasks, quart, 12's | 11 25 | 11 00 |
| Special Reserve, oval, pts. 24s. | 11 75 | 11 50 |
| " ordinary qts., 12's | 9 00 | 8 75 |
| Special Reserve, ½ bottles, pints, 24s | 10 00 | 9 75 |
| Extra Special Liqueur, flagon, 12's | 9 50 | 9 25 |
| Heather Dew, flasks, 48's | 12 00 | 11 75 |
| " " ½ flasks, 60's | 9 00 | 8 75 |
| Mullmore, flasks, Imperial oval quart flasks, 12's | 10 00 | 9 75 |
| Mullmore, flasks, Imperial pints, 24's | 10 50 | 10 25 |
| Mullmore, flasks, ordinary pints, 24's | 7 75 | 7 50 |
| Mullmore, ½ flasks, ordinary, 48's | 9 00 | 8 75 |
| Mullmore, ordinary quarts, 12's | 6 50 | 6 25 |
| Mullmore ordinary pints 24's | 7 50 | 7 25 |

Scotch Whiskey in Wood.

| | Gals. | ½ Oct's. 9gals. | Oct's. 17gals. | Bbls. 40gals. |
|---|---|---|---|---|
| Special Reserve | $4 50 | $4 25 | $4 15 | $3 90 |
| Heather Dew "A" | 4 00 | 3 85 | 3 75 | 3 65 |

| Extra Special Liqueur | 5 00 | 4 90 | 4 80 | 4 75 |
|---|---|---|---|---|
| Old Scotch | 3 75 | 3 70 | 3 65 | 3 50 |

Whiskey in Cases.

Mitchell Bros., Limited—Irish.

| | |
|---|---|
| Cruiskeen Lawn, stone jar, 12's | $12 50 |
| Old Irish, flasks, Imp. quarts, 12's | 11 25 |
| " Special, quarts, 12's | 9 00 |
| " " Imp. pints, 24's | 11 75 |
| " round bottl s, quarts, 12's | 6 50 |
| " round ½-bottles, pints, 24's | 8 00 |
| " 10-o . flasks, 48's | 12 00 |
| " 5-oz. flasks, 60's | 9 00 |

Irish Whiskey in Wood.

| | Gal. | ½-Oct. | Oct. | Bbl |
|---|---|---|---|---|
| Mitchell, "Special Old" | $4 50 | $4 40 | $4 25 | $4 10 |
| Mitchell, "Old" | 4 00 | 3 90 | 3 75 | 3 65 |
| " "B" | 3 50 | 3 40 | 3 30 | 3 25 |
| " "C" | 3 00 | 2 | 2 80 | 2 75 |

Champagne Wine in Cases.

| | |
|---|---|
| Duc de Pierland, quarts, 12's | $14 00 |
| " " pints, 24's | 15 00 |
| Cardinal, quarts, 12's | 12 50 |
| " pints, 24's | 13 50 |
| Vve. Amiot Carte d'Or, quarts, 12's | 16 00 |
| " " pints, 24's | 17 00 |
| " " d'Argent, quarts, 12's | 10 50 |
| " " pints, 24's | 11 50 |

Blandy Bros Wine.

Blandy's Madeira Wine, in cases.

| | |
|---|---|
| Very Superior, quarts, 12's | 8 50 |
| Special Selected, quarts, 12's | 10 00 |
| London Particular, quarts, 12's | 13 00 |

Blandy's Malaga, in cases.

| | |
|---|---|
| Pale Sweet Blue Label, quarts, 12's | 7 50 |
| " White Label, quarts, 12's | 10 00 |

Blandy's Sherry, in cases.

| | |
|---|---|
| Manzanilla, quarts, 12's | 8 50 |
| Morosa, quarts, 12's | 11 00 |

Blandy's Port Wine, in cases.

| | |
|---|---|
| Good Fruity, quarts, 12's | 7 50 |
| Invalid Special, quarts, 12's | 12 00 |

Blandy Bros'. Wine in Wood.

| | Gal. | Octave. |
|---|---|---|
| Madere, No. ½ | $3 50 | $3 00 |
| " No. ¾ | 4 50 | 4 00 |
| Malaga Pale Sweet | 3 00 | 2 75 |

| Canadian Whiskies. | In barrels. per gal. |
|---|---|
| Gooderham & Worts, 65 O.P. | $4 50 |
| Hiram Walker & Sons " | 4 50 |
| J. P. Wiser & Son " | 4 49 |
| J. E. Seagram " | 4 49 |
| H. Corby " | 4 49 |
| Gooderham & Worts, 50 O.P. | 4 10 |
| Hiram Walker & Sons " | 4 10 |
| J. P. Wiser & Son " | 4 09 |
| J. E. Seagram " | 4 09 |
| H. Corby " | 4 09 |
| Rye, Gooderham & Worts | 2 20 |
| " Hiram Walker & Sons | 2 20 |
| " J. P. Wiser & Son | 2 19 |
| " J. E. Seagram | 2 19 |
| " H. Corby | 2 19 |
| Imperial, Walker & Sons | 2 90 |
| Canadian Club, Walker & Sons | 3 60 |

| | Less than one bbl. per gallon. |
|---|---|
| '65 O. P. | $4 55 |
| 50 O. P | 4 15 |
| Rye | 2 25 |

## LYE (CONCENTRATED).

GILLETT'S PERFUMED.

| | Per case. |
|---|---|
| 1 case of 4 doz | $ 3 60 |
| 3 cases " | 3 50 |
| 5 " | 3 40 |

## MINCE MEAT.

| | |
|---|---|
| Wethey's Condensed, per gross net | $12 00 |
| " per case of doz. net | 3 00 |

## MUSTARD.

COLMAN'S OR KEEN'S.

| | |
|---|---|
| D. S. F., ¼ lb. tins, per doz. | $1 40 |
| " ½ lb. tins, " | 2 50 |
| " 1 lb. tins, " | 5 00 |
| Durham 4 lb. jar, per jar | 0 75 |
| " 1 lb. " | 0 25 |
| F. D., ¼ lb. tins, per doz. | 0 85 |
| " ½ lb. tins | 1 45 |

HENRI JONAS & Co.

| | Per gross |
|---|---|
| Pony size | $7 50 |
| Imperial, medium | 9 00 |
| Imperial, large | 12 00 |
| Tumblers | 12 00 |

| | Per gross |
|---|---|
| Mugs | 13 20 |
| Pint jars | 18 00 |
| Quart jars | 4 00 |

E. D. MARCEAU Montreal.

| | | |
|---|---|---|
| "Condor," 12-lb. boxes— | | |
| ¼-lb. tins | per lb. | 0 35 |
| ½-lb. tins | " | 0 33 |
| 1-lb. tins | " | 0 32½ |
| 4-lb. jars | per jar | 1 20 |
| 1-lb. jars | " | 0 35 |
| "Old Crow," 12-lb. boxes— | | |
| ¼-lb. tins | per lb. | 0 25 |
| ½-lb. tins | " | 0 23 |
| 1-lb. tins | " | 0 22½ |
| 4-lb. jars | per jar | 0 70 |
| 1-lb. jars | " | 0 25 |

## OLIVE OIL

| | per case |
|---|---|
| Barton & Guestier's quarts | $8 00 |
| " " pints | 9 00 |

## ORANGE MARMALADE.

T. UPTON & CO.

| | |
|---|---|
| 1-lb. glass. 2 doz. case, per doz. | $1 00 |
| 7-lb. pails and 5 lb. tins | 0 06 |
| 14 and 30-lb. pails | 0 06 |

## PICKLES.

STEPHENS'.

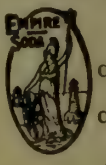
A. P. Tippet & Co., Agents.

| | |
|---|---|
| Patent stoppers (pints) per doz. | 2 30 |
| Corked (pints), " | 1 90 |

## SODA.—COW BRAND.




Case of 1 lbs. containing 60 pkgs. per box, $3.00.
Case of ½ lbs. (containing 120 pkgs. per box, $3.00.
Case of 1 lbs. and ½ lbs. (containing 30 1 lbs. and 60 ½ lb. packages) per box, $3.00.
Case of 5c. pkgs (containing 96 pkgs) per box, $3.00.




EMPIRE BRAND.

Brunner, Mond & Co.

Case 120 ½-lb. pkts. (60 lb.) per case $2 70.

Case 96 10-oz. pkts. (60 lb.) per case $2.80.

"MAGIC" BRAND.

| | | per case |
|---|---|---|
| No. 1, cases, 60 1-lb. packages | | 2 75 |
| " 2, " 120 ½-lb. packages | | 2 75 |
| " 3, " | (30 1-lb. packages) (60 ½ lb. packages) | 2 75 |

## SOAP




A. P. TIPPET & CO., AGENTS
Maypole Soap colors per grs. $10.20.
Maypole Soap. black per grs. $15.30
Oriole Soap, per gross, $10.20.

| | |
|---|---|
| Gloriola Soap, per gross | 12 00 |
| Straw Hat Polish, per gross | 10 20 |

## STARCH.

EDWARDSBURG STARCH CO., LTD.

| Laundry Starches— | per lb. |
|---|---|
| No. 1 White or Blue, 4-lb carton | 0 06½ |
| No. 1 " " 8-lb. " | 0 06½ |
| Canada Laundry | 0 05½ |
| Silver Gloss, 6-lb. draw-lid boxes | 0 08 |
| Silver Gloss, 6-lb. tin canisters | 0 08 |
| Edwards'g Silver Gloss, 1-lb. pkg. | 0 08 |
| Kegs Silver Gloss, large crystal | 0 07 |
| Benson's Satin, 1-lb. cartons | 0 08½ |
| No. 1 White, bbls. and kegs | 0 05¾ |
| Benson's Enamel, per box, $1 50 to 3 | 00 |
| Culinary Starch— | |
| Benson & Co.'s Prep. Corn | 0 07½ |
| Canada Pure Corn | 0 05¾ |
| Rice Starch— | |
| Edwardsburg No. 1 white, 1-lb. car | 0 10 |
| Edwardsburg No. 1 White or Blue, 4-lb. lumps | 0 08½ |

BEE STARCH.

| | |
|---|---|
| Cases, 64 pkgs. 48's | $5.00 |
| ½ Cases, 32 pkgs. 24's | 2.50 |
| Packages 10c. each | |

BRANTFORD STARCH WORKS, LIMITED.

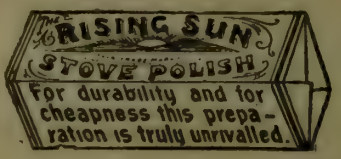
Ontario and Quebec.

| | |
|---|---|
| Laundry Starches— | |
| Canada Laundry, boxes of 40 lbs. | $0 05½ |
| Acme Gloss Starch— | |
| 1-lb. cartons, boxes of 40 lbs. | 0 06 |
| Finest Quality White Laundry— | |
| 3-lb. Canisters, cases of 48 lbs. | 0 06½ |
| 4-lb. " " | 0 06½ |
| Barrels, 200 lbs. | 0 05¾ |
| Kegs, 100 lbs. | 0 05¾ |
| Lily White Gloss— | |
| 1-lb. fancy cartons cases 30 lbs. | 0 08 |
| 6-lb. toy trunks, 8 in case | 0 08 |
| 6-lb. enameled tin canisters, 8 in case | 0 08 |
| Kegs, ex. crystals, 100 lbs | 0 07 |
| Brantford Gloss— | |
| 1-lb. fancy boxes, cases 36 lbs. | 0 08½ |
| Canadian Electric Starch— | |
| Boxes of 40 fancy pkgs, per case | 3 00 |
| Celluloid Starch— | |
| Boxes of 45 cartons, per case | 3 10 |
| Culinary Starches— | |
| Challenge Prepared Corn— | |
| 1-lb. packages, boxes 40 lbs. | 0 05¾ |
| No. 1 Brantford Prepared Corn— | |
| 1-lb. packages, boxes 40 lbs. | 0 07¼ |
| Crystal Maize Corn Starch— | |
| 1-lb. packages, boxes 40 lbs. | 0 07¼ |

## STOVE POLISH




No. 4—3 d zen in case, per gross
" 6—3 dozen in case, " "




Per gross

| | |
|---|---|
| Rising Sun 6-oz. cakes, ½-gross bxs | 8 50 |
| Rising Sun, 3-oz. cakes, gross boxes | 4 50 |
| Sun Paste 10c. size, ½ gross boxes | 10 00 |
| Sun Paste, 5c. size, ¼ gross boxes | 5 00 |




## TEAS.




SALADA CEYLON.

| | Wholesale | Retail |
|---|---|---|
| Brown Label, 1's | 0 20 | 0 25 |
| " " ½'s | 0 21 | 0 26 |
| Green Label, 1 and ½s | 0 22 | 0 30 |
| Blue Label, 1s, ½s, ¼s and ⅛s. | 0 30 | 0 40 |
| Red Label, 1s and ½s | 0 36 | 0 50 |
| Gold Label, ½s | 0 44 | 0 60 |

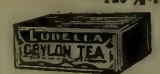



Ceylon Tea, in 1 and ½ lb. lead packages black or mixed.

| | | |
|---|---|---|
| Black Label, 1-lb., retail at 25c. | | 0 19 |
| " " ½-lb., " " " | | 0 20 |
| Blue Label, retail at 30c. | | 0 22 |
| Green Label " 40c. | | 0 28 |
| Red Label " 50c. | | 0 35 |
| Orange Label, retail at 60c. | | 0 42 |
| Gold Label " 80c. | | 0 55 |




| | | |
|---|---|---|
| Cases each 60 1-lbs. | | 0 35 |
| " " 60 ½-lbs. | | 0 35 |
| " " 30 1-lbs. | | 0 35 |
| " " 120 ¼-lbs. | | 0 36 |




LUDELLA CEYLON, 1's AND ½'s PKGS.

| | | |
|---|---|---|
| Blue Label, 1's | 0 18½ | 0 25 |
| Blue Label, ½'s | 0 19 | 0 25 |
| Orange Label, 1's and ½'s | 0 21 | 0 30 |
| Brown Label, 1's and ½'s | 0 28 | 0 40 |
| Brown Label, ¼'s | 0 30 | 0 40 |
| Green Label, 1's and ½'s | 0 35 | 0 50 |
| Red Label, ½'s | 0 40 | 0 60 |

CROWN BRAND

| | Wholesale | Retail |
|---|---|---|
| Red Label, 1-lb. and ½'s | 0 35 | 0 50 |
| Blue Label, 1-lb. and ½'s | 0 28 | 0 40 |
| Green Label, 1-lb. | 0 19 | 0 25 |
| Green Label, ½'s | 0 20 | 0 26 |
| Japan, 1s | 0 19 | 0 25 |

E. D. MARCEAU, Montreal.

| | |
|---|---|
| Japan Teas— | |
| "Condor" I 40 lb. boxes | 0 37½ |
| EMD AAA 40-lb. boxes | 0 37½ |
| "Condor" II 40 lb boxes | 0 36 |
| " II 80-lb. " | 0 35 |
| " III 80-lb. " | 0 32½ |
| " IV 80-lb. " | 0 30 |
| " X 80- b. " | 0 0 |
| " V 80-lb. " | 0 2 ½ |
| " XXXX 80-lb. boxes | 0 25 |
| " XXX 30-lb. " | 0 26 |
| " XXX 80-lb. " | 0 22 4 |
| " XXX 30-lb. " | 0 23½ |
| " XX 85-lb. " | 0 10 |
| " LX lead packets | |
| " Assorted cases (1 and ½ lb.) to retail at 40c. | 0 26½ |
| " L lead packets | |
| " Assorted cases (1 and ½ lb.) to retail at 25c. | 0 19½ |
| Black Teas—"Nectar," in lead packets— | |
| Green label retails 0 26 at | 0 20 |
| Chocolate label " 0 35 " | 0 25 |
| Blue label " 0 50 " | 0 36 |
| Maroon label " 0 60 " | 0 45 |
| Fancy tins—Chocolate, 1-lb. | 0 32½ |
| " " —Blue, 1-lb. | 0 42½ |
| " " —Maroon, 1-lb. | 0 50 |
| " " —Maroon, 1-lb. | 1 50 |
| Black Teas—"Old Crow" Blend— | |
| Bronzed tins of 10, 25, 50 and 80 lb. | |
| No. 1 per lb. | 0 35 |
| No. 2 " | 0 30 |
| No. 3 " | 0 25 |
| No. 4 " | 0 20 |
| No. 5 " | 0 17½ |

LIPTON'S TEA (in packages).

| | Price per lb |
|---|---|
| No. 1, cases 50 lb., (50 ½-lb. pkgs. (25 1-lb pkgs | $0 25 34 |
| No. 1, cases 50 lb., in 5-lb. tins | 35 |
| No. 2, cases 50 lb., (50 ½-lb. pkgs. (25 1-lb. pkgs | 29 28 |
| No. 2, cases 50 lb., in 5-lb. tins | 29 |
| No. 3, cases 50 lb., (50 ½-lb. pkgs (25 1-lb. pkgs | 23 22 |
| No. 3, cases 50 lb., in 5-lb. tins | 23 |
| Green Ceylon, No. 1, (50 ½-lb. pkgs (25 1-lb. pkgs | 35 34 |
| Green Ceylon, No. 2, (50 ½-lb. pkgs (25 1-lb pkgs | 29 28 |

## TOBACCO.

THE EMPIRE TOBACCO CO., LIMITED.

| | |
|---|---|
| Smoking—Empire, 3½s, 5s and 10s | 0 39 |
| Royal Oak, 2 x 3, 8o ace, 8s | 0 52 |
| Something Good, 7s | 0 48 |
| Chewing—Bobs, 5s and 10s | 0 36 |
| Currency, 13¾ oz. bars, spaced 9s | 0 39 |
| Currency, 6s and 10s | 0 39 |
| Old Fox, narrow 10s | 0 39 |
| Snowshoe, 1-lb. bars, spaced 6s | 0 43 |
| Pay Roll, 6s | 0 44 |

## VINEGARS.

E. D. MARCEAU, Montreal.

| | Per gal. |
|---|---|
| EMD, pure distilled, highest quality | 0 30 |
| Condor, pure distilled | 0 25 |
| Old Crow | 0 20 |
| Special prices to buyers of large quantities. | |

MICHEL LEFEBVRE.

| | |
|---|---|
| Bull Dog, quadruple strength, regist'd | 0 55 |
| Lion "L" brand, registered | 0 38 |
| Imperial, triple strength, registered | 0 33 |
| Cote D'Or, extra super, reg stered | 0 30 |
| " household vinegar, registered | 0 28 |
| Crystal Pickling, extra | 0 28 |
| " " ordinary | 0 23 |
| White Wine, XXX | 0 25 |
| " " XX | 0 20 |
| " " X | 0 17 |
| Cider, XXX | 0 27 |
| " XX | 0 22 |
| " X | 0 17 |
| Pure English Malt, trip'e strength | 0 45 |
| " " " double strength | 0 35 |
| " " " single strength | 0 25 |
| Distilled white malt vinegar | 0 50 |

JOHN HOPE & CO., MONTREAL.

| | |
|---|---|
| Sir Robert Burnett & Co.'s English Malt Vinegar | 0 60 |

## WOODENWARE

UNITED FACTORIES, LIMITED.

| | |
|---|---|
| Washboards, Leader Globe | 1 50 |
| " Improved Globe | 1 60 |
| " Standard Globe | 1 80 |
| " Solid Back Globe | 1 95 |
| " Jubilee (perforated) | 1 95 |
| " Crown | 1 35 |

| | Per doz. |
|---|---|
| No. 1 2-hoop pails | 1 55 |
| " 1 3 " " | 1 70 |
| " 0 Tubs | 8 50 |
| " 1 " | 7 00 |
| " 2 " | 6 00 |
| " 3 " | 5 25 |

## YEAST.

| | |
|---|---|
| Royal yeast, 3 doz. 5c -pkgs. in case | 1 00 |
| Gillett's Cream yeast, 3 doz | 1 00 |
| Jersey Cream yeast cake, 3 doz. 5c. | 1 00 |
| Victoria " " 3 do . 5o. | 1 00 |
| " " " 3 doz. 10c. | 1 80 |

NIXEY'S REFINED BLACK LEAD

By Appointment to H.M. the KING of the British Empire.

Sole Manufacturer of "Cervus" Square and Bag and Pepperbox Blues, and "Silver Moonlight" Stove Polish.

W. C. NIXEY, 12 Soho Square, LONDON, ENG.

Canadian Representative: MR. H. T. BAKER.

OUR TRADE A MARK

AUER LIGHT MANTLES
LONGEST LIFE & BRIGHTEST

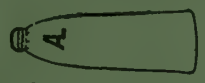
OUR TRADE A MARK

## The Value of Annealing.

Annealing is the most costly step of mantle making—consequently a cheap mantle cannot be properly annealed—That is the reason a cheap mantle caves in like this if you lay it on its side, after burning off the coating—Try one—They injure your trade.



Mantles branded A are thoroughly annealed over pressure gas—They fit the burner—They don't shrink—They stand up this way—They are reliable—They help your trade.



—We are the sole manufacturers of A mantles.
—Write us if you are interested.

Lowest prices on Mantles, Shades, Chimneys, Globes and Sundries.

AUER LIGHT CO., MONTREAL.

## "Empire" Soda

BEST FOR BAKING.

Made in England by

BRUNNER, MOND & CO.

Used in Canada by

All Careful Housekeepers.

WHY ISN'T IT IN YOUR STOCK?

WINN & HOLLAND,

SOLE AGENTS FOR CANADA,

MONTREAL.

ADVERTISING in WESTERN CANADA will be Carefully, Efficiently, and Promptly attended to by

The Roberts Advertising Agency,
WINNIPEG, CANADA

## THE "GLEANER"

KINGSTON, JAMAICA, B.W.I.

The Newspaper with the Largest Circulation in Jamaica and the West Indies.

Canadian manufacturers, merchants, etc., desiring to do business with this country and introduce their goods in this market, should put an advertisement in "THE GLEANER."

Write for scale of charges, etc., to

THE GLEANER CO.,
Limited

"Gleaner" Office, . . .KINGSTON, JA.

## BASKETS

We make them in all shapes and sizes. We have

*Patent Strawbord Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,*

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.

Oakville, Ont.

## BUSINESS NEWS

of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

Write us, giving us particulars of what you want and where you want it from, and we will quote you prices by return.

"Clippings from any Canadian paper on any subject."

CANADIAN PRESS CLIPPING BUREAU,

232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.

10 Front St. E., Toronto. Telephone Main 2701.

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER.

The Best Grocers make a point of Keeping it always in Stock.




**Don't use this kind of a light**

but write us for prices on any kind of Lamps or fittings.

We manufacture lamps and can suit you.

**LAMP CHIMNEYS**

WITH THESE LABELS

**ARE THE BEST.**

For Lime Flint. For Lead Flint.

# GOWANS, KENT & CO.

Wholesale

Crockery and Glassware
China and Lamp Goods

TORONTO and WINNIPEG.

## Is Your Stock Complete ?

NOT WITHOUT

# WETHEY'S CONDENSED MINCE MEAT

Once used, always used. In **purity, flavor** and **quality** it is unexcelled, while the price makes it a ready seller. Handled by all wholesalers.

**J. H. WETHEY,**
LIMITED,

ST. CATHARINES, ONT.

# Crosse & Blackwell's Candied Peels.

# Crosse & Blackwell's Candied Ginger.

# Crosse & Blackwell's Plum Puddings.

**C. E. COLSON & SON,** **MONTREAL.**

CHAS. F. CLARK, President. JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

# BRADSTREET'S

**Capital and Surplus, $1,500,000.** **Offices Throughout the Civilized World.**

**Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.**

**THE BRADSTREET COMPANY** gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information, no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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**OAKEY'S** The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters.

'WELLINGTON'

**KNIFE POLISH**

**JOHN OAKEY & SONS, LIMITED**

MANUFACTURERS OF

**Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.**

**Wellington Mills, London, England.**

Agent:

**JOHN FORMAN, 644 Craig Street**
MONTREAL

VOL. XVI MONTREAL AND TORONTO, OCTOBER 10, 1902 NO. 41

PUBLISHED EVERY FRIDAY

# THE CANADIAN GROCER AND GENERAL STOREKEEPER

CIRCULATES IN EVERY PROVINCE

QUALITY..

When a salesman talks price to you
**Ask him about QUALITY**
When he talks quantity . . .
**Ask him about QUALITY**
When he talks merit to you . .
**Ask him about QUALITY**

That's the
**STRONG POINT**
in
**Colman's Mustard**

"IMPERIAL"





Gives the most perfect results wherever **VINEGAR** can be used.

The best known and largest Pickle Manufacturers throughout Canada have recognized this fact.

For Pickles, Sauces, Etc., none other gives that absolute satisfaction. There's only one

"IMPERIAL"

If your customers desire a really fine, pure Table Salt, give them

# Rice's Pure SALT.

It gives Universal Satisfaction.

R. & J. RANSFORD,

Established 1886

Clinton, Ont.




# LICORICE . . .

We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, plain and corrugated; Acme Licorice Pellets; Y. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLIABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and Golf-Sticks, 100 to box; Blow Pipes, 200 and 300 to box; Manhattan Wafers, 2¼-lb. boxes; Curved Stem Pipes, 200 to box. Write for illustrated catalogue.

YOUNG & SMYLIE

Established 1845. BROOKLYN, N.Y.

# THEY COST LESS THAN NOTHING




Literally, ALLISON COUPON BOOKS cost less than nothing. By using them a mistake is impossible, thus saving many times what we charge for them. Hence, by absolutely saving a great deal more than you pay for them they not only cost less than nothing, but you receive a great, big premium with every book you buy.

## If a Man Wants Credit

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by: The Eby, Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

***ALLISON COUPON CO.,*** *Manufacturers, Indianapolis, Indiana.*

IT IS NOT TOO EARLY TO BEGIN YOUR INQUIRIES ABOUT THAT TRIP YOU ARE GOING TO TAKE TO THE

# British West Indies

**this winter. We have just issued a booklet telling what some people saw and did on the same voyage last winter, and if you write us we will send you one.**

THERE IS NO MORE DELIGHTFUL WAY OF SPENDING SIX OR SEVEN WEEKS THAN ON SUCH A TRIP AS THIS. THE WHOLE COST FROM HALIFAX AND RETURN IS $130.00.

**Pickford & Black - Halifax.**



# Wheat Marrow.

The ideal Summer Breakfast Food. Light, healthful, nourishing—it sells quick and makes a quick profit, **and a good one.**

# Stephens' Malt Vinegar.

**Absolutely Pure Malt.**

Stephens' brewery is one of the largest in the United Kingdom and up to date.

# Macurquarht's Worcester Sauce.

A rich, full-bodied Table Sauce that gives zest to appetite and trade. Bottled in England; not shipped in bulk and bottled here. A high-class Sauce at a low price.

*Sold by leading wholesalers.*

A. P. TIPPET & CO., Agents,
Montreal, Toronto.

FRASER GROWS RUIT

WRITE OR WIRE

J. D. FRASER

Leamington,

for Early Tomatoes, Cucumbers, Muskmelons, **PEACHES** and Watermelons by the car load.

**FLOUR** MAGOR'S DELICIOUS PATENT FLOUR.

The Purest Flour Made—makes Delicious Bread, Cakes and Pastry.

Prices For Cash Unequalled.

JOHN MAGOR & CO., MONTREAL

MOTT'S DIAMOND CHOCOLATE. JOHN P. MOTT & CO. HALIFAX, N.S. ESTABLISHED 1849

IS THE BEST.

For Sale Everywhere.

—:o:—

ASK FOR

**MOTT'S.**




**Downweight is a Thief** Stealing Your Profits Every Time You Use Your Scales. . . .

The Toledo Springless, Automatic, Computing Scale, **"The Scale with Brains,"** is the only scale in the world that positively stops the giving of **DOWNWEIGHT.** It is the only Automatic Computing Scale in the world without springs. No hand operation in weighing; no prices to set; no levers to move; no weights to lift; no poises to shift; you simply place the article to be weighed on the scale, and the scale instantly and automatically shows in plain figures:

1. The weight of the article in pounds and ounces.
2. The price per pound.
3. The total value of the article in dollar and cents.

It is a mechanical wonder, marvelous in its Simplicity, Sensitiveness, Accuracy and Rapidity of Operation. Made in many styles and sizes for all kinds of stores. Write to-day for illustrated catalogue.

**Toledo Computing Scale Co.**

**DEAN & McLEOD,**

Canadian Agents, HAMILTON, ONT.




**Beware**

of cheap imitations which are offered every season to the trade.

**HIRES' ROOT BEER**

was the first on the market; holds first place to-day and has never yet been equalled for quality.

Price, in lots of one gross and over - - - - per gross $20.40
Price, in 5-gross lots and over - - - - - - " $19.40
Freight Prepaid on Two Gross and Upwards.

SEND YOUR ORDER TO.... **W. P. DOWNEY, Sole Canadian Agent,**

20 and 22 St. Peter Street, - MONTREAL.

Handbills, Showcards, etc., on receipt of Business Card.

# Popular Opinion.



It won't pay you to go against Popular Opinion. He's the largest buyer of cigars on earth, and when Popular Opinion says a thing is "right," he's going to get that thing every time he wants it. He has picked out

**MARGUERITE CIGARS . .**

as being the best three-for-a-quarter smokes in Canada, and if he can't get them from you, he'll slip in somewhere else and get 'em. They have the largest sale of any cigar in the Dominion, and it's all on account of Popular Opinion—and quality of course.

**GEO. E. TUCKETT & SON CO., Limited, HAMILTON.**

## He Comes Back For More.

The man you sell my cigars to usually comes back for more. That's because he finds that my cigars are a better value for the money than he ever found before. The retailers who buy from me know this, and they come back to me for more, regularly.

It is because I know they will do so that I can afford to make my famous trial offer, which I will tell you all about if you ask me.

**J. Bruce Payne,**

Cigar Mfr. GRANBY, QUE.

## "Sterling" Brand Pickles

A customer's good-will is gained by selling him this brand of goods.

They are choice in every particular.

Put up as they are in an attractive way, they sell well.

**T. A. LYTLE & CO.**

Largest Canadian Manufacturers of HIGH-GRADE PICKLES.

124-128 Richmond St., West, TORONTO.

## At it Again

No, we haven't been exactly taking a holiday during this past two months because we have not been saying much in this space—we have been hustling just the same. We have almost built a new Mill in that time—nearly all new but the outside—and this week we are **AT IT AGAIN** bigger and better than ever.

We say it modestly, but we have just begun to realize how much Tillson's Breakfast Foods were missed when we could not supply them. But we can now.

We have something more to tell you, but that will come later by letter.

**THE TILLSON CO., Limited, Tillsonburg, Ont.**

# LOOK AFTER THE HEALTH

of Your Customers by Selling and Recommending

# JAPAN TEA

People who drink **Japan Tea** drink a tea that is unadulterated in any shape or form, and which contains **no deleterious** matter injurious to health. They drink the

SWEETEST, MILDEST, MOST REFRESHING, AND HEALTHIEST TEA IN THE WORLD.

## TO LIVE GROCERS ONLY

We are putting up and are having a LARGE SALE on our famous . . . .



## "VICTORIA CROSS" CEYLON TEA

BLACK and MIXED.

Every package guaranteed finest grade grown. 25-40-50 cents per lb., in Handsome Lead Packages.

Write us for Samples and Prices.

**J. F. SMYTH & CO.**

Tea Packers. WINDSOR, ONT.

## THE TIME TO INSURE IS NOW

While you are WELL, STRONG and INSURABLE.

THE

## Confederation Life

ASSOCIATION issues policies on all approved plans of insurance, and is a prosperous and progressive Canadian Company.

PROTECTION FOR YOUR FAMILY.
PROFITABLE INVESTMENT FOR YOURSELF.

Pamphlets and full information sent on application.

W. H. Beatty, Esq., PRESIDENT.

W. D. Matthews, Esq., Frederick Wyld, Esq., VICE-PRESIDENTS.

W. C. MACDONALD, ACTUARY. J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO.




# IMPERIAL MAPLE SYRUP

The Standard from Ocean to Ocean.

**Merit Acknowledged**
**Superiority Admitted.**

## YOUR MONEY BACK

IF NOT SATISFACTORY.

ROSE & LAFLAMME, Agents
**Montreal.**

---

## YOU WILL FIND IT

IN THE LAUNDRY EVERYWHERE.

# Ivory Gloss Starch

is the POPULAR BRAND because we have made it our primary aim to PLEASE THE CUSTOMER. You can recommend it with perfect safety and it will prove a money-maker.

Brands also manufactured for kitchen purposes.

**THE ST. LAWRENCE STARCH CO.,**
LIMITED
**PORT CREDIT, ONT.**

---

## The Auer Gas Lamp

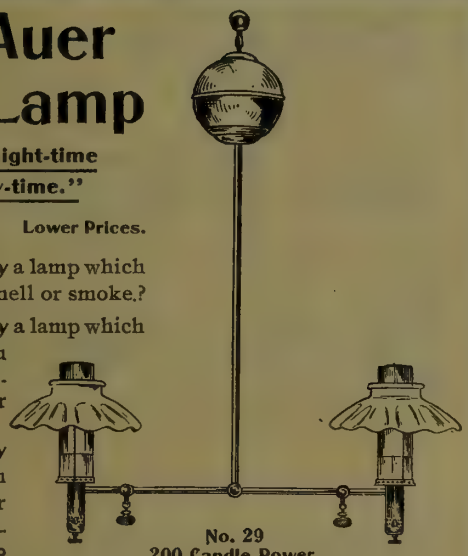
**"Turns night-time into day-time."**

**New Models. Lower Prices.**

**Would you buy** a lamp which doesn't smell or smoke?

**Would you buy** a lamp which will save you half your expense for coal oil?

**Would you buy** a lamp which shows your goods in daylight colors?



No. 29
200 Candle Power.

**Would you buy** a lamp which you can return, for full price, if you don't like it?

That's the kind of a lamp we make.

**EVERY LAMP GUARANTEED**

**Write for our Catalogue and Discounts.**

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

---

# MOLASSES

When ready to buy don't forget to ask us for our quotations on a carload delivered at your station; you will be glad you did so.

**The Dominion Molasses Co.,**
Limited
Halifax - Nova Scotia.

We are in a position to offer special value in

# Raisins and Currants

Several carloads of new goods just at hand. Write us or get particulars from our travellers. . . . .



**W. H. GILLARD & CO.,** Wholesale Grocers, **HAMILTON.**




THE DOMINION BREWERY CO., LIMITED

**Brewers and Maltsters**

TORONTO

**Manufacturers of the Celebrated**

# WHITE LABEL ALE

**ASK FOR IT AND SEE THAT OUR BRAND IS ON EVERY CORK.**

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

WM. ROSS, Manager.



# VALENCIA RAISINS

J. D. ARGUIMBAU'S SELECTED IN STORE.

# CURRANTS AND FIGS

ARRIVING FROM THE LARGEST AND MOST RELIABLE EXPORTERS.

# C. & B. PEELS—NUTS

FULL ASSORTMENTS ARRIVING—AT RIGHT PRICES

TRADE MARK

GROCERS' WHOLESALE CO., LIMITED
UNITY AND QUALITY
HAMILTON.

REGISTERED

## Grocers' Wholesale Company,

We are Free Sellers and desire correspondence with Independent Buyers.

## Limited, Hamilton.

THE SUREST WAY TO MISS SUCCESS IS TO MISS THE OPPORTUNITY.

# The Canadian Grocer

AND GENERAL STOREKEEPER.

Vol. XVI. MONTREAL AND TORONTO, OCTOBER 10, 1902. No. 41.


## THE ADVERTISING ARENA.

ADVERTISING is by no means confined to newspaper publicity, and a merchant should not forget this important point. A man's correspondence is a great indication of what his business is like. Even if he cannot afford a typewriter, he should at least see that his letters are neatly written and that his letter-head is well printed. This is an indirect form of advertising. Then, there is the tying-up of parcels. If this department is not carefully handled. an air of sloveliness may creep into the business which will tend to keep some customers away. Then, again, if a delivery wagon be used, it should be kept spick and span, both as regards the wagon and harness. A smart-looking turnout is sure to create a favorable impression in the minds of the public. Cleanliness, of course, is always deserving of praise, and if a customer feels that his or her purchases are handled carefully, he will be more inclined to patronize the shop that looks after this matter.

* * *

In making a contract with a newspaper it often pays to have a clause inserted to the effect that, during the period the contract runs, the advertiser is at liberty to use space between certain limits. That is, there is a maximum and a minimum space, which he can use at will. Very often it is unnecessary to use a large space, as, for instance, after Christmas or after a country fair. At such times it is economy to be able to resort to a smaller space at a lower price. No publisher is likely to repudiate a contract which provides for the use at will by his client of one of three spaces.

* * *

Good business methods are based upon the ability to keep track of public opinion regarding merchandise and follow it with as few mistakes as possible. Good advertising is simply the application of the same methods to the exploiting of that merchandise. Therefore, the successful merchant is usually successful in advertising. He may lack the ability to write ads., but his knowledge of what the public wants or does not want is of far more importance to his advertising than the mere literary work. The trained ad-writer can set forth his wares in the best light, using his knowledge of display, mediums, argument and pictures to let the public know what the merchant has in stock, but the knowledge of the public's likes and dislikes is the largest factor in the campaign. Not all the word-juggling in the world will induce it to buy what it does not want, nor will any lack of advertising keep it from buying what it does want. Advertising simply facilitates the work of bringing merchant and buyer together.—Printers' Ink.

* * *

Such an amazing amount of literature is published nowadays about advertising, in which its advantages are made to transcend every other consideration, that one cannot blame a merchant if he jumps to the conclusion that returns to advertising are as certain as dividends on Bank of England stock. There is nowadays so much excellent advertising done, that it becomes every day more difficult to write convincing ads. This is not said to discourage would-be advertisers, but merely to warn them not to build their hopes too high. Everybody knows that advertising has paid many who have tried it. There is no reason why others should not derive advantages from it as well. Only in starting an advertising campaign, don't expect too much at first. Perseverance in it, as in every branch of business, is requisite to success.

* * *

Ask an intelligent inhabitant of any town who is the leading grocer or the leading drygoodsman or hardware merchant in that town and it will usually be found that it is the man with the greatest publicity. It may be in some cases that the publicity has come from the business, while in other cases it may be that the business has sprung from the publicity. (By publicity is not necessarily meant newspaper advertising, but everything about the business which makes it known to the people. The little corner store out on the border of the town is known to but a few people in comparison with the handsome downtown store. The latter has the greatest publicity.) The point is that business and publicity go hand-in-hand, and if the two are so guided and directed as to work in harmony, great results are certain to follow. There should be progress in both departments. The business may be pushed on with no conscious thought of the publicity,but such progress is slow in comparison with what it might be were the publicity watched as well.

* * *

"Why don't you trade with me?" said a close-fisted merchant to a customer the other day. "Because," replied the customer, "you have never asked me. I have looked through all the papers for an invitation in the shape of an advertisement, but in vain. I never go where I am not wanted." The time to put forth special efforts is the time when people will not buy unless specially urged to do so. It is a mistaken idea to sit still in dull seasons; the time to push business is when business needs pushing. It stands to reason that when things are lively people are going to buy anyway, and it takes less efforts to secure patronage, but the merchant who hesitates to put forth advertising expenditures in dull seasons is only adding to his burden, for instead of judiciously expending money in advertising to induce people to buy, he sits idle, letting regular expenses run on and hoping when the busy season does come along to catch up the loss.

Don't forget that **we guarantee** the

# Sun Paste Stove Polish.

If these goods are not perfect in every way we shall protect our guaranty.

## MORSE BROTHERS, CANTON, MASS.,

**Proprietors Rising Sun Stove Polish and Sun Paste Stove Polish.**

**For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.**

## SHIPMENTS THROUGH CANADIAN SEAPORTS.

W. S. FISHER, St. John, N.B., in Industrial Advocate.

PERMIT me to elaborate more fully my views in re the resolution on transportation matters offered at the recent Maritime Board of Trade meeting at Sydney. I would say that in my opinion there is no subject of greater importance to Canadians than this, and I hope the matter may be taken up and discussed, especially with reference to the tremendous increase in Canadian trade through American ports.

With the remarkable increase in the volume of imports and exports that has taken place within a few years and with the rapid increase that is now going on in the development of the area of cultivated lands, especially in the Northwest, as well as in the extension of our mining and industrial enterprises, we shall shortly find ourselves face to face with the problem of transporting this vastly increased tonnage through Canadian channels.

Notwithstanding the apparently successful efforts that have been made during the past seven or eight years to divert the imports and exports of Canada from foreign routes to our own, the unfortunate fact remains that we have not by any means accomplished what we should have done; as, while the volume of traffic through Canadian channels has grown, it has not kept pace with the total increase in trade, as evidence of which I submit the following figures as given by the Canadian Statistical Department:

| | 1897. | 1901. | Increase in round figures in four years. Per cent. |
|---|---|---|---|
| Total import and export trade of Canada..... | $257,168,000 | $386,903,000 | 50 |
| Deduct the import and export trade with the U. S. A..... | 111,022,000 | 182,867,000 | 65 |
| Balance being total oversea trade ..... | 146,146,000 | 204,036,000 | 39 |
| Canadian imports and exports through U.S.A. ports ..... | 31,983,000 | 59,793,000 | 80 |

It will thus be seen that the oversea imports and exports of Canada through American seaports have increased over 80 per cent. in four years, as compared with a total import and export trade with other countries than the United States of only 39 per cent.

The best authorities seem to agree in feeling that the growing period for Canada is only just getting well under way and that the next ten years will show an increase in our exportable products of at least five fold.

Mr. Robert Meighen, president of The Lake of the Woods Milling Company, on his return from a recent trip to the Northwest, stated that he was bold enough to predict that within five years the Northwest would grow wheat enough to supply the British Empire.

Presuming that to be an extremely optimistic view, it is safe to say that our trade during the next few years is bound to develop enormously, and if our present shipping facilities are so utterly inadequate (as the figures above given would seem to indicate) to handle the present volume of trade, where shall we be if within a few years this is increased to even twice as much? The answer is not hard to find: unless in the meantime every nerve is strained to place our highways, whether on land or sea, in a position to handle this increased traffic.

The effort to do this should include not only provision for fast freight and passenger steamers, but the proper protection and equipment of our waterways, coastlines and harbors, and the placing of these in a position so that the largest traffic may be handled safely, speedily and economically through them.

It seems to me that it would be nothing short of a national calamity if, through any lack on the part of the Government of the country, conditions should arise, or be allowed to exist, whereby the precedence of the St. Lawrence route as the great national highway for Canadian commerce during the season of open navigation should be menaced or jeopardized. With equal force the same remarks apply to the Maritime Province ports where the traffic must be handled during the winter season, and no effort should be spared by the Government and the people of this Dominion whereby the great and growing stream of Canadian trade shall be conserved and kept within the bounds of our own country.

Nothing less than this should be the aim of every Canadian and by this means we can do more to build up national sentiment and remove sectionalism, and make every Canadian feel that no matter whether he is in the east or the west, the interests of the whole country are equally his and that it is each for all and all for each.

Our cousins to the south have shown us an example of this by the protection afforded to everything American. Let us be wise and follow along the lines of advancement which they have adopted under somewhat similar circumstances with such good results.

---

### A LITTLE NONSENSE.

Mary had a little dog,
Its fleece was black and tan,
She tied it to her bicycle,
And by her side it ran.
One day while humming down a hill
A tom cat crossed the way.
! ! ! ! ! !
Mary's in the hospital,
The wheel is sold, they say.

• • •

"Our company, sir," said the salesman keen,
"Has perfected a noiseless typewriting machine,
And no other house has done it."
The victim, he cackled in counterfeit glee,
"But say, can they furnish us, friend," said he,
"With a noiseless girl to run it?"

**DON'T FORGET** | We guarantee the **"EMPIRE"** BRANDS

Those quoted, and there are many "just as good," no doubt have some good points, but are inferior in many respects——
"Just as good," but they are not.

**Lucas, Steele & Bristol,** Wholesale Grocers, **Hamilton, Ont.**

JERSEY CREAM YEAST CAKE—THE ONLY YEAST WITH CREAM IN IT.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

THE BEST 40c. PACKET TEA

**Social English Breakfast Tea.**

With your next order, order 1 case, 30-lb., of above tea.
We intend pushing this line and want your help.

**LUMSDEN BROS., HAMILTON AND TORONTO.**

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

JERSEY CREAM YEAST CAKE—THE ONLY YEAST WITH CREAM IN IT.

**James Turner & Co.,** Wholesale Grocers, **Hamilton**

Will our friends in Ontario and Quebec, who are instructed to make enclosures in our cars to the West, always advise us before making shipment? On receipt of such advice we will promptly reply as to probable date of starting of cars.

Also, will shippers please note the following:

**Mark address of consignee in full.**

**Send typewritten copy, giving memorandum of contents and weight of each package.**

**Always prepay freight to our warehouse.**

Unless the foregoing instructions are carried out by shippers, reluctantly we must decline the responsibility of forwarding such freight.

NOW IN STORE

New Cleaned Currants.
New Select Valencia Raisins.
Crosse & Blackwell's Peel.
York Peel.

Get our prices before buying.

THOS. KINNEAR & CO.,

Wholesale Grocers, 49 Front St. East, TORONTO

## A CRITICISM OF BUSINESS METHODS.

Editor CANADIAN GROCER,—In the preceding articles of this series I endeavored to point out that manufacturers should confine their lines of manufacture to as few lines as possible, and that the distribution to the retail trade should be largely left in the hands of the wholesalers.

Both manufacturers and wholesalers should recognize that retailers are entitled to the local trade, including public institutions, the rule being that unless bought for sale again the trade should go to the retailer.

We all have to live. The interest of all will be better served by recognizing the other man's right to business existence. Any saving a customer makes is often more imaginary than real. What is saved in first cost is lost by the inability to obtain the advice and experience of the local dealer.

A short time ago a general store merchant was in the city. He was opening a new store, and had picked out his dry goods and grocery lines. He came to the hardware house and inquired for the traveller whom he knew and had bought goods through. It was his first meeting with the local salesman; also the proprietor. When solicited to place his orders he would not, remarking: "I am tired buying and will hold for your traveller, as he knows what I want better than I do myself."

A leading Methodist clergyman in a sermon said: "I have as much resaon to thank the clerk or merchant that sells me something that I require as he has to thank me for my money. He has rendered me a service."

Knowledge and experience are factors in business that may be more valuable to the consumer than any saving of dollars and cents in a purchase.

Being connected with the wholesale trade, I could buy many lines for personal and domestic use at wholesale prices, but I do not, for three reasons:

1. I have to lose more time to obtain requirements.

2. I cannot get the personal service.

3. Because I get from the retailer in the quantities that suit my requirements, not as a favor, but as a business transaction.

Neither do I patronize departmental stores. Legitimately conducted they have claims for recognition as distributors of commerce. My living comes from the sale of goods. For advertising purposes, they resort to cutting of prices of staple lines, and often sell at a loss. This demoralizes the sale of that line through reguiar dealers, and renders it difficult to obtain a legitimate profit. It is a line in one business to-day, another to morrow. I reason that the bait is put out expecting to make up on lines that the average customer knows nothing about.

Every self-respecting merchant should use his influence against this method of business and be in favor of legitimately conducted businesses.

You may well ask here: "What have these things to do with developing 'Canadian trade?'" A chain is only as strong as its weakest link. The retailers have rights that should be recognized. Their businesses should not be rendered unprofitable by wrongful competition. They have a place in the distribution of goods to consumers.

Retailers should have a thorough knowledge of their businesses, conducting it to make a living for themselves and those depending on them. Competitors have to live. To down them by cutting prices or other undesirable methods may rebound. Rather become associated in obtaining better results and fighting evils that exists in business. Retailers will find it in their interest to become members of the Retail Associa-




THE GOLD MEDAL

—has been awarded to—

A. F. MacLaren Imperial Cheese Co., Limited

for the finest EXHIBIT in the Main Building and for the excellence of their product.

Toronto Exhibition 1902



In Stock
NEW
SULTANA RAISINS
THE DAVIDSON & HAY, LIMITED
Wholesale Grocers. TORONTO.

tion of Canada. It has done good work; stronger membership will enable it to do more. "CANADIAN TRADE."

## MONTREAL GROCERS MEET.

The regular monthly meeting of the Montreal Grocers' Association, held on Thursday evening, October 2, in the Monument National, was the occasion for the annual election of officers. This and the reading of the treasurer's report occupied practically the whole of the evening, a few small matters being merely touched upon without any material result.

The elections resulted in all the officers of last year being reappointed. The officers for the ensuing year are now as follows :

President—Ald. R. Turner.
1st Vice-President—N. Chartrand.
2nd Vice-President—J. E. Manning.
Treasurer—F. Bigaouette.
Honorary Secretary—M. Lapointe.
Secretary—J. P. Dixon.
Committee of Directors—A. O. Galarneau, H. Macy, J. O. Levesque, J. B. Deschamps, M. Repentigny, P. O'Brien, A. D. Fraser, O. Champagne, H. O. Laniel, P. Daoust, J. Poirier, E. W. Farrell.

The reading of the business report showed the affairs of the association to be in a good condition from a financial point of veiw. The receipts for the year just ended were $1,317.13, and there remained a balance of $514.94 on the right side of the ledger.

## THE GROCER'S RESPONSIBILITY.

In the handling of food products a weight of responsibility rests on the grocer. For instance, the health of his customers as well as the pleasing of them must be considered.

In these days of close buying and close competition, the price of an article is by some grocers of prime importance; quality is of little consideration. But are these the successful merchants? Hardly. Take any city, according to population, you will find one, two, three or more grocers who are looked up to as the leading grocers, the successful grocers. What has contributed to their success? Principally quality and neatness. They handle only the best and purest goods, no cheap adulterated imitations of standard articles find entrance into their stores, the best is none too good for their customers, who are willing to pay a fair price for honest goods. This is the reason why so many first-class stores sell Schepp's improved cocoa in packages and Schepp's "Edelweiss" cocoanut.

## A GROCER ROBBED.

About 2 o'clock in the morning on Saturday, October 4, the safe of J. B. E. Letellier, wholesale grocer, St. Paul street, Quebec, was blown open by burglars and a small amount of cash, together with promissory notes amounting to $2,000, secured by them.

A resident near-by was awakened by the noise of the explosion and saw four men cross the street from the store. He notified Mr. Letellier, but the burglars made good their escape.

## TRADE CHAT.

Messrs. Adams and Stewart of Embro, Ont., purpose establishing an evaporator, vinegar works, etc., in their village.

Mr. Robinson, wholesale grocer, of Hamilton, Bermuda, who visited Toronto recently, stated that Canadians now had a much better market in Bermuda than hitherto, though the great bulk of the trade, of course, goes to the United States. The chief exports of Bermuda are onions, potatoes and lily bulbs, while their imports are mostly manufactured articles.

## MAN'S WORK.

No man is born into the world whose work
Is not born with him; there is always work
And tools to work withal for those who will;
And blessed are the horny hands of toil!
The busy world shoves angrily aside
The man who stands with arms akimbo set
Until occasion tells him what to do.
And he who waits to have his task marked out
Shall die and leave his errand unfufilled.
—James Russell Lowell.




UPTON'S
JAMS, JELLIES AND MARMALADE
have never been approached in quality.
Best value obtainable. It will not take long for your customers to discover it.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited.
AGENTS, TORONTO, CANADA.

# THE PROVISION TRADE.

**Toronto's Turnover of Cattle—The Markets—Miscellaneous Notes.**

### TORONTO'S TURNOVER OF CATTLE.

THE statement of City Commissioner Coatsworth that the cattle market in Toronto caused a turnover annually of $10,000,000 caused some surprise among the rank and file of citizens. They had but little idea of the extent of the cattle business in Toronto. To men in the business the statement was also a surprise, for but few of them had ever figured out the year's total. Since the statement of Mr. Coatsworth several of the larger dealers have looked over his figures, and one and all were of the opinion that the Commissioner's figures were a great deal too low. It was agreed that $12,000,000 instead of $10,000,000 would be nearer the mark. Mr. Coatsworth based his estimate upon the trade of last year. This year's trade will be fully a fourth greater than last year.

Mr, Coatsworth's figures for 1901 are as follows :

| | |
|---|---|
| Cattle—174,860 at $50 per head | $ 8,744,000 |
| Sheep—141,277 at $5 each | 706,385 |
| Hogs—153,306 at $7 each | 1,073,142 |
| Calves—8,582 at $4 each | 34,328 |
| Total | $10,556,855 |

William Levack, one of the biggest dealers on the market, says that the Commissioner's averages are away low. The Commissioner approximately values hogs at $800 a car. In many cases this year the value has gone up to $1,300. Cattle were roughly averaged at $1,000 a car, while in many cases the value has gone to $1,500 a car.—Star, Toronto.

### OPENING FOR ONTARIO HOGS.

A cablegram from Sydney, Australia, to W. G. Parmelee, Deputy Minister of Trade and Commerce, Ottawa, announces that dressed hogs in cold storage, which are selling at 14 to 16c. per lb. in Australia, have been made free of duty. It is thought that at these figures Western Ontario hog-raisers may be tempted to make some shipments.

### THE LARD SITUATION.

The statistical position of lard in the United States has undergone considerable change the past week, and The Chicago Board of Trade Reports show that the visible supply on October 4 was not more than enough to supply the city of New York alone for more than two weeks. Therefore higher figures for lard may be expected in the near future.

### GREAT BRITAIN'S LIVE STOCK.

The following is the preliminary statement of the live stock census of Great Britain, compiled from the returns gathered on June 4 1902 :

| | 1902. No. | 1901. No. |
|---|---|---|
| Cows and heifers in milk or in calf | 2,556,126 | 2,602,294 |
| Other cattle, two years and above | 1,332,362 | 1,427,983 |
| Other cattle, one year and under two | 1,385,776 | 1,407,653 |
| Other cattle, under one year | 1,281,712 | 1,325,964 |
| Total of cattle | 6,555,976 | 6,763,894 |
| Ewes kept for breeding | 9,999,171 | 10,161,830 |
| Other sheep, one year and above | 5,523,710 | 5,940,896 |
| Other sheep, under one year | 10,242,825 | 10,274,474 |
| Total of sheep | 25,765,706 | 26,377,200 |
| Sows kept for breeding | 349,000 | 319,724 |
| Other pigs | 1,950,567 | 1,860,201 |
| Total of pigs | 2,299,567 | 2,179,925 |

| Year. | Cattle. | Sheep. | Pigs. |
|---|---|---|---|
| 1892 | 6,944,783 | 28,734,704 | 2,137,859 |
| 1902 | 6,555,976 | 25,765,706 | 2,299,567 |
| Dif. in 1902 | 388,807 | 2,968,998 | 161,708 |

In its review of the above unsatisfactory state of Britain's live stock situation The London Times says :

"The continued increase in the number of cattle which had been in progress from 1894 to 1900, received a check last year which has been followed by a still greater reduction this year. The result is that the total number has receded to less than what it was four years ago. Unfortunately, too, the reduction has affected each one of the four classes into which cattle are divided. The loss in sheep can only be looked upon as disastrous. Not even after the terrible drought of 1893 did the number sink to quite so low a level as has now been touched, for the table shows that this year's total is lower than any in the preceding 10 years. It is, in fact, necessary to go back to the year 1889 to find a smaller number. As with cattle, so in the case of sheep, the loss is distributed over all sections. Pigs, being prolific animals, fluctuate more irregularly in numbers than other sections of live stock. The present total of 2,299,567 is beaten in seven of the preceding 10 years. The subjoined comparison of this year's figures with those of 10 years ago reveals some momentous changes on the decade. In particular, it is disheartening to find that the sheep of Great Britain are now practically 3,000,000 fewer than they were 10 years ago."

### VISIBLE STOCKS OF LARD.

The N. K. Fairkank Co., Chicago, advise THE CANADIAN GTOCER as follows : "Our cable advices give the following estimates of the stocks of lard held in Europe and afloat, on October 1, to which we add estimates of former years and stocks in cities named :

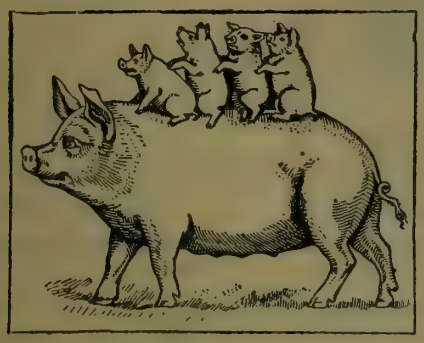
| | 1902. Oct. 1. | 1902. Sept. 1. | 1901. Oct. 1. | 1900. Oct. 1. | 1899. Oct. 1. | 1898. Oct. 1. |
|---|---|---|---|---|---|---|
| Liverpool and Manchester | 12,500 | 18,500 | 13,500 | 11,000 | 50,000 | 54,000 |
| Other British ports | 1,200 | 3,400 | 5,000 | 6,000 | 9 000 | 12,000 |
| Hamburg | 5,000 | 9,000 | 6,000 | 5,000 | 7,000 | 25,000 |
| Bremen | 500 | 1,500 | 1,000 | 1,500 | 3,000 | 3,000 |
| Berlin | 1,500 | 500 | 500 | 2,000 | 2,000 | 2,000 |
| Baltic ports | 4,000 | 5,000 | 8,000 | 8,000 | 8,000 | 7.500 |
| Amsterdam, Rotterdam, Mannheim | 2,500 | 2,500 | 1,000 | 2,000 | 3,000 | 3,000 |
| Antwerp | 1,500 | 1,000 | 4,000 | 3,000 | 5,000 | 7,000 |
| French ports | 950 | 1,100 | 2,000 | 4,500 | 4,000 | 5,500 |
| Italian and Spanish ports | 500 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 |
| Total in Europe | 30,150 | 42,500 | 41,000 | 44,000 | 92,000 | 120,000 |
| Afloat for Europe | 35,000 | 26,000 | 57,000 | 75,000 | 68,000 | 85,000 |
| Total in Europe and afloat | 65,150 | 68,500 | 98,000 | 119,000 | 160,000 | 205,000 |
| Chicago prime steam | 34,900 | 45,760 | 27,759 | 49,896 | 178,813 | 140,790 |
| Chicago other kinds | 7,885 | 7,952 | 4,487 | 10,832 | 10,033 | 9,469 |
| East St. Louis | 100 | 550 | 3,531 | 4,952 | 12,008 | 3,500 |
| Kansas City | 2,791 | 2,628 | 3,110 | 5,706 | 14,687 | 15.318 |
| Omaha | 1,231 | 3.615 | 2,600 | 1,344 | 2,257 | 4.333 |
| New York | 5,911 | 6,905 | 4,915 | 6,577 | 16,199 | 8,661 |
| Milwaukee | 457 | 1,027 | 808 | 3,035 | 4,783 | 727 |
| Cedar Rapids | 573 | 3,715 | 318 | 892 | 443 | 1,614 |
| South St. Joseph | 1,047 | 1,668 | 2,235 | 340 | 1,253 | 153 |
| Total tierces | 120,045 | 142,320 | 149,763 | 202,574 | 400,467 | 389,585 |

## The Farmers' Co-Operative Packing Co.

**of BRANTFORD, Limited.**

# Absolutely Pure Lard

is indispensable in the kitchen, therefore an absolute necessity on the Grocer's shelves.



We Guarantee Our Lard to be Absolutely Pure.

***Lard in Tierces, in 50-lb. Tubs, in 20-lb. Pails, in 5-lb. Tins, in 3-lb. Tins.***

A trial order will convince you of its high quality and purity.

When you have any

# BUTTER OR EGGS

to offer, write or wire us. We are buyers.

---

## The J. A. McLean Produce Co., Limited

75-77 Colborne Street

Telephone Main 2491. Toronto.

# MINCE MEAT

Thanksgiving Day this year has been fixed for the 16th of October—Thursday of next week. We are providing for it, and have now ready a stock of first-class English Mince Meat, in 5, 12, 27 and 60-pound pails. The Mince Meat we put on the market last winter gave excellent satisfaction; that which we are now making will be better, being made out of choice new fruit and spices. Let us have your order now so that you will have the goods in time for next week's business.

---

## F. W. FEARMAN CO.

**(Limited)**

**HAMILTON, ONT.**

# Long Clear Bacon.

Your trade demands the best quality obtainable. **WE HAVE IT.** Cured and stored in Cold Storage of uniform temperature and is absolutely free from Rust.

Quotations on Case or Car-load lots on application.

---

## The Park, Blackwell Co., LIMITED.

**PORK PACKERS,**

TORONTO, ONT.

### PORK-PACKING IN THE WEST.

Since the pork-packing industry commenced a few years ago in Manitoba it has steadily and rapidly increased in proportions. Winnipeg, of course, has been the headquarters of this trade, but of late it has extended to many parts of Manitoba and the West, and, according to those who are competent of passing a sound judgment upon this matter, will soon form one of the staple industries of the West.

One of the pioneers in this industry is J. Y. Griffin & Co., of Winnipeg, who have for some time carried on an extensive business in that city. This company, besides considerably increasing the capacity of their factory in Winnipeg, have decided to open a branch packing-house at Calgary, consisting of two storeys and a basement, 50 x 130 ft. in dimensions, the whole to be of solid stone.

In Calgary, as in Winnipeg, they will also deal extensively in other provisions and products of the farm, such as butter, cheese, poultry, etc., which they expect will find a good outlet in the West. In addition to these two establishments in Winnipeg and Calgary, they have also warehouses in Nelson and Vancouver, where they dispose of surplus produce.

The success of this firm speaks well for the future of hog raising in the West. As in other industries which are but in an incipient condition in Manitoba, it has been found that little more than pluck and perseverance, with a power to adapt the industry to the conditions of the country has succeeded in removing most of the difficulties to be encountered.

### THE PROVISION MARKETS.

TORONTO.

The hog market during the past week has been somewhat dull, though a slight improvement is noticeable on that of the week previous. Receipts in both hogs and beef have been light while the demand is but fair. Select live hogs have declined another 50c. Lambs have advanced somewhat. We quote as follows: Dressed hogs, $8 25 to $8 75; beef carcasses, $5.25 to $8.00 per 100 lb.; hind quarters, $6.00 to $9.00 per 100 lb.; front quarters, $4.00 to $5.50 per 100 lb.; veal, 7 to 9c. per lb., and lambs, 6½ to 7c. Select live hogs are worth $6 50 and fat and lights, $6.25 per 100 lb. Choice export cattle are worth $5.25 to $5.75 per 100 lb., and lights, $4.25 to $5.

The provision market remains steady and prices are unchanged. Quotations follow: Long clear bacon, 11 to 11½c.; smoked breakfast bacon, 14½ to 15c.; roll, 12 to

CENTRAL Business College.
STRATFORD, ONT.
One of the best Commercial Schools on this Continent. Write for Catalogue.
W. J. ELLIOTT, - Principal.




C. P. FABIEN
Manufacturer of Refrigerators and Ice Chests Diplomas awarded at Montreal, Toronto and Ottawa Exhibitions. Over 50 patterns to choose from. Proprietor of Aubin's Patent Grocery Refrigerator, New Dominion, Imperial Dominion, special improved Dairy Palace for Hotels—all hardwood.
3169 Notre Dame St., MONTREAL.

FISH AND OYSTERS
WHOLESALE.
The F. T. JAMES CO., Limited
76 Colborne Street, TORONTO.

WE MAKE A LINE OF
Oiled Papers
for grocers that are of good quality and durability. Grocers speak highly of this paper.
CANADA PAPER CO., Limited
TORONTO and MONTREAL.

Sovereign Molasses Candy
100% PROFIT FOR THE GROCER.
A new and delicious Taffee put up in neat boxes to retail at 10c.
Free Sample.
THE GLOBE MFG. CO., 103 Adelaide St. West, TORONTO.

Austrian Sugar
ON SPOT---TO ARRIVE or FOR IMPORT.
Samples and quotations on application.
ALEX. WILLS, 27 St. Sacrament Street, MONTREAL

All first-class Grocers and Provision dealers should handle the
"L. & S." and "Imperial"
Brands of Smoked Hams, English Breakfast Bacon, Backs, Lard, Etc.
Long Clear Bacon.
New cured, free from rust, light or medium weights.
Write or wire us for quotations in case or car lots.
Fowler's Canadian Company, Limited
HAMILTON.

12½c.; medium hams, 13½ to 14c.; large hams, 12½ to 13c.; shoulder hams, 11 to 11½c., and backs, 14½ to 15c.; Canadian heavy mess pork, $21.50; short cut, $23 50 to $24; lard, in tierces, 10¾ to 11c. per lb.; tubs, 11 to 11¼c., and pails, 11¼ to 11½c.; compounds, 8¾ to 10c.; plate beef, $15 per 200-lb. bbl.

MONTREAL.

In nearly all lines of provisions there has been a fairly active market during the past week. Canadian short cut mess pork, heavy, has been quoted $1 lower by some dealers, and the demand has increased considerably, a good business being done in round lots for the lumber regions. Fresh killed abattoir dressed hogs are still lower in price this week, being quoted from $9.25 to $9 50 per 100 lb. The market is quiet in this line. Hams and bacon have also been moving well at the prices we quote, which are unchanged. Canadian pea-fed bacon has advanced about 2s. on the English market, and higher prices are looked for. We quote: Pure Canadian lard, $2.37½ to $2.40 per pail. Fairbank's "Boar's Head" lard compound, 9⅝c. tierce basis, with extras as follows: 60-lb. tubs, ¼c. over tierce: 20 lb. tin pails, ¼c.; 20-lb. wood pails, ½c.; 10-lb. tins, ¾c.; 5-lb. tins, ⅞c.; 3-lb. tins, 1c. Snow White and Globe compound, $1.80 to $1.90 per pail; Cottolene, 11¼c. for 20 lb. pails, and 11½c. for 60 lb. tubs, for Quebec and Ontario; hams, 12 to 14c.; heavy Canadian short cut mess pork, $23.50 to $25.00; Canadian short cut clear pork, $23.50 to $25.00; American short cut clear pork, $24 to $24.50; American fat back, $24.50 to $25.00; bacon, Wiltshire, 14 to 15c. per lb.; extra plate beef, $14 50 to $15.00 per bbl.

ST. JOHN, N. B.

In fresh beef, receipts, particularly of domestic stock, have been quite large and prices are quite low. Western stock, which is quite largely sold, is firm. Lamb is plentiful. Fresh pork is light and there is an increased demand. In barrelled meats, pork is rather higher, and the demand is much affected by the extreme prices. While beef is not relatively as high, quite full prices rule. Lard is held firm. Large sales of both pure and compound have been made. We quote as follows: Mess pork, $21 to $22 50; clear pork, $23 to $24; plate beef, $14 to $16; domestic beef, 5 to 7c.; Western beef, 7 to 9c.; lamb, 6 to 6½c.; mutton, 5c.; veal 5 to 7c.; pork, 8c.; pure lard, tubs, 12c.; pails, 12¼c.; compound, tubs, 9¼c.; pails, 9½c.; Fairbank's refined, tubs, 10¼c.; pails, 10½c.

WINNIPEG.

DRESSED MEATS—The market is well supplied with beef and prices are slightly lower, 5¾ to 6½c. per lb. being the present quotations. Mutton is in fair supply at 8c., and lambs, 11½c.

CURED MEATS—The market is high and firm with an active demand. Prices for the week are unchanged. Hams, 15¼ to 15½c.; breakfast bellies, 16c.; backs, 14¾ to 15c.; spiced rolls, short, 12¾c.; long, 13¼c.; smoked shoulders, 11½c.; smoked long clear, 13c.; dry salt long clear 11c.; dry salt backs, 12½c.

SAUSAGES—Pork, 8c.; bologna, 7½c.

LARD—In tierces, 11⅞c.; 50-lb. tubs, $6.05; 20-lb. pails, $2.30.

PROVISION NOTES.

Ward Bros., meats, etc., Kamloops, B.C., are selling out.

P. W. Pickard & Cie, butchers, Montreal, have registered.

John Allen, dealer in provisions, Toronto, has sold out to N. B. Brown.

A. Patenaude (A. & S. Patenaude proprietors), butchers, Montreal, have dissolved.

Thomas O'Grady, butcher, Selkirk, Man., has sold his Tyndall branch to R. Down.

T. Lowther, meat dealer, Amherst, N.S., has admitted A. J. Munsie as partner under the style of Lowther & Munsie.





Orders can be filled by any of the leading packing houses or jobbers in Canada or direct.

So many merchants who have not tried **Fairbank's Boar's Head** brand of **Refined Lard Compound** say, "I have tried other brands of compound lard." We want to make such merchants a present of a pail of our **Boar's Head** brand, conditionally that they will give it a test in their own homes; just to prove to them that there is as much difference between **Fairbank's Boar's Head** brand of **Refined Lard Compound** and other compounds as there is between low grades of tallow and the choicest butter.

| | | | |
|---|---|---|---|
| Tierces - | 400 lbs. | Pails, tin - | 10 lbs. |
| Tubs - - | 60 lbs. | " " - - - | 5 lbs. |
| Pails, wood | 20 lbs. | " " - | 3 lbs. |
| " tin - | 20 lbs. | | |

# THE N. K. FAIRBANK COMPANY.

**Wellington and Ann Sts., MONTREAL, QUE.**

Chicago. New York. St. Louis. New Orleans. San Francisco. Baltimore. Boston. Philadelphia. London, Eng. Hamburg, Ger.

# TRADE IN COUNTRIES OTHER THAN OUR OWN.

### TEAS IN NEW YORK.

No additional business of importance was reported transacted in the market for invoices. A fair amount of interest continued to be reported shown by buyers, especially in Foochow oolongs and Pingsuey. Sellers were reported indifferent and held firm for full quoted prices. The line business was moderately active. The buying continued principally for forward deliveries, although there was some demand for prompt deliveries.—New York Journal of Commerce, October 6.

### CALIFORNIAN PRUNE CROP.

Mail advices from San Jose, Cal., say of prunes: "It is now estimated that California will produce 120,000,000 lb., of which Santa Clara county will contribute 90,000,000 lb., only 16,000,000 lb less than in 1900, the big-crop year, when the State had 150,000,000 lb. As in the case of last year sizes will run small, with premium for large sizes. Packers report a rush of orders for October."

### BREADSTUFFS IN TRINIDAD.

Gordon, Grant & Co., Port-of-Spain, Trinidad, under date of September 21 report as follows in regard to breadstuffs: "Late liberal receipts have fully stocked the market with all items and business at the moment is exceptionally quiet. Both bakers' and extra flour are in fair request, but for supers there is only a languid inquiry and prices on the whole are again slightly easier. Cornmeal is weakening in value and imported bread and crackers are neglected."

### VALENCIA RAISIN AUCTION IN LONDON.

The first sales of the season were held on Wednesday, when about 240 tons of Valencia raisins were offered as against 460 tons last year. Previous prices were not quite maintained, ½-boxes realizing 31 to 36s., while medium fruit in ¼-boxes showed a decline of 2 to 3s. per cwt. Fine parcels were few and far between, and found ready buyers at 11 to 46s. The demand, considering the prices ruling, was better than might have been anticipated, but the retail trade evinces a marked disinclination to depart from the extremely cautious policy they have adopted since the commencement of the season. This attitude cannot be regarded as otherwise than correct while the fruit is in its present condition, as, no matter how short the crop may eventually prove to be, or whatever the prices may reach in the future, disappointment is almost inevitable when a comparison is made between the fruit of to-day and the freshly landed fruit of a few weeks hence.—Produce Markets' Review, September 27.

### CANNED SALMON IN LIVERPOOL.

Spot business in salmon has settled down into a steady day-to-day trade, buyers who missed getting in at the lowest point of the market contenting themselves with buying as their requirements dictate. The wide difference in prices between Alaska and Fraser goods, coupled with the fact of forward Alaska being offered at just about the same parity as ready goods, causes uncertainty as to the future in the minds of those who have not been able to give more than passing attention to the article.—Produce Markets' Review, September 27.

### THE PROBABLE SUGAR OUTPUT.

Willett & Gray say of raw sugar: "It is too early to make close calculations on the probable outturn of the cane crops, but our latest special advices from the principal countries of production indicate a net decrease of about 120,000 tons in the cane sugar crops of the world. The Philippines and Porto Rico will likely give larger crops next season, but Louisiana, Martinique, Argentina, Brazil, Java, Queensland and Mauritius crops are each expected to show a falling off. We estimate the United States and Canada beet sugar crops, however, at 62,000 tons larger than last year's production. As to Cuba, we calculate on an outturn the same as last season."

### CURRANTS IN LONDON.

The market for currants continues strong for all qualities except Provincial, which show a slight decline. The quality of later arrivals of this description also shows some little falling off as compared with that of earlier shipments; but, where all is so good, it is somewhat invidious to find fault. In better descriptions, also, there is in recent arrivals a dearth of really fine fruit, but it may be hoped that this deficiency will be remedied in the fairly heavy cargoes now on the way. The general scarcity of the past two or three weeks is now in a fair way to be put an end to, and the heavy October trade—in all probability likely to be heavier than ever this year—will fall upon a well-stocked market at a most reasonable range in prices.—Produce Markets' Review, September 27.

### TRINIDAD COCOA MARKET.

Gordon, Grant & Co., Trinidad, under date of September 24, report the cocoa market as follows: "Receipts have been more meagre during the fortnight and will not increase for another week or two. Light pickings are being made on some planations, but the regular crop will not commence until next month. The prospects continue to be favorable and liberal supplies are expected in the last two months of the year. There being keen competition for the small lots coming in, prices have been firmly maintained at $12.75 to $13 for ordinary to good red and $13.50 for fine fermented estates. Exports for the fortnight amount to 857 bags, of which 179 bags went to the United States and shipments from October 1 to date are 168,788 bags, as compared with 136,272 bags for the same period last year."

### CANNED TOMATOES AND CORN IN THE STATES.

But the peculiar fact should be noted and remembered that after the many vicissitudes of the season the conclusion of the summer leaves the tomato situation very much where it was at the beginning, and that tomatoes to-day are almost in exactly the same position and value as they were in the middle of June. Thus New Jersey talls are quoted at $1.15 to $1.35. Such a situation may be considered as unparalled in the past 25 years. It is much more remarkable than the situation this time last year; then the inference was that the season of 1902 would be a record breaker coming upon a denuded market, and as a consequence all hands prepared for such a condition. But 1902 at its conclusion of the pack, starts in at a valuation such as held in the midst of the famine prices of the spring. Whereas, at the opening of October, 1901, the quotation price of Jersey tomatoes was $1.05 to $1.10.

With the whole winter before them for the market to take such a value upon it as this argues a more drastic condition of things than occurred all last winter. Corn is beginning to attract as much attention as tomatoes. Now that the New York and the Maine pack have closed it is almost officially stated there will not be over 50 per cent. of a pack in either of those States, which means that the packers will not be able to fill half their contracts and the corn market will be in the hands of the jobbers.—The Trade, Baltimore, Md., October 3.

### CANNED TOMATOES IN BALTIMORE.

Private mail advices from Baltimore say of tomatoes: "The improvement in weather conditions has been more favorable for tomatoes, and the market is a little better supplied. The feeling is steady, with offerings at 95c. net cash on standard 3s., although some packers quote up to 97½c. There is a feeling here that the market will not go much below the 95c. basis, as the packing season is virtually over. It is known that the failure of an interest reported some days ago had a somewhat unsettling effect, but the impression exists that this

**In Store.** THE FIRST OF THE SEASON.

# NEW CURRANTS CLEANED and STEMLESS.

WE HAVE RECEIVED OUR FIRST SHIPMENTS AND ARE OFFERING FOR PROMPT SHIPMENT AT CLOSE FIGURES. **OUR REPUTATION** FOR CLEANED FRUIT IS UNAPPROACHED BY THE TRADE. BY OUR PROCESS OF DOUBLE CLEANING **WE GUARANTEE** OUR CURRANTS ABSOLUTELY CLEAN—FREE FROM ALL STEMS, STONES AND DIRT.

**GET OUR QUOTATIONS FOR PRESENT AND FUTURE DELIVERY.**

**THE EBY, BLAIN CO., LIMITED**

**WHOLESALE IMPORTING AND MANUFACTURING GROCERS TORONTO.**

interest sold heavily of futures, the buyers of which will be compelled to replace in the open market. The quantity said to have been sold by this concern is estimated at 100,000 cases, of which a small portion only was packed prior to the failure. The unsold balance, believed to be large, will have to be procured in the open market."

### LARGE CROP OF CALIFORNIAN RAISINS.

Private mail advices from Fresno say: "The prices were uniformly well received. The packers, who expressed themselves as stated, were W. M. Griffin, A. Gartenlaub, Lee Gray, A. L. Hobbs, A. L. McCray, James Madison and W. A. Veith. Mr. Griffin said the price was safely under that for which foreign raisins could be laid down in New York, and that as many raisins would be sold as if the price were lower. Gartenlaub said the trade took what raisins it needed and that a price lower than conditions justified did not accelerate the movement of raisins. That, he said, was demonstrated last year. Lee Gray declared that 3,000 cars should be taken at the jump. One packer, who afterward protested against his name being used, thought the high prices would encourage outside packers. Mr. Gartenlaub volunteered the statement that the Association would have more growers with it this year than ever before in its history.

"The crop prospects are favorable for an output of 100,000,000 lb. In 1898 the output was 80,638; 71,568,000 lb. in 1899; 94,325,000 lb. in 1900, and 72,000,000 lb. in 1901. It will thus be seen that this year's crop is 19,400,000 lb. in excess of that of 1898, 28,500,000 lb. in excess of that of 1899, 6,000,000 in excess of 1900 and 28,000,000 in excess of 1901. Notwithstanding the large crop, the prices are only a cent lower than those of 1900 and half a cent less than those of 1899. The opening prices of last year are not a fair basis for comparison, for they were immediately dropped ½c., and the bulk of the crop was sold for 4⅝c., 4c. and 3½c., so that this year's prices are 1½c. in advance of those of last year."

## AFTER THE SHUTTERS ARE UP.

ONCE two beautiful white eggs laid side by side in a new nest. A big man gathered them up with his rough hands and sold them to a grocer. And one little egg was a good little egg and went into an angel cake, but the other little egg was a very, very bad little egg, and got mashed on an actress.—Town Topics.

* * *

A teacher in the Dallas county public school recently received the following letter:

Sir,—Will you in the future give my son easier soms to do at nites? This is what he's brought hoam two or three nites back: "If fore gallins of bere will fill thirty to pint bottles, how many pints and half bottles will nine gallons of bere fill?"

Well, we tried and could make nothin' of it at all, and my boy cried and laughed and sed he didn't dare to go bak in the mornin' without doing it. So I had to go and buy a nine-gallin keg of bere, which I could ill-afford to do, and then he went and borrowed a lot of wine and brandy bottles. We fill them, and my boy put the number down for an answer. I don't know whether it is right or not, as we split some while doin' it.

P. S.—Please let the next some be in water, as I am not able to buy more bere.—Mobile Register.

* * *

The publisher's private secretary was, above all else, a young woman of refinement, both of conduct and of language. Brought up in New England and educated at a college famous for its niceties and elegancies of existence, she was as far removed as possible from the slang-using, bang-wearing, gum-chewing stenographer of the comic papers. Next door to the publisher's establishment a young Englisgman, striving with moderate success to establish himself here as a landscape architect, had opened an office. In due course of time he became acquainted with the publisher, who, in turn, introduced him to the private secretary. One day, when the private secretary was sitting serene and dignified at her desk, there entered precipitately the Englishman.

"How do you do?" she said sweetly.

"I beg your pardon," said the Englishman, "but could you spare me just a little of your gum?"

"Gum!" she explained in horror. "Surely you don't think I——"

"Really, I beg your pardon," ejaculated the Englishman, a second time, in still more confusion. "How stupid of me. I remember now you say mucilage in America."

## THE HOP CROP OF THE WORLD.

According to Commercial Agent Bardel, of Bamberg, the hop crop in Bavaria is in excellent condition. The weather, which on account of low temperature and more than plentiful rains has been rather unfavorable to nearly all other crops, has been highly beneficial to the growth of the hop plant, the only visible drawback being a delay of more than two weeks in the ripening of the burr, so that this season's crop in Bavaria will be gathered later than it has been for 30 years. Otherwise the plants are in good condition. Conditions in Wurtemberg, Baden, Alsace-Lorraine and other places are reported to be nearly as good as those in Bavaria. In Bohemia, too, the coming crop promises to be of excellent quality, and the output will be fairly large; it is at present computed at nearly two-thirds of last year's enormous crop. Reports from other hop-growing countries indicate that the crops which are likely to be gathered are not so good. The crop in England is said to be only one-half of that of last year. The crop in the United States is also reported short; but the continent can easily supply any deficiency at moderate prices. The table below shows an estimate of the hop crop in the most important hop-growing countries for this year compared with that of 1901:

| Countries. | 1902. Cwts. | 1901. Cwts. |
|---|---|---|
| Germany— | | |
| Bavaria | 250,000 | 98,000 |
| Wurtemberg | 65,000 | 55,000 |
| Baden | 50,000 | 24,000 |
| Alsace-Lorraine | 80,000 | 60,000 |
| Prussia and Altmark | 43,000 | 22,000 |
| Totals | 488,000 | 259,000 |
| Austria-Hungary— | | |
| Bohemia | 200,000 | 281,000 |
| Moravia and Galicia | 27,000 | 30,000 |
| Stevermark | 17,000 | 16,000 |
| Hungary | 6,000 | 6,000 |
| Totals | 250,000 | 333,000 |
| England | 360,000 | 650,000 |
| United States | *215,000 | *187.000 |

*Bales.

## HINTS TO BUYERS.

Contributors are requested to send news only not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

W. H. GILLARD & Co. have just received a shipment of Santa Clara prunes, 100-120's, showing exceptional quality for this size.

Laporte, Martin & Cie offer 3,000 7-lb. boxes candied peels just received.

Ask Grocers' Wholesale Co., Limited, price on "Eagle" brand of blueberries.

Laporte, Martin & Cie are advertising interesting lines this week.

"Shinon" is having a large sale with Lucas, Steele & Bristol. They are agents.

First fall arrival of Gillard's (English) pickle just received by W. H. Gillard & Co.

A consignment of new Malaga table raisins arrived this week for H. P. Eckardt & Co.

"Empire" salmon and "Kiji" tea will be in store with Lucas, Steele & Bristol this month.

Perkins, Ince & Co. have received a shipment of Crosse & Blackwell's candied peels.

L. Chaput, Fils & Cie have now on hand 150 gross of assorted qualities of French briar pipes.

Laporte, Martin & Cie expect 250 boxes evaporated peaches, apricots and pears in a few days.

Lucas, Steele & Bristol's golden pickling vinegar is free from acid, and will positively keep any pickle.

T. Kinnear & Co. are in receipt of a shipment of currants, and also of Crosse & Blackwell's peels.

Grocers should remember Lucas, Steele & Bristol's XXX fine icing sugar; also their XXXX pink and red sugars.

Dixon's carburet of iron stove polish is offered by W. H. Gillard & Co.

L. Chaput, Fils & Cie have in stock 300 boxes and ¼-boxes of new Bevan's table raisins.

Crosse & Blackwell's new peels may be had for prompt shipment from H. P. Eckardt & Co.

L. Chaput Fils & Cie report having one of the largest stocks of pickles of all kinds to be found in any wholesale house.

Henri Jonas & Co. have just received a large lot of mushrooms from France, which they bought before the recent advance.

The output of the "Salada" Tea Co. last week was more than the output for the first two years they were in business combined.

Reports go to say that there is a short catch of herring. Laporte, Martin & Cie have secured quite a quantity, and they are prepared to quote.

L. Chaput, Fils & Cie lately received a consignmont of 100 chests of Ceylon black tea, which they offer at a low price considering the strong market.

Four carloads of "Pine Tree" salmon, a fine, rich, red sockeye, at hand with W. H. Gillard & Co.; also, shipments of 100-lb. cases boned and skinned cod.

Another shipment of 2½'s and 2-lb. bars, also 100's and 200's cakes "Shell" brand Castile soap has just been received by the Grocers' Wholesale Co., Limited.

E. D. Marceau has just received a lot of Indian and Ceylon teas of good quality, and at prices that show extremely good value, better, in fact, than ever seen before here.

The A. F. MacLaren Imperial Cheese Co. has just received a shipment of Goodwillie's fruits of excellent quality, and now is the time to send in orders to secure a good assortment.

"A large assortment of currants, including choicest Vostizzas, are arriving, and we will give close prices for cash buyers," says Grocers' Wholesale Co., Limited.

Henri Jonas & Co. are receiving some fine French decanters of pure fruit syrup. These decanters are of beautiful designs, made of fine glass with glass stoppers and will be very useful after the article contained is consumed.

## PERSONAL MENTION.

On September 29, Mr. Samuel A. Nelson, of Nelson Bros., dry goods and grocery merchants, Charlottetown, was united in marriage to Miss Edith Nelson, of China Point.

## FAILURES FOR NINE MONTHS.

According to Bradstreet's, Canadian failures for the first nine months of 1902 numbered 851, a decrease of 18 per cent. from last year, while liabilities aggregated only $6,300,413, a decrease of 35 per cent. from last year.

## CANADA CAN CO. CHANGES HANDS.

The Dominion Canister Co., Limited, have bought the business of the Canada Can Co., Dundas, Ont., and are moving from the present quarters into more commodious ones. They are arranging their machinery to double the output, so they will have a capacity of between six and seven million cans per annum. They will be ready to start business in the new factory about October 20.

## A SOUL OF HONOR.

A KINDLY reference to the late Major Charles Smylie, president of the National Licorice Company, whose lamentable death by shooting was referred to in THE CANADIAN GROCER some weeks ago, appeared in a recent issue of The International Confectioner. It read: "Major Smylie was born on April 19, 1858, in Williamsburg, now included in Greater New York, on the site of the present home of the Williamsburg Savings Bank. He was educated in public and private schools and under tutors at home. He was of a studious turn of mind and absorbed learning readily. He became so far a master of the French and German languages that he spoke them fluently, and studied in them as well. He also developed musical ability of a high order. He entered upon his business career at the age of 15 with the concern of Young & Smylie. After his father's death, in 1881, he managed the estate's interest in the business, and, in 1886, he and his brother Adolphe entered the firm. At this time George Young, the senior partner, withdrew from the firm, leaving the personnel C. A. and A. E. Smylie and Thomas H. Bauchle.

"Mr. Bauchle died last fall, and in April of this year the Smylies acquired the Bauchle interest, thus becoming sole proprietors of the business. From this time on it was Major Smylie's ambition to see consummated a consolidation of the houses engaged in the manufacture of licorice specialties. It was largely due to his own efforts that shortly before his death he saw this ambition gratified and became the president of The National Licorice Co.

"Throughout his business career Major Smylie was the soul of honor. He was aggressive and determined to succeed as a business man; but he was ever courteous, ever lenient where others were concerned, but rigid as iron with himself. His guiding star was honor, and in all his business dealings he trod the path of integrity that his star lighted. He made friends easily; or, rather, his personality, his character, his attainments, his manner and his methods drew men to him and they became his friends.

"Few men like Major Smylie have died, because few like him have ever lived. He was a strong man in the best sense of the word."

Mr. Williams succeeded in growing some fine peaches in Picton this year. He has six trees and this season they averaged about 1 bush. each, one tree bearing 1½ bush. This is the only successful attempt at growing peaches so far known in Prince Edward county, Ont.

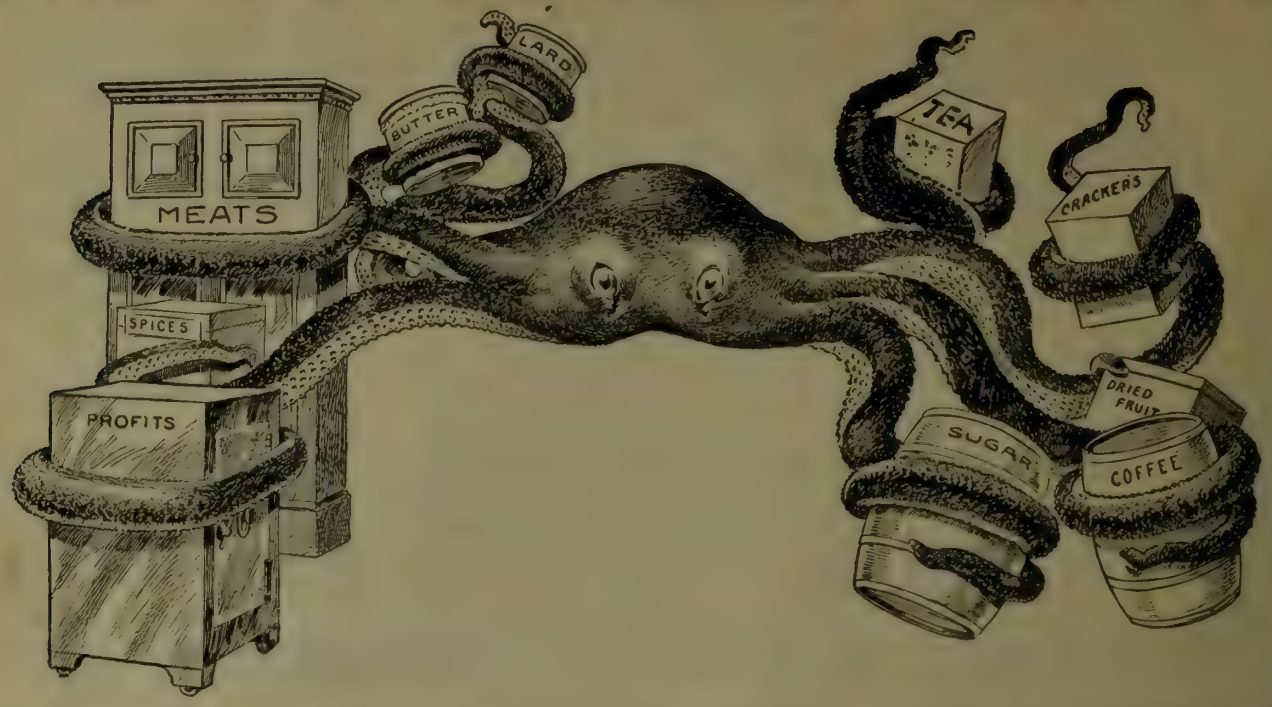
Grocers should remember that Royal Baking Powder is never peddled. Consumers are supplied only through retail dealers.

It is the honest advertising which the Royal Baking Powder Company does that aids and protects grocers more than they sometimes remember. It trains the housewife to buy standard goods at reliable stores and to not patronize peddlers. Peddlers are the bane of honest grocers.

Grocers should keep a full, live stock of Royal Baking Powder, remembering that every sale of it is a blow at the peddler and a strike for honest dealing in high-class goods.

ROYAL BAKING POWDER CO., 100 WILLIAM ST., NEW YORK

# THE OCTOPUS OF WASTE




Don't let this hideous monster (the pound and ounce method of weighing merchandise) fix its tentacles on your store. It is death to profits and everlasting ruin to business.

**The Moneyweight System will rescue you from this vampire.**

**THE COMPUTING SCALE COMPANY,**
**OF CANADA, LIMITED**

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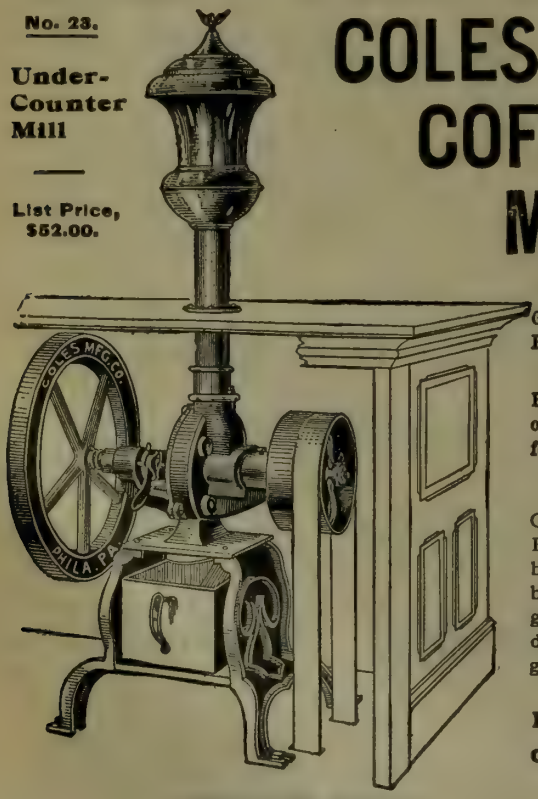
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**No. 23.**

**Under-Counter Mill**

**List Price, $52.00.**




# COLES COFFEE MILLS

**None better for Granulating or Pulverizing.**

**Our mills will Pulverize without heating Coffee.**

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

**A GREAT LABOR-SAVER.**

**Our Grinders wear longest.**

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*"A good record is more to be desired than fine promises."*

Other sauces may promise great things, but

# Paterson's Worcester Sauce

has an unequalled record.
Are you selling it?

ROSE & LAFLAMME,
Agents, Montreal.

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*President:*
*JOHN BAYNE MacLEAN,*
*Montreal.*

**The MacLean Publishing Co.**
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## STATISTICAL POSITION OF SPICES.

RELIABLE estimates as to the stocks of black pepper, nutmegs, cloves, China cassia and Batavia cassia in New York in October of this year shows them, with the exception of nutmegs, to be smaller than in the Octobers of 1900 and 1901. The deliveries in every case during September of this year were in excess of the receipts.

On October 1, 1902, there were 2,680 bags of Singapore and 6,825 bags of Sumatra, a total of 9,505 bags of black pepper in New York, as against a total of 18,105 bags on October 1, 1901, and 21,215 bags on October 1, 1900. The total arrivals during September, 1902, were 8,282 bags, made up of 4,659 of Singapore and 3,623 of Sumatra, and the amounts of the deliveries for the same month were 4,879 bags of Singapore and 6,173 bags of the other, or a total of 11,652 bags, decreasing the stock of black pepper in New York in September by 3,370 bags.

There was, however, a larger stock of nutmegs on October 1 of this year than in either 1901 or 1902. The figures are 7,050 cases on October 1, 1902; 6,350 in 1901, and 4,432 in 1900. The total arrivals during September 1902 were 893 cases, and the deliveries the same period were 1,393 cases.

There were in New York 10,400 bales of cloves on October 1, 1902, as against 13,100 bales in 1901, and 13,700 in 1900. The receipts during September were 3,364 bales and the deliveries 3,714.

The supply of China cassia is only half of what it was in 1900. On October 1, 1902, the total number of packages, made up of 1,450 matted bales and 6,450 broken packages, was 7,900 packages, as compared with 1,000 packages in 1901 and 14,515 in 1900. The total receipts during September were 1,250 packages and the deliveries were 2,450 packages.

On the 1st of October of this year the stock of Batavia cassia in New York was 1,000 packages of No. 1 and 1,650 packages of No. 2, a total of 2,650 packages. In 1901, on the same date, there were 500 and 2,750 packages of Nos. 1 and 2 respectively, or a total amount of 3,250 packages, as against 5,536 in 1900. The arrivals during September 1902 were 532 packages and the deliveries 1,382 packages.

The spice market continues strong, and, in view of the statistical position, it is likely to remain so for some time.

## COUNTERFEIT BILLS.

A number of counterfeit Bank of Montreal and Molsons $5 bills have been found in circulation in Montreal. Some of them have the appearance of having been some time in use, this appearance doubtless being given to them on purpose by much handling in order to make the deception more complete. But they can be detected easily by the numbering.

The $5 bills issued by the Bank of Montreal are numbered in each series up to 300000. The counterfeit bills are numbered from 900000. Any bill bearing the number over 300000 is not one of those sent out by the bank. In the Molsons Bank bill the date is July 2, 1901, and the series number 214258B.

## ONION CROP OF ONTARIO.

THE onion crop all over Ontario is large this year, the yield being reported much above the average. Many inquiries are being received by commission merchants in towns from growers in the country who all say that they have abundant supplies on hand to dispose of, and that the stock is of excellent quality, being very large. The yield in some localities approaches 400 bush. to the acre. In other years 285 bush. to the acre was considered above the average. The rainy weather evidently caused the onions this year to thrive.

On account of the large size to which the onions have grown, pickling onions are very hard to get this fall.

The opening prices are 60c. per bag and are likely to be lower. Last year the price was 75c. at first and early in the season advanced to $1.

Usually when we have a surplus stock of this commodity in Canada we can dispose of it in the United States, but the yield is large over there this year, too, and so onions here will be cheap all through the winter.

## AN INSURANCE LOSS.

Never can the necessity for a careful examination of and adherence to the conditions of an insurance policy be emphasized too frequently. The courts are constantly dealing with cases where, through some irregularity, a policy-holder has lost his insurance money.

The latest case occurred just recently when the Walkerville Match Company tried to recover $3,083.45 under a contract entered into with the Scottish Union and National Insurance Company. The case was tried without a jury at Sandwich, and Chief Justice Falconbridge has just handed out judgment in favor of the defendants. The defence was that the defendants were not bound by a receipt issued in the name of one Davis, who had been an agent, but who was superseded. The insurance was not entered on the register, the money for the premium did not reach anyone who could be called an agent of the company till after the fire, and it did not appear that anything was known about the risk at the defendant's head office. It was held that under these circumstances the plaintiffs could not recover damages.

## THE APPLE TRADE OUTLOOK.

IT is now generally conceded that the apple crop in Ontario will not be as large as anticipated a few weeks ago. At that time the bulk of the apples were in various stages of growth on the trees, and the yield appeared as if it would be large. But later on it has come out that a good many of these apples are of inferior quality (wormy and spotted), and not marketable for export. The Nova-Scotian crop is light and of poor quality, and in the New England States the crop will not be as large as it was thought it would be a month or so ago.

In England the crop is poor and exporters here have been looking for a stiff market there. But latest cable advices from Woodall & Co., Liverpool, to Eben James, Toronto, bearing the date of October 6, say that the market was glutted with fruit in a bad condition, especially Greenings, and prices were lower in consequence. Culverts were quoted at 12s. 6d. to 14s.; Kings, 16s. to 24s.; Greenings, 7s. 6d. to 15s.; Baldwins, 13s. 3d. to 15s.; Rebstones, 12s. to 14s.; Jenetts, 9s. to 13s.

Mail advices from the same source under date of September 27 say: "The week's receipts are 26,024 bbls., which, at this early period, must be considered a fairly large supply. With the exception of a few Baldwins, which were mostly immature, and some of very poor quality, the fruit consisted of the usual early varieties, and, although the season for such is advancing, the quality and condition has been generally satisfactory, and compares favorably with that of last week. There was a rather large proportion of the green varieties, which are never so salable as those showing color, and on these there was an occasional shrinkage in value. There has, however, been an active demand throughout, and the market closed strong at yesterday's sales; some fine parcels of Gravensteins and Kings being eagerly competed for at a slight improvement."

Exporters interviewed by THE CANADIAN GROCER have, however, every faith in a good market for first-class winter fruit. Shipments last week were not greatly in excess of 1898 and 1899, and the quotations of October 7 are lower owing to the act of some dealers shipping inferior fruit with the better stock now going forward. A higher range of prices is looked for shortly, as an important factor in Ontario will be the labor question, it being impossible to get enough workmen to handle the crop owing to the number of men who have gone West this year. The United States crop has been exaggerated, and Old Country buyers who are now over there will have to buy in Canada instead.

From England it is stated that a syndicate is being formed to import from this country high-grade apples packed in boxes to sell at high figures.

As far as reported the total shipments of apples in barrels to the English market from America are as follows:

| From— | Total | Same week in 1901. |
|---|---|---|
| Boston | 22,037 | 1,385 |
| New York | 22,228 | 3,438 |
| Montreal | 35,790 | 16,552 |
| Halifax | 5,695 | None |
| Portland, not yet heard from.. | .... | None |


**Notice To Advertisers.**

Thursday next being Thanksgiving Day the forms of THE CANADIAN GROCER will go to press one day earlier than usual for the issue of October 17.

Will advertisers please note that all new copy and changes must be in our hands on **MONDAY, 13** inst? We cannot guarantee to change advertisements after that date.

THE PUBLISHERS.


## THE RAISIN SITUATION.

ANOTHER year of short supplies of Valencia raisins appears to be a foregone conclusion. If anything it is likely to be even more pronounced than it was last year.

Early in the season it was anticipated that the yield would be a fairly good one. But, unfortunately, the output has been much curtailed, owing to damage both by sun and rain. This fact, following a season which had experienced an unusual shortage, has naturally led to a marked appreciation of prices. Good selected fruit, such as is commonly used on the Canadian market, is fully 3s. above the lowest point, while compared with the figures ruling a year ago they show an advance of 10 to 12s.

What adds to the strength of the situation on the Canadian market is the fact that importers here have bought but sparingly this year.

While, however, Valencia raisins are so scarce this year, the condition of affairs is the very opposite in regard to Californian raisins. From an article printed in another column it will be seen that the Californian people are estimating the output at about 100,000,000 lb., which is 28,000,000 lb. in excess of the crop of 1901.

Prices are being cut a great deal in California at present, and it is declared that shippers are losing $80 a car at the figures at which they are now selling. In view, therefore, of the short crop of raisins in Spain, the present would appear to be an opportune time to buy Californian raisins.

## CARE OF THE STOCK.

NO part of a merchant's business is more important than the care of the stock. Unless the stock is properly kept it is impossible for the business to be in a really healthy condition.

The stock, like the blood in the body, must be kept circulating if life is to be preserved. Consequently it needs constant and systematic attention. And to successfully do this is no small task.

Stock books, or something that will be a good substitute cannot be done without. But these in themselves can be of very little use unless entries are promptly made when certain lines are running short. Besides, it is also well to have a record of how this and that line sells, a guide thus being secured for the merchant when he is buying.

But stock books can also be utilized as a help to the merchant in keeping his stocks down, as well as keeping them up, for the latter is even a more difficult problem than the former.

Merchants and clerks who are successful stock-keepers are close students of the trade papers and the markets. Indeed, they can scarcely be the one unless they are the other.

Possibly some of our readers would not object to describing through our columns their methods of taking care of their stock.

# THE BRITISH GROCER AND HIS COMPETITORS.

From The Daily Despatch, London, Eng.

THE proclamation of trade war at St. Helens has made the situation of the ordinary private retail grocer a matter of more urgent public interest than usual. His difficulties and dangers have been freely canvassed, and his probable fate has been painted in colors none too bright. His total extinction has been predicted with some confidence. In some respects the outlook is dark enough. The presence of the co-operative store with their 2,000,000 of customers and 70,000,000 sterling of annual trade is in itself a menace not to be despised. Almost the whole of this large overturn is in grocery goods and provisions, and almost all of it is transacted in the North of England. The pressure of this competition varies in different localities. In St. Helens, in Dewsbury, in Bolton, and in Leeds, it has made the progress of private trade almost impossible. In Bradford it is claimed that the expansion of the trade of the private grocer is at least equal to that of the stores. In Manchester and Salford, despite the greater population, the stores do only half the business of the 80 branch stores in Leeds, and little more than the stores of Bolton.

In one West Riding town, which ten years ago supported in comfort nine large private shops, all have been swept away but two. And of those, one which had formerly an overturn of £130 a week has now a bare £30. Needless to say, there is bitterness felt there. The disastrous nature of the effects alone would provoke soreness.

But the methods of the victorious stores are answerable for much more. The private trader feels that he is at grips with an antagonist of great and unseen powers, wielding an influence he cannot combat. The investor, the holder of from 20 to 100 shares in the co-operative venture, is the most powerful agent in the grocer's destruction. Determined to protect and improve his holding, the investor exercises all the influence at command to add custom to the stores. If, as sometimes happens, the shareholder is also an unscrupulous man and an overlooker in a mill or foreman of works, the pressure he is able to bring to bear is enormous.

Profits are lower than they were. The halcyon days when American provisions were first coming into this market, when bacon could be bought for 3½d. and sold for 6d. per lb., are no more.

Yet, taking the country over, grocers wax in number and, in the aggregate, also in wealth. At the present time in England and Wales there are probably well over 200,000 male and female grocers. Between the years 1881 and 1891 they increased in number 40 per cent. Last year the reported failures were 934—say, .5 per cent.—a number not to be wondered at in view of the inexperienced and penniless persons who embark on this career; the total liabilities reached three-quarters of a million. Grocers, builders and publicans fail in almost equal numbers year by year.

Another enemy to the retailer, of whom much that is interesting may be said, is the giant grocer, the proprietor of many shops, known expressly as "company" shops. These keep down prices. They buy cheap and sell cheap. Their proprietors are satisfied with a return per shop that would not maintain a man and wife. A net income of £1 per week from a shop is little use to the owner of one set of premises. But the man with 20 or 80, or the company with 250 branch shops can afford to be well satisfied with an average of even so little from each.

In a purely cash business the lock-up of capital is slight. With care the stock can be turned over ten, even twelve, times in the year. That means that the purchases can be paid for by sales as soon as the customary month's credit has expired.

The "company" shops are ruled by a rod of iron. Wages and expenses are curtailed to the irreducible minimum. One large concern makes its utmost remuneration to its branch managers the not too princely sum of 26s. per week. Bright young fellows issuing from their apprenticeship are installed as managers. They enter into a stamped undertaking not to commence business on their own account within a five-mile radius of their branch for two years after leaving employment. Inspectors paid by the company range the country over, paying surprise visits to the shops, and five or six times a year commanding an immediate stock-taking. All goods consigned to a branch are invoiced to the manager at the price he will have to sell them. For any deficiency, howsoever arising, the ill-paid manager is liable, and the deduction is made from his wages.

The inevitable tendency of this procedure is to provoke reprisals. The ill-paid servants are goaded into trickery and deceit towards the company and to the public. A cheese had been stolen from the shop door, and the manager's wages were consequently being docked of its value.

"I'll take it out," said the victim, savagely; "I'll take it out of tea."

The method of "taking it out" is simplicity itself. A customer asking, say, for a pound of 3s. tea is handed a packet of the 2s. article, and the shilling so gained goes into the pocket of the man behind the counter. Or eggs consigned for sale at eighteen for the shilling are sorted into qualities of 16 and 18 respectively. Tickets on goods are deliberately misplaced.

In some employs the discipline is so severe that a manager leaving the premises between the hours of 8 a.m. and 8 p.m., and being detected, is instantly dismissed. Meals must be got when and how they can, but not away from the shop.

The rise of the "company" shop was subsequent to that of the co-operative stores. It is within the last ten, or, at the utmost, fifteen years that the business done by the many-branched grocer has assumed really great proportions. Despite the advantages these establishments possess over the single-shop men, because they buy better and much more largely, their advance is not so rapid as might be supposed. In many quarters the small grocer far exceeds them in rate of growth. The proprietor, and frequently his wife with him, working for his own gain, studying closely the characteristics of his neighbor, proves more successful than the often perfunctory minion of the large capitalist.

And then the usually accurate local knowledge of the small man gives him an advantage. He sees the growth of the new districts which are ever being pushed out from the borders of the towns. He marks out a likely spot where the neighborhood almost guarantees a livelihood, and there he settles. The inspector of the company cannot compete in suburban shop-locating with the native.

Hence it comes about that by prescience and adaptability, by careful steering in a troubled sea, the small pot preserves itself from destruction by the big pan. Although there are some places in which success is out of the question for the unmoneyed, there are other fields in which the attentive and obliging vendor of comestibles stands a most excellent chance.

## THE YUKON TRADE.

About 80 per cent. of the supplies now finding their way into the Yukon are Canadian goods," said Mr. Robert Kelly, wholesale grocer, Vancouver, while in Ottawa the other day. Mr. Kelly attributes this welcome change in Yukon trade conditions largely to the successful efforts put forth by Canadian manufacturers, especially canners of food products, to rival the productions of Oregon and California. For several years the trade in canned goods was almost exclusively in the hands of Americans, but now that Canadian canned fruits and vegetables have been pushed into the Yukon they have come to be preferred, even by Americans, to similar articles imported from the United States. To illustrate the importance of the trade, Mr. Kelly observed that he had secured for the Yukon one consignment of 15 carloads of canned vegetables and fruits from two establishments in Central Ontario.

## Pocket Your Skepticism and Face the Facts.

Three years ago the imports of Japan Tea amounted to 11,667,757 lbs., this year they amounted to 5,736,495 lbs. They have fallen of 2,000,000 lbs. a year.

**Our prediction that**

# "SALADA"

**Natural Leaf Ceylon Green Tea**

would soon displace Japan tea is coming true at the rate of about two million pounds a year.

Are you selling this **up-to-date tea?** If not, why not?

We will gladly send samples and all information to you or your customers on application.

**"SALADA," Toronto and Montreal.**

Offices at Boston, Buffalo, Pittsburg, Detroit, Philadelphia, Cleveland, New York, Washington, Newfoundland, Toledo, Wheeling, W. Va.

IMPERIAL

CREAM TARTAR



BAKING POWDER

PUREST, STRONGEST, BEST.

Contains no Alum, Ammonia, Lime, Phosphates, or any Injuriant.

E. W. GILLETT COMPANY LIMITED

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*LILY WHITE GLOSS STARCH*

is packed in

Handsome 1-lb. Packets.

Beautiful 6-lb. Trunks and Tins.

100-lb. Kegs—extra large crystals.

**Strongest, Whitest, Purest.**

**The Brantford Starch Works,**

LIMITED,

**Brantford, Ont.**

# MARKETS AND MARKET NOTES

## ONTARIO MARKETS.

Toronto, October 9, 1902.

### GROCERIES.

BUSINESS in wholesale grocery jobbing circles has been quite large this week in all lines. No tomatoes are as yet being offered, and the prices of the other lines of vegetables are still firm in sympathy with the strong outside markets. The advance in sugar of last week has been maintained, and although the outside markets have fluctuated considerably during the week, they have become a good deal easier. Rice and tapioca are quiet and syrups and molasses are unchanged. In teas, Japans continue strong and scarce with very few new teas offering. China greens are still high and Indian blacks of the better grade are in demand. Quite a few Ceylon greens of Japan make are attracting attention. Jobbers are now well supplied with currants and a reduction of ¾c. has been made in the price of Filiatras and ¼c. in Patras. Valencia raisins continue much in demand and the prices for present delivery from stock are stiffening with the reports of advances on the primary markets. Prices were made last week on Californian seeded raisins and a larger business was done than there has been for several years past. These raisins are this year being sold at a loss to the shippers, owing to a fight that is at present going on in California between some of the seeders. In nuts, trade is still on the quiet side and no arrivals of new crop are reported on the market this week. Owing to the firm advices from the primary markets the prices of Grenoble walnuts have been advanced 1¾c.; Marbots, 2c.; Sicily filberts, 2c. and shelled walnuts, 3c. per lb. The prices of all lines are likely to be high throughout the year.

#### CANNED GOODS.

The trade doing at present in vegetables is light and prices are generally firm and unchanged. There is little news regarding the tomato crop of this year, and no offerings for future delivery are being made by the canneries as far as can be ascertained. The prices of corn and peas are maintained at their present high mark and are likely to continue so for some time to come. Some lines of vegetables are scarce, and jobbers seem to be out of succotash. Beans are firmer. Meats are steady and salmon continues active without any further advance over those made some time ago. Sardines are strong with an upward trend. Other lines of fish are active and unchanged. We quote: Salmon, Fraser River sockeye, $1.50 to $1.52½; Horseshoe, $1.50 to $1.52½ and Northern, $1.40 to $1.45.

#### COFFEES.

A moderate call is reported for coffee on the local market. The outside markets are quiet and prices showed a slight reaction, notwithstanding cable advices from Santos at the beginning of the week were to the effect that the crop prospects there were unfavorable. We quote: Green Rio, No. 7, 7¾c.; No. 6, 8c.; No. 5, 8¼c.; No. 4, 9c.; No. 3, 10 to 12c. per lb.

#### NUTS.

The quotations on new nuts are higher than last year, especially for shelled almonds, walnuts and all kinds of Tarragona almonds. The present stocks of nuts in the hands of jobbers are light and Grenoble walnuts have gone up 1¾c.; Bordeaux walnuts, 1½ to 2c.; Sicily filberts, 1 to 1½c. and shelled walnuts, 3c. per lb.

#### RICE AND TAPIOCA.

Not much trade is being done in either rice or tapioca at present, the call being mostly for small lots. The rice market is firm in the South, where the crop has been delayed by recent heavy rains, but it is reported to have not suffered much damage. Tapioca outside is reported to show a better undertone, cable advices from the East being firmer, and buyers were showing more interest. We quote: B rice, 3½c.; Japan, 5½ to 6c.; sago, 3¾ to 4c.; tapioca, 3¼ to 3¾c.

#### SYRUPS AND MOLASSES.

Syrups continue to show an improvement in their sales and the market is steady. The supply of syrup outside on offer was limited, with a fair inquiry for export. The grocery grades of New Orleans molasses were a little scarce outside and dealers, generally, claimed to have moderate supplies of the article. The offerings of blackstrap outside were limited.

**See pages 39 and 40 for Toronto, Montreal, St. John and Halifax prices current.**

#### SPICES.

Trade in spices is quiet this week. Pepper is firm, reflecting the tone of the strong market outside, where the spot offerings were limited and stocks light in the hands of jobbers.

#### SUGAR.

The local sugar market has maintained the advance of last week and there is nothing further to report save the listing of a new grade of granulated sugar by a Montreal manufacturer. This is quoted to retail buyers at $3.88, Toronto basis. Just as we were going to press last week one of the New York sugar refineries reduced the prices of refined 5 points, and Arbuckle soon followed. The next day The American Sugar Refining Company reduced their prices to the same basis. There is no apparent reason for this decline, unless it be to meet the competition caused by the marketing of the domestic beet granulated and the improvement in shipments. Since our last report raw-beet sugar of 88 deg. test advanced first, to 6s. 11¼d. and later to 7s. 3d. f.o.b. Hamburg, an appreciation of 6d. for the week. Since then they have reacted slightly to 7s., but later these are quoted at 7s. 2¼d. This is considerably above the parity of 96 deg. centrifugals, which are still quoted at $3.50 f.o.b. New York, while beet, on the same basis, would cost $3.78. Holders of cane are asking 3 9-16c., an advance of 1-16c., but buyers are indifferent at anything over $3.50. The advance at Hamburg in the beet sugar is mainly owing to the unfavorable weather reports, and it will be some time before the extent of the damage to the growing crop is known. The receipts of raw sugar for the week were only 27,264 tons, while the meltings remained at 45,000 tons, reducing the stocks by 17,736 tons. The total stocks in the United States and Cuba are 279,945 tons, against 313,681 tons last week and 239,008 tons last year. The stock in Cuba is now reduced to 128,000 tons.

#### TEAS.

Japan teas continue strong and scarce, and there are few new teas offering. Indian teas, to imitate Japan teas, are receiving close attention. Teas from 6¾ to 9½d., c.i.f., are becoming popular and selling readily. When the manufacture of these is improved, they are sure to meet with a big demand. Green Ceylons of the same character of make, are being offered, but the Indian teas are claimed to show better value. The supply is not equal to the demand and buyers have to take what they can get. Indian blacks, like souchongs, are very scarce and good teas are going to cost 5½d., or 11¼c. net. Pekoes and orange pekoes of fine value are selling at from 6½d. to 9½d. to arrive. In Ceylon blacks, good mercantile goods are worth from 5¾d. up, and choice and broken orange pekoes, where the quality is important, are worth 11 to 12¼d., or from 22½ to 26½c. On the London, Eng., market, latest reports by mail are to the effect that the downward tendency of prices of Indian teas seems to be arrested and buyers showed more inclination to purchase, imparting a generally firmer tone to all grades. The Ceylon tea market was in about the same condition as that for Indian teas, there being an improvement in the bidding for all grades.

### FOREIGN DRIED FRUITS.

CURRANTS.—Jobbers on the local market seem now to be well supplied with currants and the prices of Filiatras are about ¾c. and Patras, ¼c. lower. We quote: Filiatras, 5 to 5¼c.; Patras, 6 to 6¼c. and Vostizzas, 7 to 8c. per lb.

VALENCIA RAISINS.—The primary markets are advancing and prices, locally, are firm for Valencia raisins. There is a good demand locally. We quote as follows: Fine off-stalk, 7½ to 9c.; selected, 9c. and selected layers, 11c. up.

DATES.—Trade, locally, in dates is still quiet. The ss. Tabaristan is due on October 24, at New York. We quote: Dates, in bulk, 4½c. and in packages, 6¼ to 6½c. per lb.

PRUNES.—The local market is still quiet. New crop on the Coast is firmer on the large sizes. We quote: Californian prunes, 100-110, 5c.; 90-100, 5½c.; 80-90, 6½c. to 7c.; 70-80, 6¾ to 7¼c.; 60-70, 7½ to 8c.; 50-60, 8 to 8½c.; 40-50, 8¾ to 10c. per lb.

CALIFORNIAN RAISINS.—Prices were made last week for seeded raisins and a larger business was done than there has been for several years past. Mail advices from San Francisco say that the curing of raisins is progressing slowly, but that raisins will be coming in freely in the early part of October. We quote as follows: Californian loose muscatels, 5c. for 4-crown, Griffin & Skelley brand; 4½c. for 3-crown and 4c. for 2-crown, f.o.b. Fresno, in 50-lb. boxes.

CALIFORNIAN EVAPORATED FRUITS.—Coast advices report advances in some grades of apricots. Our quotations are as follows: 11 to 14c. for peaches and 9 to 13c. per lb. for apricots. Santa Clara apricots are quoted f.o.b. the Coast at 7c. in 50-lb. boxes and 7½c. in 25-lb. boxes in carload lots.

### GREEN FRUITS.

The receipts of green fruit have not been so large this week at the Scott street market, as the bulk of the crop of peaches, plums, etc., has been marketed. Sales were fairly brisk at steady prices, the demand being sufficient to absorb all the offerings. Peaches, grapes and apples were the most abundant fruits on the market. Plums are about over. The quince crop is beginning to come in and prices were easier than last week. Cranberries are being offered, but as the poultry season has not yet quite opened, the demand for them is not great. We quote: Tomatoes, 20 to 30c. per basket; peaches, Crawfords, 25 to 50c. and ordinary, 20 to 30c.; pears, 20 to 40c. per basket; grapes, 17½ to 22½c. for small baskets and 30 to 45c. for large; plums, Rein Bland, 50 to 75c. per basket; apples, 10 to 25c. per basket and $1 to $1.75 per barrel; crabapples, 25c. per basket; watermelons, 15 to 20c. each by the 100; lemons, $2.50 to $5 per box; onions, ordinary, 75c.; Spanish, 90c. per case; peppers, green, 15 to 30c. per basket; ripe, 75c. to $1.00; oranges, Jamaica, $3 to $3.25 per box and $6 per bbl.; Jersey sweet potatoes, $3 to $3.50 per bbl.; cocoanuts, $3.50 per sack; quinces, 20 to 35c. per basket; cranberries, $9.50 per barrel.

### VEGETABLES.

A small demand is reported this week for vegetables at unchanged prices. Cabbage, parsnips, cauliflowers and potatoes comprise the bulk of the trade. Cucumbers are very scarce, and we quote as follows: Lettuce, 30c. to 40c. per doz.; radishes, 20 to 25c.; mint and parsley, 20 to 25c.; turnips, 30c. per dozen; cauliflower, 50c. to $1.50 per dozen; cabbage, 30 to 50c. per doz.; carrots, 40 to 50c. per bag; beets, 40 to 50c. per bag; potatoes, 85 to 95c. per bag; beans, 20c. per basket; celery, 50 to 75c. per dozen; vegetable marrow, 75c. per doz.; corn, 8 to 15c. per doz.; squashes, $1 to $1.50 per doz.; egg plant, 50 to 75c. per basket; pickling onions, 75c. per basket; ditto cucumbers, 75c. to $1 per basket.

### COUNTRY PRODUCE.

EGGS.—This market is very little changed from last week. There has been a shrinkage in the receipts, but prices are steady for strictly fresh stock, with a slight advance over the quotations of last week. We quote; 17 to 18c. for strictly fresh No. 1 stock, ordinary store candled, 15 to 16½c. and seconds and checks, 12 to 13c.

BEANS.—The offerings of beans so far have been light and the prices are firm at $1.40 to $1.45 for prime and $1.50 upwards for handpicked.

DRIED AND EVAPORATED APPLES.—There is yet no call for these excepting for future delivery. Prices are steady at 7½c. for evaporated and 5½c. for dried.

HONEY.—Receipts continue fair and the demand is improving. Quotations are as follows: Extracted, 8 to 8½c. for large quantities and 9 to 9½c. for small lots. Combs, $1.25 up per dozen.

POTATOES.—The prices of potatoes are steady and the arrivals are fair. Buying is mostly in small lots. Quotations are 70c. per bag on track in carlots.

### BUTTER AND CHEESE.

BUTTER.—Latest reports from the market of England show an easier tone, and the trade here is a little easy. Exporters are not anxious to fill orders at the present prices offered by cable, and only the finest goods, locally, are in demand. Secondary and low grades are dull and featureless. We quote: Finest 1-lb. rolls, 16 to 17c.; selected dairy tubs, 15 to 15½c.; store-packed, uniform color, 13½ to 14½c.; low grades, 12 to 13c.; creamery prints, 19 to 20c.; solids, 19 to 19½c.

CHEESE.—A further appreciation in cheese of ½c. per lb. has occurred since last week, and sales are now being made at the factories at 11c., and only a few transactions are being closed at this price. The outlook is bright for a continuance of the present high market. We quote 11¼ to 11½c. per lb.

### POULTRY AND GAME.

POULTRY.—There have been freer deliveries of chickens and the prices are easier. Ducks are also more plentiful, but young turkeys are scarce. We now quote: Chickens, dressed, 50 to 75c. per pair; live, 45 to 60c.; ducks, dressed, 65 to 75c.; live, 50 to 60c.; young turkeys, dry picked, 11 to 12c. per lb. and old, 9c. per lb.

GAME.—There is very little game being offered yet and the demand is very light. We quote: Teal, 20c.; pin tails, 30 to 35c. and black duck, 70 to 75c.

### FISH.

Quite a large amount of fish has been received during the week and the prices of some lines are lower. Trout and whitefish have declined 1½c. per lb. Quite a number of oysters are moving out. We quote: Fresh fish—Lake Erie herring, 4 to 5c.; perch, 4 to 5c.; trout, 7 to 9c.; pike, 6c.; British-Columbian salmon, 15 to 20c.; whitefish, 7 to 9c.; blue fish, 15c. per lb.; mackerel, 15 to 20c.; rock bass, 4c.; speckled trout, 25 to 30c.; halibut, 15c.; blue pike, 4c. per lb.; live lobsters, 25c. per lb.; oysters, $1.25 to $1.35 per gallon; smoked ciscoes, $1.25 per basket; Digby herring, 50c. per bundle of six baskets; finnan haddies, 7½ to 8c. per lb.

### GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.—Receipts on the grain market are now quite large. The prices are firm and trade is brisk. The following are the quotations at outside points: Red Ontario wheat, 65c., middle freights; white wheat, 66c.; goose wheat, 63c., middle freights; rye, 50c.; barley, 41 to 41½c. and oats, 31 to 32½c.

FLOUR.—The market has been steady and firm. Prices are unchanged. Quotations are: Ontario patents, in bags, $3.60 to $3.70; Hungarian patents, $4.00 to $4.10; Manitoba bakers', $3.75 to $3.80; straight roller, $3.30 to $3.40 per bbl.

BREAKFAST FOODS.—The demand for oatmeal is milder, while rolled oats is somewhat stronger than last week. The prices are unchanged. We quote as follows: Oatmeal, standard and granulated, in carlots on track here, $5; standard rolled oats in carlots on track here, $4.90 per bbl.; in wood, 10c. extra; broken lots are 20c. per bbl. extra; rolled wheat, $2.25 in 100-lb. bbl.; cornmeal, $4; split peas, $4.75; pot barley, $4.25 in 196-lb. bags, or $4 in bags.

### HIDES, SKINS AND WOOL.

HIDES.—Trade is moderate. The prices are unchanged. We quote: No. 1 green, 8½c.; No. 2 green, 7½c.; No. 1 green, steers, 9c.; No. 2 green, steers, 8c.; cured, 8½ to 9c. per lb.

SKINS.—Trade is somewhat dull and prices remain unchanged. We quote: Veal skins, 6 to 14 lb. inclusive, No. 1, 10c.; No. 2, 8c.; do., 15 to 20 lb. inclusive. No. 1, 9c.; No. 2, 7c.; deacons (dairies), 60 to 70c. each; shearlings, and lambskins, 50 to 55c.

WOOL.—This remains quiet at the same quotations: Fleece wool, 13½c. and unwashed, 7½c. per lb.

TALLOW.—The prices are low at 6¾ to 7c. per lb.

### SEEDS.

The export demand for alsike is much better. Red clover is now offered in limited quantities. We quote: Alsike, $6 to $6.50; timothy, $1.40 to $1.60; red clover, $5.50 to $5.75 per bushel. For fancy grades a little extra is offered.

### MARKET NOTES.

Cheese is ½c. up since last week.

An appreciation of ¾c. has taken place in mat tapnet figs.

Cable advices from Smyrna re Sultana raisins report that the market there is firm and is expected to advance.

Advances of 1¾c. have been made in Grenoble walnuts; 1½ to 2c. in Marbot walnuts; 1½c. in Sicily filberts and 3c. in shelled walnuts.


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## QUEBEC MARKETS.

Montreal, October 9, 1902.

### GROCERIES.

THE fall trade in groceries, as in most other classes of merchandise, is quite satisfactory, and payments are reported well met. There has been no striking feature on the market during the week, since the advance in sugar, although several lines have assumed a stronger tone and give signs of a higher tendency in prices. Pure lard has advanced ½c. per lb. Prime white pea beans are again higher. They are scarce on the market and holders are apparently not alarmed at any consequences that may follow upon higher figures being demanded. At present they are asking $2 per 60 lb., a price between 25 and 30c. higher than that of a week ago. Rolled oats have declined 30c. per barrel, and the present price is $4.50; in bags, $2.25.

#### SUGAR.

The advance in sugar which occurred just too late to be included in our report, has not had any appreciable effect on the business doing in this market, which is still active at $3.70 for granulated and $3.05 to $3.60 for yellows. The continued advance in raw sugar on the European market was responsible for this. Some dealers are looking for further advances should the present strong feeling in the raw sugar market be continued.

#### TEAS.

There is still rather a quiet market, locally, for teas, many merchants throughout the country being apparently supplied with a sufficient stock to last them through the fall trade. In this connection a Montreal importer says: "I don't think we are feeling the effects of the present situation in teas on the producing markets as yet to any extent, nor will we until after the fall trade is over. In January, say, when merchants must buy new teas, the strength of the market for new Japan teas will be more apparent, and will be keenly felt. We will have a high market then." This is in direct opposition to the statement made to us last week by another large buyer who is confident that in January next Japans will be lower. This diversity of opinion exists throughout the market, but the outlook at present seems to be altogether on the side of the former. Indian and Ceylon teas are still low, but with a better feeling. Ceylon green teas are in good demand. Gunpowders, which are in comparatively poor quality, are still higher; all China green teas, in fact, are from 4 to 5c. higher.

#### SYRUPS AND MOLASSES.

The reduction in the price of corn syrups last week has not been followed by any marked increase in the demand, though some jobbers report a better business this week than last. The prices of corn syrup are still as follows: In bbls., 3c.; half bbls., 3⅛c.; quarter bbls., 3¼c.; in 38½-lb. pails, $1.40 and 25-lb. pails, $1.10. Barbados molasses are selling fairly well, and some irregularity in the price is reported. As near as can be

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judged, about 23c. is the prevailing price. For Antigua and Porto Rico there is a very small demand, the former being quoted at 21 and the latter at 38c.

### RICE AND TAPIOCA.

This market is entirely unchanged. There is a fair demand and the prices are steady, and our quotations are now as follows: B rice, in bags, $3.02½; in ½ bags, $3.07½; in ¼ bags, $3.12½; in pockets, $3.17½. In 10-bag lots an allowance of 10c. is made. CC rice, $2.92½ in bags; $2.97½ in ½ bags; $3.02½ in ¼ bags and $3.07½ in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4 to 5c. per lb. and tapioca, 3⅛c.

### SPICES.

The market is fairly active and still firm. The latest advance in peppers on the primary market has been well maintained. Cochin gingers are scarcer and very firm. No quotable change is reported here. We quote: Nutmegs, 35 to 55c. per lb., as to size; penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 22c., according to grade; white, 25 to 27c.; ginger, whole Cochin, 15 to 17c.; Japan, 13 to 14c.; Jamaica, 16 to 20c.; Afghan, 12 to 13c.; ground, Japan, 15c.; Cochin, 16 to 17c.; Jamaica, 20 to 22c.; and Afghan, 13 to 14c.

### CANNED GOODS.

All lines of canned goods continue to occupy the strong position which they assumed earlier in the season. No further advance is reported on this market. The scarcity of sardines, due to the short run off the French coast, has been followed by a higher tendency in prices, and an advance is looked for here. Our quotations now are: Tomatoes, $1.30; corn, 82½ to 85c.; peas, 82½c. to $1.20; string beans, 82½c. to 85c.; strawberries, $1.45 to $1.60; blueberries, 87½ to 90c.; raspberries, $1.45 to $1.60; gooseberries, $1.45 to $1.60; pears, 2's, $1.60 to $1.70; 3's, $2.10 to $2.15; peaches, 2's, $1.65 to $1.70; 3's, $2.50 to $2.75; 3-lb. apples, 85 to 90c.; gallon apples, $2.10 to $2.20; 2-lb. sliced pineapples, $2.20 to $2.30; grated pineapples, $2.50; pumpkins, 95c. to $1; spinach, $1.50; sugar beets, 95c. to $1.00; salmon, pink, 92 to 95c.; spring, $1.25; Rivers Inlet red sockeye, $1.30; Fraser River red sockeye, $1.40.

### FOREIGN DRIED FRUITS.

CURRANTS.—Mail advices from London state that choice garden Vostizzas are becoming scarce there, and reports from Greece are to the effect that there is only a small quantity of that fruit for shipment. Locally, there is no change. Prices are as follows: Fine Filiatras, 5¼c. to 5½c. in ½ cases; cleaned, 5⅝ to 5¾c.; in 1-lb. cartons, 6½ to 7c.; finest Vostizzas, 6¼ to 7c.

SULTANA RAISINS.—There is no change. We quote 9½c. per lb.

VALENCIA RAISINS.—The closing prices for "Blue Eagle" Valencia raisins for shipment by ss. Bellona, which sailed last week from Denia, were 25s. 6d. for fine off-stalk; 28s. 6d. for selected and 29s. 6d. lor 4-crown layers. The demand was not large and it is expected that the Bellona will not have a heavy cargo. On this market prices quoted are as follows: Finest off stalk, 6½ to 7½c.; selected, 7¾ to 8c. and layers, 7½ to 8¼c., according to brands.

CANDIED PEELS.—There is no change to report. A fair demand exists at the following prices: Citron peel, 15c.; orange, 11½c. and lemon, 10½c. per lb.

MALAGA RAISINS.—There is an active inquiry for these. Nothing further has been learned from the primary market. Our quotations are as follows: London layers, $1.50 to $1.60; "Connoisseur Clusters," $2.15 to $2.25; ½'s, 65 to 70c.; "Royal Buckingham Clusters," $3.30 to $3.35; ¼'s, $1.05 to $1.10; "Excelsior Windsor Clusters," $4.50 to $4.60; ¼'s, $1.30 to $1.40.

FIGS.—Comadre figs in tapnets are now quoted to arrive, prices being from $1.17½ per tapnet and over.

CALIFORNIAN RAISINS.—There has been no change of importance on this market. There is a fairly good demand and prices are from 9⅞ to 10½c. per lb.

PRUNES.—The demand for these keeps up and the prices are firm. Quotations follow: 8½c. for 40-50's; 8c. for 50-60's; 7¾c. for 60-70's; 7½c. for 70-80's; 6¾c. for 80-90's; 6½c. for 90-100's.

### NUTS.

According to all advices the new crop of Grenoble walnuts will be very small, hailstones having caused a great deal of damage. It is said that the price later on will not go below 15c. in bales. On the local market this week there is no change in prices, and the market continues firm. We quote: Walnuts, 11c.; Tarragona almonds, 12 to 13c.; shelled walnuts, 17½ to 18½c.; shelled almonds, 28 to 30c.; filberts, 9½c.; Pecans, 17 to 17½c.; Brazil nuts, 13½ to 14½c. per lb.

### GREEN FRUITS.

Messina lemons have regained their former price and are again up to $4 this week. Pears are 25c. lower. Plums are reported to be practically out of the market. Blue and white grapes are from 7 to 10c. per basket lower. Red grapes are now on the market in baskets and are quoted at 25c. Quotations follow: Jamaica oranges, in barrels, $5 to $5.50, boxes, $3; Messina lemons, $4.00 per box; cocoanuts, $3.25 per bag of 100; bananas, No. 1, $1 to $1.50 and 8-hands, 75c.; cucumbers, 11c. per dozen; Canadian cabbage, 25 to 40c. per dozen; potatoes, $1.15 to $1.30 per barrel; muskmelons, $3.50 per crate; peaches, $1.25 per box; plums, $1.25 to $1.75 per box; pears, $3.25 per box and limes, $1.50 per box; Canadian peaches, 35 to 65c. per basket; plums, 60 to 75c. per basket; Canadian apples, in bbls., $1.50 to $2.75; in baskets, 20 to 30c.; egg plant, 50c. per basket; Canadian pears, 40c. per basket; Spanish onions, 50c. per crate and $2.10 per case; sweet potatoes, $3.00 per barrel; Canadian blue and white grapes, 18 to 20c. per basket; Delawares, 40c. per basket; Malaga grapes, $5.50 per keg; red grapes, 25c. per basket.

### FISH.

The demand for fish continues fairly active and is reported fully up to the standard of former years. No quotable changes have been made during the week and prices are unchanged. We quote: Haddies, 6½ to 7c.; smoked herring, 9c. per box; fresh haddock and cod, 4½c. per lb.; whitefish, 7½c.; dore, 7 to 7½c. per lb.; pike, 6c.; halibut, 12c.; salmon, 15c.; trout, large and medium, 8c. to 9c.; No. 1 herring, Nova Scotian, $5.25 per bbl. and $3 per half bbl.; No. 1 Holland herring, $6.50 per half bbl.; No. 1 Scotch herring, $6.50 per half bbl. and 95c. per keg; Holland herring, 70 to 80c. per keg; No. 1 green codfish, $5 per bbl.; mackerel, $12.50 per bbl.; boneless cod, 1 and 2-lb. blocks, 6c. per lb.; loose boneless cod, 5c. per lb. in 40-lb. boxes; dried codfish, $5.00 per 100-lb. bundle; No. 1 Labrador salmon, $18.00 in tierces, and in barrels, $12.50; No. 1 British-Columbian salmon, $6.50 per ½ bbl. and $12 per bbl.; standard bulk oysters, $1.30 per gallon; Marshall's kippered herring, $1.45 per doz.; Canadian kippered, $1 per doz.; Canadian ¼ sardines, $1.00 per 100; canned Cove oysters, No. 1 size, $1.30 per doz.; canned Cove oysters, No. 2 size, $2.20 per dozen; Malpeque shell oysters, $1 to $5 per barrel.

### COUNTRY PRODUCE.

EGGS.—The price of eggs has advanced ½c. There is a fairly good demand locally for small lots. We quote: Selected, 19 to 19½c.; candled stock, 17 to 17½c.; straight receipts, 16 to 16½c.; No. 2, 14 to 14½c. in round lots.

BEANS.—Prices have taken a sharp advance on account of reports of the failure of the crop in many places in the west, and $1.25 to $1.50 per bushel is being bid for primes.

HONEY.—No change is reported in the price of honey, and the market rules steady at 11 to 11½c. for white clover comb and 8 to 8½c. for white strained.

ASHES.—Trade is dull. We quote: First pots, $4.35 to $4.40; seconds, $3.60 and pearls, $6.25 per 100 lb.

POTATOES.—These have declined considerably in price, the demand at present not being up to that of a week ago. A fair trade is doing at 65c. per bag in carlots and 75 to 80c. in small lots.

MAPLE PRODUCTS.—The market shows no change whatever and is still very quiet. We quote as follows: Syrup, in large tins, 70 to 80c.; in small tins, 50 to 60c.; in wood, 5 to 5½c. per lb. Sugar, 7 to 8c. per lb.

### BUTTER AND CHEESE.

BUTTER.—This market has weakened somewhat during the past few days, and at present is decidedly easier than last week. Prices average about ½c. lower all round, and some dealers expect still further declines. The local demand is fair. We quote: Saltless creamery, 21c.; finest Townships do, 20¼ to 20½c.; finest Quebec do, 19½ to 20c.; finest Ontario do, 18½ to 19c.; dairy, 15 to 16c. per lb.

CHEESE.—Another advance is reported and the feeling, locally, continues firm. A better inquiry resulting, too, in more business is reported for export account, and there is a good demand on the local market. The price is now about 2c. higher than at this time last year, and competent authorities refuse to believe that there has been anything to warrant the present high prices. We now quote: Finest Townships, white and colared, 10⅞c.; finest Quebec, 10¾c. and finest Ontario, 11 to 11¼c. per lb.

### FLOUR AND GRAIN.

FLOUR.—A fair volume of business has been done in flour during the past week at steady prices. We quote: Manitoba spring wheat patents, $4; strong

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bakers', $3.30; straight rollers, $3.65 to $3.70; winter wheat patents, $3.75 to $4.

GRAIN.—The demand for export has been considerably better this week and a much better business has resulted, especially in oats. Locally, trade is no more than fair. Quotations follow: No. 1 Manitoba hard wheat, 71½c.; rye, 55½c.; peas, 77c.; corn, 71c.; buckwheat, 54½c.; barley, 46 to 47½c. and oats, 33½c

FEED.—Manitoba bran and shorts are 50c. lower per ton this week. There is a fairly good business doing in all lines of feed. We quote: Manitoba bran, $15.50 to $16; Ontario bran, $14.50 to $15; Manitoba shorts, $21.50 to $22 and Ontario shorts, $22; mouillie, $23 to $30, as to quality.

OATMEAL.—A decline of 40c. per bbl. took place in rolled oats during the week. This brings the price per bbl. to $4.50 and per bag, $2.25.

BALED HAY.—No change in price is reported this week. There is a moderate demand. We quote: No. 1, $8.50; No. 2, $7.50 to $8; clover, $7 to $7.50 per ton in carlots.

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MONTREAL NOTES.

Sugar is 5c. higher.

Eggs have advanced ½c.

Butter has declined ½c. on all grades of creamery.

Canadian blue and white grapes have declined 7 to 10c. per basket.

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## NEW BRUNSWICK MARKETS.

St. John, N.B., October 7, 1902.

BUSINESS is active. The general tone is good. Last week was the time for paying taxes in order to save the 5 per cent. discount on all paid by October 1. It was found 219 persons more had paid than up to the same date last year. The amount received was over $7,000 in advance, showing our people have had a good year. In markets, the advance in beans is the matter of chief interest. Our dealers were caught short. It is difficult to tell what the price is, as shippers, generally, will not quote. Sugar is also quoted higher, and is held very firm. Hops, though having a small sale here, are rather higher. Rice is also quoted higher. English rice continues to largely supply the trade.

OILS.—In burning oils there is a large movement and large orders are being booked for later shipment. Prices are unchanged. Lubricating oils have a good sale for the time of year. The season's business has been particularly good. Paint oils hold the changes reported last week. Local sales are not large. There are fair receipts of cod oil. Though fair prices are obtained, they are lower than ruled before new goods were received.

SALT.—In Liverpool coarse salt some 9,000 bags were received during the week. The continued receipts have affected the demand. A fair stock is now held. Prices are firmly held because of higher freights which are being asked. Quite a fair quantity of Liverpool factory-filled has been received during the summer, but in fine salt the bulk of that now used is Canadian. Our quotations are as follows: Liverpool coarse, 55 to 60c.; English factory-filled, 95c. to $1; Canadian fine, $1 per bag; cheese and butter salt, bulk, $2.40 per bbl.; 5-lb. bags, $2.75 to $2.85 per bbl.; 10-lb. bags, $2.60 to $2.65 per bbl.; 20-lb. wood boxes, 22-23c. each; 10-lb. wood boxes, 14c. each; cartons, $2 per case of two dozen; English bottled salt, $1.25 to $1.30 per doz.; mineral rock salt, 60c. per 100 lb. (Selected lumps.)

CANNED GOODS.—The first gallon apples of the season were received this week from Nova Scotia. Local prices are now quoted much lower. Spot tomatoes are scarce and dealers are of opinion that stock to arrive will be below the needs of our market, so firm prices will rule. Corn is unchanged. Peas are firm. In salmon, rather higher prices rule. Stocks are not large and there has been a good sale. Blueberries are very firm and the output is light. In other lines of fruit the market is well supplied. Very few plums or cherries are used. Meats are unchanged. Domestic fish have a good demand at even figures.

GREEN FRUITS.—Dealers are kept very busy. Ontario grapes are the particular line at present. There is a good sale at quite full figures. Some Ontario peaches are still offered. In pears, the season is getting late, but some nice fruit is still seen. Apples are coming to the front. Prices are low because the fruit received is soft. Full prices will rule with winter stock. The Nova-Scotian crop is light. Even Gravensteins, our best fall apples, are scarce. In plums, Nova-Scotian stock is still received and full prices are asked. Jamaica oranges have the market and the prices are unchanged. Other West-Indian oranges show lower range. Lemons are quite high and have a fair sale. Bananas have rather less attention. Cranberries are freely received. The local small berries are quite scarce.

DRIED FRUITS.—The quoting of Californian seeded raisins led to active buying of Californian fruit. The quantity of loose muscatels bought was smaller than usual on account of the prices being quoted so late dealers had bought the Malaga fruit. New Valencias are daily expected. Prices will be high. The Denia market has been very unsettled for some weeks. It is difficult to obtain quotations. Quite a few have been sold through New York. Currants will be quite low this season. Dates, while bought quite low, are higher. Peels are shortly expected. Figs are much higher than when the trade bought. Prunes will be low. Evaporated apples are quite freely received and prices are rather easier. Onions have considerable attention. Spanish have been quite low. The quantity of these brought here is quite small. Canadian yellow onions are freely received. The prices are unchanged.

DAIRY SUPPLIES.—Butter holds quite firm in price. Of poor quality, stock is light, so that bakers find it hard to get much cheap stock. Eggs are quite firm. Receipts are not large and the demand is only fairly active. Henery stock brings quite high price. Cheese is scarce and rather higher. For local trade twins are wanted.

SUGAR.—The market is again firmer. Prices here were slightly advanced this week, and refineries will not book orders ahead. The sales are large.

MOLASSES.—There is a good, steady trade. Quite a full stock is held, but it is in few hands, and is chiefly Porto Rico. Some Barbados is still here. Some of this was of particularly good quality, but it did not run even.

FISH.—This is quite an active line, but the stock is light. While there have been quite free receipts of pickled herring during the week, the market is still short. There is quite a western demand. Prices will continue firm. New smoked herring are being received. The supply, so far, has been light, and full prices are asked. Dry fish, particularly cod, are very firm. Receipts are light. Fresh fish are scarce. Finnan haddies are being more largely shipped and full prices rule. We quote: Haddies, 4½ to 5c.; smoked herring, 5½ to 7c.; fresh haddock and cod, 2 to 2½c.; boneless fish, 4 to 5c.; pollock, $1.65 to $1.70 per 100 lb.; pickled herring, $2 to $2.25 per half barrel; dry cod, $3.50 to $3.65; halibut, 11 to 12c.; pickled shad, half barrel, $6.

FLOUR, FEED AND MEAL.—In flour, there is no change and a good, steady business is being done. Feed is quite freely offered at reasonable figures. In oats and oatmeal, rather easier prices rule. Much of the oatmeal is poor. Dealers are largely to blame, as they will not pay full prices. Brans are much higher and the outlook is very firm. It is hard to get shippers to quote. Cornmeal is unchanged. Peas are scarce. Barley has a rather light sale. We quote: Manitoba flour, $4.60 to $4.70; best Ontario, $4.15 to $4.20; medium, $3.95 to $4.10; oatmeal, easy at $4.40 to $4.50; cornmeal, $3.20 to $3.25; middlings, in small lots, $26 to $28; oats, new, 40 to 44c.; handpicked beans, $1.85 to $1.90; prime, $1.75 to $1.80; yellow eye beans, $2.80 to $3; split peas, $5.15 to $5.25; barley, $4.40 to $4.50; hay, new, $9 to $10.

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ST. JOHN NOTES.

John Sealy has received several large shipments of new smoked herring.

James Patterson is in receipt of some fine Grand Manan pickled herring in half barrels.

The low price of jams has created a very large demand. Upton's goods are being received almost daily.

The Maritime Spice and Coffee Company have added "Acorn" Shredded cocoanut in quarters and halves to their special lines.

The first gallon apples of the season were received this week. They were shipped by J. G. Rood & Co., Waterville, Nova Scotia.




**Seal Brand**
In 1 and 2-lb. Cans only.
(AIR-TIGHT.)

# David Livingstone

took his young wife with him on his first expedition into the "Dark Continent." Once they were reduced to the verge of starvation. Describing their worst privations, he writes: "We endured for a long while a wretched infusion of Native Corn (Wheat) for Coffee!" This illustrates what those of actual experience have learned, that there is little real nourishment in so-called "Cereal" or "Food Coffees." True vitality is found in **Chase & Sanborn's** Coffees.

## CHASE & SANBORN, Importers, Montreal.




## Schepp's Cocoanut

A high-grade food product that you can recommend.

The best of its kind, that's all.

For particular people, Schepp's Improved Cocoanut in packages.




## L. SCHEPP CO.,

CANADIAN FACTORY: TORONTO, CAN.

NEW YORK.

LONDON, ENG.: Saml. Hanson, Son & Barter, Agents.

## Nasmith's Bread and Cakes Will Bring You Business

We would be glad to hear from out of town grocers who are not handling our goods.

**THE NASMITH CO., Limited**
66 Jarvis Street, TORONTO.

**Coffees** **Spices**

Now is the time to place your order with us for Coffees and Spices. Goods that sell quickly are the only kind we have to offer. Quality combined with right prices accelerate the sale of our goods. Mail orders receive prompt attention.

**S. H. EWING & SONS** **96 King St., MONTREAL.**

Telephone Bell Main 65
" Merchants 522.

Telephone orders receive prompt attention.

## MANITOBA MARKETS.

Winnipeg, October 6, 1902.

BUSINESS has been considerably accelerated by the continued fine weather and increased movement of grain. Up to date a little over 6,000,000 bushels have been marketed, and already from all over the country comes the cry of a blockade, owing to the shortage of cars. Jobbers also find difficulty in getting their goods for the same reason.

CANNED VEGETABLES.—The situation in tomatoes shows no signs of improvement, and the reports from Ontario as to shortage of crop are now fully confirmed. In fact, buyers who have recently visited the east seem to doubt there being even 25 per cent. of the average crop. The price has not yet been further advanced here, but the market is very firm. In regard to corn, the Western Ontario crop is reported fair, but the eastern is very light. Altogether the canned vegetable outlook is not encouraging. In canned fruits there is a good supply and normal business in nearly all lines.

EVAPORATED AND DRIED FRUITS.—Reports as to advanced prices on Californian apricots and peaches will have little or no effect on this market for a considerable time at least, as all the houses here bought heavily at the lower prices, and the bulk of the winter stocks are already to hand. Apricots range from 8½ to 10c., according to brand and pack, and peaches, 8½ to 9c. Prunes are now quoted at the figures for the new crop: 10-50, 7½ to 7⅞c.; 50-60, 7 to 7¼c.; 60-70, 6½ to 6¾c.; 70-80, 6 to 6¼c.; 80-90, 5½ to 5⅝c.; 90-100, 5 to 5½c.; 100-120, 4c. Quotations on 30-40 are not yet to hand. Californian muscatel raisins are due to arrive in three weeks and the opening quotations are expected to be: 4-crown, 8c.; 3-crown, 7½c.; 2-crown, 7c.; London layers, $1.90 to $2; fancy seeded, in 1-lb. cartons, 10c.; choice, 9½ to 9⅞c.; 12-oz. packages, about 8c. New Valencia raisins are in, and fine off-stalk are quoted at $2.55 to $2.60. There is nothing new to say about currants; the sale is steady and prices remain unchanged.

TEAS.—New Japan teas are on the market and show excellent quality.

EVAPORATED APPLES.—New evaporated apples are in, and the quality is very good. Present quotations are 8 to 8½c., but many go lower, as the pack promises to be large, as much of the crop which is unfit for export is perfectly good for purposes of evaporation.

SUGARS.—There is a good, steady market at unchanged prices. We quote as follows: Extra standard granulated, $4.35 and bright yellows, $3.75.

GREEN FRUITS.—The preserving season is practically over for everything excepting grapes and pears. Ontario grapes are not coming in very freely up to the present time, and the price remains at 35 to 40c. a basket, according to the variety. Apples are arriving in fair condition and selling freely at $1.50 per box and $3.50 per barrel; boxed pears, $2.50, basket, ditto, 75c. Montana crabs, $2 per box; oranges, $5.50 to $6 per case; Californian lemons, $5.50; bananas, $3; plums, $1.50; peaches, $1.25 per case; cranberries, $9 per barrel.

FISH.—The market for both fresh and cured fish is good. The demand for fish foods is decidedly on the increase. Fresh fish, whitefish, 5c.; pickerel, 4c.; pike, 3c.; trout, 10c.; salmon, 12½c.; halibut, 11c.; fresh cod, 7c.; fresh haddock, 7c.; mackerel, 13c.; herrings, 15c. per dozen; salt and cured fish, Labrador herring, $4.25; mackerel, $1.80 per kit; Holland herring, in kits, $1; Digby chicks, 13½ to 14c.; boneless cod, 5½c.; oysters, selects, $2.50 per gallon.

BUTTER.—The receipts of the week have been only fair and the demand is good. Qrices are 19 to 20c. factories. There is no increase in the supply of dairy butter for the week, and as the demand is active prices are very firm for all the best grades. Prices run from 13½ to 15c. for choice fresh made in round lots Winnipeg.

CHEESE.—One car of Ontario has reached this market and a number are under order, the local make not being sufficient to meet the demands of the market. Local offerings have been small during the week and prices are firm at 11½c. Winnipeg.

EGGS.—Receipts for the week have been small and the price has again advanced, 16½ to 17c. Winnipeg being now quoted for fresh gathered, subject to candling.

The best selling tea in Canada today is
Blue Ribbon Ceylon
packed and sold by Blue Ribbon Tea Co.
12 Front St. East - Toronto

## NOVA SCOTIA MARKETS.

Halifax, October 6, 1902.

AUTUMN trade in the grocery business is now well under way, and there is every prospect of a heavy season's business being done. The farmers throughout the country are commencing to market their produce, money seems to be plentiful, and everything tends to give a healthy tone to business. With the purchasing medium plentiful, the people are inclined to purchase more largely, and the majority of jobbers and general dealers are stocking up accordingly. The city wholesalers are all pretty busy at present and they have well-founded hopes of a regular increase for the next month or two. Payments are being well met, and the losses from failures have been considerably less than in former years.

* * *

Sugar is again fluctuating. Last week the local refineries advanced prices five cents per hundred, corresponding to a like advance in Montreal. Following this comes the report that in New York sugar is down five points. The trade in molasses is limited at this period, and prices are sustained to full quotations.

* * *

Flour prices are firm, the millers being inclined to an advance, especially in the higher grades. Stocks here have been allowed to run low, as well as in other quarters, and the millers seem to take advantage of the rush of orders coming in. However, as wheat is firmer lately, the price of all flours and possibly feeds, may be subject to an advance.

* * *

Butter is coming in strong at this season, when the cattle have advantage of better fall feed. There is a good demand, however, and prices are becoming firmer, all grades having advanced 1c. within the last ten days. Cheese is also firmer. On reports of advancing prices in England, the factories here are holding out for full prices on September make, very little of which has changed hands as yet. Eggs are still quoted at 17c. for Nova-Scotian and 16c. for Prince Edward Island.

* * *

Prince Edward Island produce has commenced to come in, but not in sufficient quantities to affect the market to a decline. As was the case last season, the greater part of the butter, eggs, cheese (except what is exported), and potatoes goes now to Sydney, where a ready market is found. Potatoes of good quality are now plentiful and are quoted at 40 to 45c. The crop seems to have been large and the season favorable to a growth of good quality. Hay and oats are only being marketed in small lots to meet present demands, as the price has not been definitely fixed.

* * *

There have been considerable apples on the market during the last week or two. The crop has only been light and apples are selling very high. Gravensteins, of no particular grade—those that certainly would be unfit for No. 1's in any market—are selling at $3 to $4, and other varieties in proportion.

R. C. H.


CLARK'S MINCE MEAT

is packed in Tins—1s, 2s, 3s, 4s, 5s;
in Wood Pails—25s; Tubs—50s.

If you are looking for quality

Try a sample order.

EPPS'S GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. COCOA

We quote Spanish Onions

Finest quality and in prime condition:

Single crates, 85 cents
Five-crate lots, 80 cents } per crate
Ten-crate lots, 75 cents

Soliciting your orders which shall have prompt attention.

HUGH WALKER & SON, GUELPH.

Pure Mustard

Sell your customers **Capstan Brand** and they will come again. Put up in neat tins to retail at **10c.**

Ask your wholesale grocer for it.

THE CAPSTAN MFG. CO., - TORONTO



We want 100,000 Live Chickens annually for our export trade

We will pay the highest possible market price for really prime well-fed birds.

Correspond with
SCOTT, ASHTON & COMPANY, MORRISBURG, ONTARIO.

GRIMBLE'S English Malt VINEGAR

Six GOLD Medals

GRIMBLE & CO., Limited, London, N.W., Eng.

## A TOURIST FROM TRINIDAD.

MR. J. E. deGANNES, a cocoa planter of Trinidad, was a passenger to Halifax on the last trip north of the ss. Oruro, Capt. Seeley, of the Pickford and Black Line. Mr. deGannes had never before been in Canada, but expected to make a tour of the country as far west as Niagara before returning home. He thinks that with the very excellent steamship service between Canada and the West Indies a great many more Trinidad people will be induced to come north during the summer months in future. He says he was quite surprised to find such a good service and he thinks that Pickford and Black should make a special effort to develop the passenger trade north in summer as they have been doing for the southern trade in winter. On the way up the ship called at St. Vincent, Barbados, St. Lucia, Montserrat, Dominica, St. Kitts, Antigua and Bermuda at all of which Mr. deGannes went on shore and found much enjoyment noting the physical and social conditions of the different places. The ship's passenger list was not large, but they succeeded in having a very jolly time and all seemed delighted with Capt. Seeley as a navigator and commander.

Discussing the industrial condition of Trinidad, Mr. deGannes said that the outlook for sugar is very discouraging and that the loss of the industry will be felt severely by a large number of poor people who find employment on the different estates. He thinks, however, that the struggle will be only temporary as the opportunity for cocoa planting is especially attractive. Small holdings of land can be planted with cocoa, which, for the last ten years has paid a very fair margin of profit, and if the poor people once succeeded in starting on their own account, their future will probably be more secure than under old conditions.

Cocoa planting in Trinidad would seem to be a very profitable industry. Mr. deGannes says that the average planter grows about 200 bags per season, and some estates produce as high as 1,500 bags. The usual net profit for the past few years is about $10 per bag of 170 lb., and the planters are increasing the production from 10 to 15 per cent. yearly. Mr. deGannes thought that Canadian people should drink more cocoa. In a cold climate, such as ours, he thinks cocoa would be extremely suitable as a beverage of daily use, and he was rather surprised to find that it is regarded as a luxury by nearly all Canadian people. Mr. deGannes went west by the I.C.R. to Montreal. He travelled on the Maritime express.—Maritime Merchant.

---

Mr. Wm. B. Fay, of The Acadia Sugar Refinery Co., Halifax, was married last week to Miss Selina Pickering.


**CHRISTMAS TRADE**

Confectioners will find our Sweet Coatings most excellent.

**COWAN'S** KING EDWARD, Dark Vanilla Flavored
QUEEN ALEXANDRA, Light " "

These are the Choicest Quality.

Dark Coatings without Vanilla—EBONY, BLACK PEARL, BEAVER, etc.

Light Coatings without Vanilla—EMPRESS, MAPLE LEAF, PEARL.

Unsweetened—GEM, RUBY, SUPERIOR, AMBER, GOLDEN, and EXTRA GOLDEN.

**THE COWAN CO., Limited - TORONTO**

**John MacKay,** Bowmanville, .... Ont.

Manufacturer of Established 1854.

POT AND PEARL BARLEY,
SPLIT PEAS, AND CHOP FEED

Send for Prices or Samples. Prompt Business. IN CAR LOTS.

THE C. G. YOUNG CO.
**RUBBER STAMPS**
AND SUPPLIES
No. 1 Adelaide Street East - Toronto

**APPLES** IF YOU WANT TO EXPORT OR PURCHASE WRITE FOR PRICES TO

**EBEN JAMES,** Board of Trade, Toronto.

Agent for apple and produce, cold storage and forwarding company, 40,000 bbls capacity storage.

Try the **"Imperial"** Brand
—OF—
**Peaches, Pears, Apples, Corn, Tomatoes, etc.**

They are packed from the choicest fruits and vegetables.

Packed by

**The IMPERIAL CANNING CO.**
KINGSVILLE, ONT.

**BRITISH BUSINESS CHANCES.**

Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for

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"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.

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**REFRIGERATORS.**



Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches.

Write for our catalogue, guarantee test and testimonials which are free.

**Eureka Refrigerator Co.,**
Wilbert Hooey, Manager.
54 Noble St., TORONTO.
Phone Park 513.

This cut represents No. 13.



Bennett's Grocery Cabinet.

**SATISFIED CUSTOMERS**
our best recommendation.

"Lindsay, April 14.—I am well pleased with cabinet.
"A. FISHER."

"Port Arthur, June 23.—Cabinet received O.K. It is just what I wanted.
"H. CHAUSSE."

"Fowler's Corners, June 27.—Cabinet is greatly admired and it certainly is a necessity in any well ordered grocery.
"WM. DINSDALE."

Full particulars from
**J. S. BENNETT,**
Patentee and Mnfr.,
15 Marion St., Toronto.

**WESTERN** Incorporated 1851
**ASSURANCE COMPANY**

**Fire and Marine**

| | |
|---|---|
| Capital - | $2,000,000.00 |
| Assets, over - | 2,900,000.00 |
| Annual Income | 3,000,000.00 |

Head Office: TORONTO, ONT.

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President.
C. C. Foster, Secretary.




IT PAYS TO PUSH THE SALE OF . . . *Has stood the test of every climate.*

# St. Charles Evaporated Cream

**ABSOLUTELY THE BEST OF ALL.**

Endorsed by the Medical Profession, and used in large quantities by the Governments of Great Britain and the United States for Army and Navy purposes, and in many Hospitals.

The very remarkable increase in the consumption of **St. Charles Cream** the world over proves the value of this brand to the retail grocers.

**NO STOCK IS COMPLETE WITHOUT IT.**

**A Coupon worth saving is packed in each case. Write us for prices and advertising matter.**

**St. Charles Condensing Co. - Ingersoll, Ont.**

**Address : ST. CHARLES CONDENSING CO., St. Charles, Ill., U.S.A.**

# LISTEN!

We are offering goods at the uniform Association prices.

We solicit your patronage on **the merit of our goods.**

We guarantee the quality of any line of goods packed by us **equal to the best brands packed on the Continent of America.**

We are ready to support this statement with samples. **Don't be side-tracked.**

Your wholesale house will supply our best brands if you insist upon it. If not, write for quotations.

**Delhi Canning Co., Limited, -:- Delhi, Ont.**

*"Best in the World."*

**HILL, EVANS & CO'S (WORCESTER, ENG.)**

**PURE ENGLISH**

**MALT VINEGAR**

Delicate in Flavor and Aroma.
Splendid keeping properties.

**ROBERT WATERS' QUININE WINE**

Quinine in a palatable form—50 years' reputation.

Export Agents:
Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

# Confectionery

Now is the time to place your orders for the Christmas trade. We make everything in the candy line, from the Finest Bon-Bons and Chocolates to the old-fashioned Sugar Sticks and Bull's Eyes. A big line of one-pound and half-pound fancy boxes, to retail from 10c. up.

# The Canada Biscuit Co., LIMITED

KING ST. WEST AND BATHURST ST. CARS PASS OUR WORKS.

**KING and BATHURST STS., TORONTO.**

# THE KEEPING OF A GENERAL STORE.

I WILL now proceed to discuss the question of stocking. By this I do not mean what classes of goods a storekeeper should handle, for that will depend largely upon the demands made by his customers. For example, it is necessary in some instances for the general storekeeper to act as chemist also, where no professional man is established in the township. I wish principally to touch upon the methods which should be adopted in taking delivery of goods and putting them into stock. It is most important that some system of noting goods required, and checking goods received, should be followed. I am forcibly reminded of this by the experience of a friend of mine who entered into possession of a business which he was under the impression was in thoroughly good working order. In going through the stock preparatory to offering it for sale, he was quickly undeceived, for he found that, owing to the fact that the previous proprietor had not adopted any system of checking goods, he had accumulated in his clothing department a large stock of boys' suits of one size only, and there was scarcely a single suit of any other size. It was highly improbable that this individual had purchased all those suits at once, and it illustrated to my mind the absolute necessity of a close watch being kept upon every line of goods handled.

As regards stocking, the first thing to be observed is the marking off of the goods. I have known of instances where no marking off was done at all, the proprietor and his assistants carrying the prices paid for goods in their heads. These are, of course, somewhat extreme cases, but even in business where things are not quite as bad as this, still the system of marking is often by no means satisfactory. I have actually seen goods unconsciously offered at 25 per cent. below their cost price, and just at time of writing I saw another article in another trader's shop marked at 1s. 6d., which actually cost 1s. 4½d. at place of purchase, nearly 100 miles distant. I think I am safe in saying that the 1½d. difference in invoice price and selling price was more than swallowed up in cost of carriage and handling.

Immediately upon taking delivery of a consignment of goods it should be decided what margin is to be observed between the invoice price and selling price. There are four things to be taken into consideration in deciding upon this margin. The invoice price certainly is not the cost price. The charges which occur between the invoice and selling prices are :

(1) Cost of carriage ;
(2) Cost of handling ;
(3) Payment for one's own services, and
(4) Interest on capital laid out.

I recognize that the margin will vary according to circumstances. Local conditions have an important bearing upon it. In many cases it really resolves itself into a question not what is a fair profit to make on a certain article, but what it is possible to make. Too often one's competitor decides his profits for him.

Personally, I am strongly of opinion that every article should show profit, be it ever so small. I would emphasize my previous point that cost of carriage must be added to every line. This is my method in detail. When I commenced business 20 years ago, I noted the weights of articles that generally arrived in separate packages, such as jams, currants, pickles, preserved milk, etc. Then I divided the amount of my railway charges on these particular packages by the number of tins or bottles comprising the package, and was thus enabled to estimate what percentage should be added to the invoice price. This system I have continued ever since. Bulk stuff, such as flour, sugar, etc., is bought by the ton, and is charged at special rates, and therefore presents no difficulty in estimating the cost of carriage. But there are hundreds of articles sold in a general store which cannot be individually inquired into to find the actual cost of carriage. Now, it is with these that I adopt the general average principle. I find out the cost of carriage on all my goods, including currants, pickles, etc., but excluding stuff bought by the ton, such as iron, flour, wire, sugar, etc., for, say, six months. Supposing it amounts to £120, while my purchases total £2,400 for the same period, I then ascertain that this actually amounts to 5 per cent. charge all round. I therefore add 5 per cent. to the invoice price, for carriage, on all those goods upon which I cannot exactly gauge the charge.

I admit that in this somewhat crude manner some goods are made to bear more than a fair proportion of the cost of carriage, but on an average the system works out very well. Later on I hope to show how the percentage of working expenses can be estimated. For the present, let it suffice for me to point out that this is really a charge upon the business, which the business as a whole should bear. I have met traders who consider the invoice price as the cost price, and when they indulge in cutting to any extent they are actually cutting right into the bone, namely, the invoice price. Thus they are losing money in addition to working for nothing.

Having now ascertained the laid-down cost and made due allowance for working expenses, the question of profit arises. Just here it is impossible to say anything definite, for each trader must decide this question for himself. I can only impress upon your readers the necessity of making a fair average margin on the aggregate of the goods handled, for at the present time many articles, such as sugar, tobacco, etc., leave comparatively no margin, but on a great number of other lines, with due care, a fair profit can be made. The trader must bear in mind two points in which he is particularly interested, first, in securing a fair return for his own services, and, second, in getting interest upon his capital. He also has to remember that, amongst other incidental charges, are those of the inevitable bad debts, and such discounts as he might allow upon either cash or monthly accounts.

Now, for a word or two on "marking." The trader will, of course, have a private mark of some sort for his cost price. The system generally adopted is to take some word containing ten letters, such, for instance, as Cumberland, each letter standing for a figure—

| C | U | M | B | E | R | L | A | N | D |
|---|---|---|---|---|---|---|---|---|---|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 0 |

I would suggest that the selling price be marked in plain figures, but some traders also adopt a private mark for this. This appears to be to be inadvisable, as you always want to impress your honesty of purpose upon the minds of your customers, and where the selling price is marked in plain figures people are more likely to have confidence in you. I might say, incidentally, that I have no sympathy with the trader who has two prices for the same article.

### UNPACKING AND SORTING.

A word or two might not be out of place in regard to the unpacking and sorting of goods. Where possible, I would suggest that a small portion of the store be set apart for this purpose. I have a short counter in a back store which I find handy for both unpacking and repacking goods for delivery. All goods should be carefully checked with the invoices, and any shortage or discrepancy of any kind, whether it be in getting the wrong size or wrong brand of goods, should be immediately reported to the merchant or manufacturer. Not only should the goods be checked by the invoices, but the invoices in turn checked by the orderbook or cards (if the latter system be adopted). The marker will then proceed to mark cost and selling price, and if this be done systematically it will be found that the business of stock-taking at the end of the year will be greatly facilitated. Another advantage of having goods properly marked is that, if you desire to hold a sale, you will have little trouble in ascertaining what is the lowest possible price you can afford to sell the goods at.

As for those goods which the ordinary grocer handles, and which are probably of especial interest to your readers, I would emphatically state that a price-book should always be kept, otherwise there are bound to be vexatious differences in the selling price of the same article bought probably from different houses or at different times. The price-book must be kept up to date, and if you receive a consignment of goods upon which you think you can make a concession in prices, alter your price-book immediately. It would be a good idea to use different colored ink for alterations, as then the salesman, having the reduction brought prominently to mind, can easily draw the attention of the customer to the fact that this alteration has been made. Of course, in grocery lines, the cost prices cannot be marked on the goods, as they are in the drapery or hardware departments, but your order-cards or order-books will contain all these particulars. In conclusion, I would recommend that all invoices be checked, both in the extensions and additions. If this be done it will surprise the ordinary storekeeper to find out how many mistakes occur during the course of a year. Each item should be ticked off by the person who checks the goods, and the invoice should be initialled by the person who passes it as correct.—Country Storekeeper in The Australian Grocer.

# PICKLES

# PICKLES PICKLES

## We have just received into store from

## THE WILLIAMS BROS. COMPANY, LIMITED, DETROIT,

**1,025 cases Pickles, Jams, Mustard, Catsup, Horse Radish, and Baked Beans (Tomato Sauce), 1s, 2s, 3s.**

With 5 cases assorted we give a large sample bottle FREE.

### From C. & E. MORTON, London, Eng.

**175** doz. ord. pints Mixed Pickles.
**175** " " Chow Chow.
**25** " " White Onions.
**25** " " Gherkins.
**15** " " Walnuts.
**105** " Patent lever-top Mixed.
**120** " " " Chow Chow.
**15** " " " Gherkins.
**25** " Fancy bottles Onions.

### From JOHN STEPHEN & CO., Gloucester, Eng.

**125** doz. Mixed Pickles, pints.
**25** " Chow Chow, "
**250** " Gloucester Mixed Pickles, pints.
**90** " Gloucester Chow Chow, "
**15** " Gloucester Gherkins, "

We have just received a very large stock from CROSSE & BLACKWELL.

## TO ARRIVE SHORTLY from MESSRS. ROWAT & CO., GLASGOW.

**100** c's, 16 oz pts., 4 doz. each, Mixed Pickles.
**35** " 16 " 4 " Chow Chow.
**15** " 16 " 4 " Onions.
**75** " 10 " 6 " Mixed Pickles.
**15** c's, 10 oz. pts., 6 doz. each, Chow Chow.
**10** " 10 " " " Onions.
**125** " 40 oz. 2 doz. each, Mixed Pickles.
**15** " 40 " 2 " Chow Chow.
**10** c's, 40 oz. 2 doz. each, Gherkins.

## WE HAVE ONE OF THE LARGEST STOCKS TO BE FOUND IN ANY WHOLESALE HOUSE IN THE DOMINION.

**Our prices are right.** **Send us your orders.**

# L. CHAPUT, FILS & CIE,

**Wholesale Grocers,**

Importers of TEAS and LIQUORS, MONTREAL.

# Expected in a few days

100 Boxes Evaporated Peaches
100 " " Apricots
50 " " Pears

**All Griffin & Skelley's Goods.**

## We offer a bargain in fine Canned Pears and Peaches

**In a day or two we will receive**

500 Cases 3-lb. Bartlett Pears
500 " 3-lb. Yellow Peaches.

which we can sell at such low price as to be retailed at 10c. a can, leaving a good-sized profit.

SS. Escalona is also expected every day and is bringing us a part of our Winter stocks of Raisins and Currants.

**We can now offer for delivery ex-wharf:**

1,000 Boxes Sultana Raisins, 3, 4, 5-Crowns
7,500 " 28 lb. each, Valencia Raisins
F.O.S. Selected, 4-Crown Layers.

**"Merle," "Pallares" and "Arguimbau" Brands.**

Also 1,800 Packages Currants

**FINE FILIATRAS, VOSTIZZAS,** fancy cleaned in different styles of packages.

**We can deliver from stock:**

3,000 7-lb. Boxes English Candied Peels
LEMON, ORANGE, CITRON.

**Write, Wire or Telephone for prices. No trouble to quote.**

# Laporte, Martin & Cie, Montreal

# CURRENT MARKET QUOTATIONS

October 9, 1902.

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, St. John, N.B., and Halifax. The prices are solicited for publication, and are of such quantities and qualities as are usually ordered by retail dealers on the usual terms of credit. For Winnipeg market report and prices, see page 32.

Goods in large lots and for prompt pay are generally obtainable at lower prices.

All quotations for staple products are under the direct control of the Editors, who call daily upon all the leading houses in the principal centres.

| BUTTER, CHEESE AND EGGS | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| Dairy, choice, large rolls, lb. | $..... | $0 18 | $ 15 | $0 16 | $..... | $0 16 |
| " " pound blocks | 17 | 18 | 15 | 17 | 16 | 18 |
| " tubs, best | 15½ | 16 | ..... | 15 | 17 | 19 |
| " tubs, inferior | 14 | 15½ | 11 | 13 | 14 | 16 |
| Creamery, boxes | 19 | 19½ | ..... | 19 | 20 | 23 |
| " prints | ... | 20 | 19 | 20 | 22 | 24 |
| Cheese, new, per lb | 10¾ | 11¼ | 11¼ | 11½ | 11 | 11½ |
| Eggs, new laid, per doz | 19 | 19½ | 15 | 17 | 15 | 17 |
| **CANNED GOODS** | | | | | | |
| Apples, 3's | ..... | ..... | 90 | 1 00 | 1 00 | 1 10 |
| " gallons | ..... | 2 50 | 2 25 | 2 50 | 2 10 | 2 25 |
| Asparagus | 2 20 | 2 25 | 2 00 | 2 40 | ..... | ..... |
| Beets | 1 00 | 1 00 | 90 | 1 00 | ..... | 1 10 |
| Blackberries, 2's | ..... | 1 30 | 1 50 | 1 70 | 1 50 | 1 80 |
| Blueberries, 2's | 92½ | 95 | ..... | ..... | 95 | 1 00 |
| Beans, 2's | 80 | 90 | ... .. | 90 | 90 | 95 |
| Corn, 2's | 82½ | 85 | 82½ | 95 | 80 | 90 |
| Cherries, red, pitted, 2's | 2 25 | 2 30 | 2 10 | 2 25 | 2 30 | 2 40 |
| " white | 2 25 | 2 30 | 2 00 | 2 25 | ..... | ..... |
| Peas, 2's | ..... | 85 | 82½ | 87 | 85 | 90 |
| " sifted | 95 | 1 05 | 90 | 1 00 | 1 10 | 1 15 |
| " extra sifted | 1 05 | 1 15 | 1 20 | 1 25 | 1 20 | 1 25 |
| Pears, Bartlett, 2's | 1 50 | 1 60 | 1 50 | 2 00 | 1 75 | 1 80 |
| " 3's | 1 90 | 2 00 | 2 00 | 2 40 | 2 00 | 2 25 |
| Pineapple, 2's | 2 00 | 2 40 | 2 25 | 2 50 | 2 15 | 2 25 |
| " 3's | 2 25 | 2 40 | 2 50 | 2 60 | 2 50 | 2 60 |
| Peaches, 2's | 1 75 | 1 85 | 1 75 | 1 90 | ..... | 1 75 |
| " 3's | 2 60 | 2 70 | 2 50 | 2 75 | 2 70 | 2 80 |
| Plums, green gages, 2's | 1 30 | 1 35 | 1 10 | 1 25 | 1 30 | 1 60 |
| " Lombard | 1 20 | 1 25 | 1 00 | 1 10 | 1 30 | 1 50 |
| " Damson, blue | 1 00 | 1 25 | ..... | 1 00 | 1 10 | 1 30 |
| Pumpkins, 3's | ..... | 85 | ..... | 95 | 90 | 1 00 |
| " gallon | ..... | ..... | 2 10 | 2 25 | 2 10 | 2 25 |
| Raspberries, 2's | 1 40 | 1 50 | 1 60 | 1 80 | 1 70 | 1 75 |
| Strawberries, 2's | 1 50 | 1 75 | 1 60 | 1 75 | 1 50 | 1 75 |
| Succotash, 2's | 1 00 | 1 25 | ..... | 1 15 | 1 10 | 1 15 |
| Tomatoes, 3's | .... | 1 30 | 1 15 | 1 20 | 1 25 | 1 30 |
| Lobster, talls | 2 75 | 3 20 | ..... | 3 25 | 2 50 | 3 25 |
| " 1-lb. flats | 3 00 | 3 75 | 3 50 | 3 70 | ..... | 1 25 |
| " ½-lb. flats | 1 75 | 1 85 | 1 75 | 1 80 | ..... | 1 75 |
| Mackerel | 1 00 | 1 10 | 1 15 | 1 25 | 1 35 | 1 45 |
| Salmon, sockeye, Fraser | 1 47½ | 1 52½ | 1 50 | 1 52½ | 1 50 | 1 75 |
| " " Northern | ..... | ..... | 1 40 | 1 45 | 1 15 | 1 25 |
| " " Horseshoe | ..... | ..... | 1 50 | 1 52½ | ..... | ... ... |
| " Cohoes | 1 00 | 1 15 | 1 05 | 1 15 | 1 00 | 1 10 |
| Sardines, Albert, ¼'s | 12 | 12½ | 0 13 | 14 | 14 | 15 |
| " " ½'s | 20 | 21 | 20 | 21 | 20 | 21 |
| " Sportsman, ¼'s | 11¼ | 12 | ..... | 12½ | ..... | 12 |
| " " ½'s | 19 | 20 | ..... | 21 | 20 | 21 |
| " key opener, ¼'s | 9 | 11 | 10½ | 11 | 16 | 18 |
| " " ½'s | ..... | 18 | 18½ | 23 | 10 | 11 |
| " P. & O., ¼'s | 20 | 22½ | 23 | 25 | 23 | 25 |
| " " ½'s | 27½ | 30 | 33 | 36 | 33 | 36 |
| " Domestic, ¼'s | 4 | 4¼ | 4 | 4½ | 4 | 4¼ |
| " " ½'s | 7 | 8 | 9 | 11 | ..... | ..... |
| " Mustard, ¼ size, cases 50 tins, per 100 | 7 50 | 11 00 | 8 50 | 9 00 | 8 00 | 9 00 |
| Haddies | ..... | 1 00 | 1 00 | 1 10 | 1 00 | 1 10 |
| Kippered Herrings | 1 00 | 1 85 | 1 00 | 1 55 | 1 00 | 1 10 |
| Herring in Tomato Sauce | 1 00 | 1 55 | 1 00 | 1 70 | ..... | 2 00 |
| **CANDIED PEELS** | | | | | | |
| Lemon, per lb | ..... | 10½ | 10 | 12½ | 13 | 13 |
| Orange, " | ..... | 11 | 11 | 13 | 12 | 13 |
| Citron, " | | 15 | 15 | 18 | 15 | 17 |
| **GREEN FRUITS** | | | | | | |
| Oranges, Sorrentos, per case | 3 75 | 4 00 | ..... | ..... | ..... | ..... |
| " Jamaicas, per bbl | ..... | ..... | | 7 00 | ..... | ..... |
| Quinces, per basket | ..... | ..... | 25 | 0 35 | ..... | ..... |
| Can. Plums, per basket | 0 60 | 0 75 | 50 | 60 | 70 | 80 |
| Lemons, Messina, per box | ..... | 4 00 | 1 00 | 2 00 | 4 00 | 5 00 |
| Bananas, Firsts, per bunch | 1 00 | 1 50 | 1 10 | 2 25 | 1 00 | 2 00 |
| Apples, per bbl | 1 50 | 2 75 | 1 00 | 1 50 | 2 00 | 3 00 |
| Tomatoes | ..... | ..... | 0 20 | 0 30 | 60 | 70 |
| Pears | ... | 0 40 | 0 30 | 0 75 | ..... | ..... |
| Peaches | 0 35 | 0 65 | 0 25 | 0 50 | ..... | 95 |
| Jersey Sweet Potatoes, per bbl. | ..... | 3 25 | 3 00 | 3 50 | ..... | 4 00 |
| Watermelons, per 100 | ..... | | 15 00 | 20 0 | | ..... |
| Canteloupes, per crate | ..... | 3 00 | ..... | ..... | ..... | ..... |
| Californian Peaches | ..... | 1 25 | ..... | ..... | 1 25 | 1 50 |
| " Plums | ..... | | ..... | ..... | ..... | ..... |
| " Pears | ..... | 2 75 | ..... | ..... | ..... | ..... |
| Crabapples, per basket | | | ..... | 0 25 | ..... | ..... |
| Apples, per basket | 0 20 | 0 30 | 0 10 | 0 25 | ..... | ..... |
| Can. Grapes, per basket | 0 18 | 0 20 | 0 17½ | 0 40 | 40 | 50 |
| Peppers, green, per basket | ..... | ..... | 0 15 | 0 20 | 40 | 60 |
| Peppers, ripe | ..... | ..... | 0 75 | 1 00 | ..... | ..... |
| Cranberries, per bbl | ..... | ..... | ..... | 8 50 | ... .. | ..... |
| **SUGAR** | | | | | | |
| Granulated St. Law'ce and Red | ..... | 3 70 | ..... | 3 78 | ..... | |
| Granulated, Acadia | ..... | 3 65 | ..... | 3 73 | ..... | 3 80 |
| Paris lump, bbls. and 100-lb. bxs | ..... | 4 25 | ..... | 4 30 | | 4 55 |
| " in 50-lb. boxes | ..... | 4 35 | ..... | 4 43 | 4 65 | 4 75 |
| Extra Ground fcing. bbls. | ..... | 4 25 | ..... | 4 60 | ..... | ..... |
| Powdered, bbls | ..... | 3 90 | ..... | 4 35 | 5 50 | 5 80 |
| Phœnix | ..... | 3 50 | ..... | 3 58 | ..... | ..... |
| Cream | ..... | 3 35 | ..... | 3 43 | ..... | ..... |
| Extra bright coffee | ..... | 3 60 | ..... | 3 73 | ..... | ..... |
| Bright coffee | ..... | 3 45 | ..... | 3 53 | ..... | ..... |
| Bright yellow | ..... | 3 40 | ..... | 3 48 | ..... | 3 70 |
| No. 3 yellow | ..... | 3 35 | ..... | 3 43 | ..... | ..... |
| No 2 yellow | ..... | 3 15 | ..... | 3 23 | ..... | ..... |
| No 1 yellow | ..... | 3 05 | ..... | 3 13 | ..... | 3 20 |

| HARDWARE PAINTS AND OILS | Montreal. | | Toronto. | | St. John Halifax. | |
|---|---|---|---|---|---|---|
| Wire nails, base | ..... | $2 55 | ... .. | $2 55 | ..... | $3 20 |
| Cut nails, base | ..... | 2 35 | ..... | 2 45 | ..... | 2 85 |
| Barbed wire, per 100-lb. | ..... | 3 00 | ..... | 3 00 | 3 50 | 3 75 |
| Smooth Steel Wire, base | ..... | 2 60 | ..... | 2 60 | ..... | ..... |
| White lead, Pure | ..... | 5 87½ | 5 00 | 5 25 | ..... | 6 80 |
| Linseed oil, 1 to 2 bbls., raw | ..... | 82 | ..... | 75 | ..... | 78 |
| " " boiled | ..... | 85 | ..... | 78 | ..... | 81 |
| Turpentine, single bbls. | ..... | 67 | ..... | 72 | ..... | 71 |
| Benzine, in bbls., per gal. | ..... | ..... | ..... | 18¾ | ..... | 21 |
| **SYRUPS AND MOLASSES** | | | | | | |
| Syrups— | | | | | | |
| Dark | ..... | 1⅞ | ..... | ..... | ..... | ..... |
| Medium | ..... | 2⅛ | 30 | 32 | ..... | ..... |
| Bright | ..... | 2⅜ | 35 | 37 | ..... | |
| Corn Syrup, barrel, per lb. | .... | 3 | ..... | 3 | ..... | ..... |
| " " ½ bbls. " | ..... | 3½ | ..... | 3½ | ..... | ..... |
| " " kegs " | ..... | 3¼ | ..... | 3¼ | ..... | ..... |
| " " 3 gal. pails, each | ..... | 1 40 | ..... | 1 40 | ..... | ..... |
| " " 2 gal. " " | ..... | 1 10 | ..... | 1 10 | ..... | ..... |
| Honey | ..... | ..... | ..... | 40 | .... | ..... |
| " 25-lb. pails | ..... | 1 05 | ..... | 1 00 | ..... | ..... |
| " 38-lb. pails | ..... | 1 0 | ..... | 1 40 | ..... | ..... |
| Molasses— | | | | | | |
| New Orleans, medium | 22 | 30 | 25 | 30 | 28 | 30 |
| " " Open kettle | .... | ... .. | 40 | 50 | ..... | ..... |
| Barbadoes | 23 | 24 | ..... | 32 | 24 | 25 |
| Porto Rico | ..... | 38 | 38 | 42 | 30 | 32 |
| **CANNED MEATS** | | | | | | |
| Comp, corn beef, 1-lb. cans | 1 55 | $1 65 | $1 55 | $1 65 | $1 55 | $1 60 |
| " " 2-lb. cans | 2 75 | 3 00 | 2 85 | 3 00 | 2 80 | 2 90 |
| " " 6-lb. cans | 7 90 | 9 60 | ..... | 8 25 | 8 75 | 9 25 |
| " " 14-lb. cans | 16 50 | 23 00 | ..... | 19 50 | 20 00 | 21 00 |
| Minced collops, 2-lb. can | ..... | 2 75 | ... .. | 2 60 | 2 50 | 2 80 |
| Lunch tongue, 1-lb. can | 3 00 | 3 90 | ..... | 3 00 | 3 00 | 3 25 |
| " " 2-lb. can | 6 00 | 7 90 | ..... | 7 00 | 6 80 | 7 00 |
| English brawn, 2-lb. can | 2 40 | 2 75 | ..... | 2 45 | 2 75 | 2 80 |
| Camp sausage, 1-lb. can | ..... | ..... | ..... | 2 50 | 2 50 | ..... |
| " " 2-lb. can | ..... | ..... | ..... | 4 00 | 4 00 | ..... |
| Soups, assorted, 1-lb. can | 1 15 | 1 50 | ..... | 1 50 | 1 40 | |
| " " 2-lb. can | 2 40 | 2 45 | ..... | 2 20 | 2 25 | |
| Soups and Boull, 2-lb. can | 1 75 | 2 50 | ..... | 1 80 | 1 75 | |
| " " 6-lb. can | 3 50 | 5 85 | ..... | 4 50 | 4 25 | 4 50 |
| Sliced smoked beef, ½'s | 1 65 | 1 70 | 1 65 | 1 70 | ..... | 2 00 |
| " " " 1's | 2 75 | 3 10 | 2 80 | 2 95 | ..... | 3 25 |
| **FRUITS** | | | | | | |
| Dried— | | | | | | |
| Currants, Provincials, bbl. | ..... | ..... | ... | ... | ..... | ..... |
| " Filiatras, cases | ..... | 5¾ | 5 | 5½ | ..... | ..... |
| " " ½-cases | 5½ | 5½ | 5¼ | 6 | ..... | ..... |
| " Patras, cases | ..... | 6 | 6 | 6½ | ..... | ..... |
| " " ½-cases | ..... | 6 | 6¼ | 7 | ..... | ..... |
| Amallas | 6½ | 7 | 7 | 7½ | ..... | 6½ |
| Vostizzas, cases | 6½ | 7 | 7 | 8 | ..... | ..... |
| Dates, Hallowees | ..... | 4¼ | ..... | 4½ | ..... | 4½ |
| " Sairs | ..... | 3½ | ..... | 4½ | ... | 4 |
| Figs, Elemes | ..... | 1 00 | 8 | 18 | 8 | 10 |
| " Mats, per lb | 3 | 3¼ | ..... | 4 | ..... | ..... |
| " Tapnets | ..... | 3 30 | ..... | 4 | ..... | ..... |
| " Naturals | ..... | ..... | ... .. | 4 | ..... | ..... |
| Prunes, California, 30's | ..... | 9 | ..... | ..... | 10 | 12 |
| " " 40's | ..... | 8½ | 8¾ | 10 | 9 | 9½ |
| " " 50's | ..... | 8¼ | 8 | 8½ | 8¼ | 9 |
| " " 60's | ..... | 8 | 7½ | 8 | 8 | 8½ |
| " " 70's | ..... | 7½ | 6¾ | 7½ | 7½ | 8 |
| " " 80's | ..... | 7 | 6½ | 7 | 7 | 7½ |
| " " 90's | ..... | 6½ | 5¼ | 5½ | 6¼ | 7 |
| " " 100's | ..... | 6 | ..... | 5 | 6 | 6½ |
| " Bosnia, A's | ..... | ..... | ... .. | 5 | ..... | ..... |
| " " B's | ..... | ..... | 7½ | 8 | ..... | ..... |
| " " U's | ..... | 5 | 6¼ | 6½ | ..... | ..... |
| " French, 50's | ..... | ..... | ..... | ..... | ..... | ..... |
| " " 110's | ..... | 5 | ..... | ..... | ..... | ... |
| Raisins, Fine off stalk | 6½ | 7½ | 8 | 9 | ..... | 5 |
| " Selected | 7¾ | 8 | 8¾ | 9 | 5¼ | 6 |
| " Selected layers | 7½ | 8¼ | .... | 9 | 6½ | 7 |
| " Sultanas | ..... | 9½ | 11 | 16 | 10 | 12 |
| " California, 2-crown | 5 | 5½ | ..... | ..... | 6½ | 6¾ |
| " " 3-crown | 7¼ | 7¾ | ..... | ..... | 8 | 8½ |
| " " 4-crown | 7¾ | 8 | ... | ..... | 8½ | |
| " " 1's seeded, 3-cr. | 9¾ | 10½ | 8½ | 10 | 9½ | 10½ |
| " Empire clusters | 1 50 | 1 60 | .... | 2 60 | | 2 00 |
| " Black baskets | ..... | ..... | ..... | 2 25 | 2 00 | 2 25 |
| " Extra clusters | ..... | ..... | ..... | 3 35 | ..... | 2 50 |
| " Denesa clusters | ... | ..... | ..... | 3 10 | 3 00 | 3 50 |
| " Royal B clusters | 3 25 | 3 30 | ..... | 5 00 | | ..... |
| " Connoisseurs c'str's | ..... | ..... | ..... | 2 10 | ..... | ..... |
| " Excelsior clusters | ..... | ..... | ..... | 4 60 | ..... | ..... |
| Evaporated apples | ..... | ..... | ..... | 7½ | ..... | ..... |
| Dried " | ..... | ..... | ..... | 5½ | ..... | ..... |
| **PROVISIONS** | | | | | | |
| Dry Salted Meats— | | | | | | |
| Long clear bacon | .... | 12 | 11 | 11½ | ..... | ..... |
| Smoked meats— | | | | | | |
| Breakfast bacon | ..... | 15½ | 14½ | 15 | | ..... |
| Rolls | ..... | 12½ | 12 | 12½ | 11 | 12 |
| Medium Hams | ..... | 14 | 13½ | 14 | 14 | 15 |
| Large Hams | ..... | 13 | 12½ | 13 | ..... | ... .. |
| Shoulder hams | | 13 | 11 | 11½ | ..... | . |
| Backs | ..... | 15 | 14½ | 15 | ..... | ..... |
| Meats out of pickle 1c. less. | | | | | | |
| Barrel Pork— | | | | | | |
| Canadian heavy mess | ... .. | 23 00 | .... | 21 0 | 2' 50 | 22 50 |
| " short cut | 21 50 | 22 00 | 23 00 | 23 00 | 23 00 | 24 00 |
| Plate beef | 12 00 | 13 50 | | 15 00 | 14 00 | 6 00 |
| Lard, tierces, per lb. | ... | 11 | 10¼ | 11 | 11¾ | 12 |
| Tubs | ... | 11½ | 11 | 11½ | 12 | 12½ |
| Pails | ..... | 11¼ | 1 ¼ | 11½ | 1 ¼ | 2½ |
| Compounds | ..... | 9½ | 8¾ | 10¼ | ..... | ..... |




# Who are Using Trade Due Bills?

**A Few Names of Progressive Merchants who Have Adopted the Cranston System**

Aluminum and Brass Trade Due Bills are not a fad. They have passed the experimental stage and are now in use in thousands of the best departmental and general stores in the United States and Canada. On this side of the line they have steadily gained in popularity, and for one user ten years ago, there are now fifty. In adopting the system you are not making an experiment, but you are accepting and putting into practice one of the best business ideas of this progressive age. To those who had the courage some ten years ago to enter on an unknown, untried system, apparently expensive, the merchants of to-day owe a debt of gratitude. These forerunners have proven beyond the slightest possibility of a doubt that Trade Due Bills in Aluminum or Brass make the only satisfactory way of handling a produce trade: that they save time, trouble, labor, inconvenience and money; that they are a splendid advertising medium and that they are easily worth double their cost to the enterprising and up-to-date merchant who adopts them. Some users claim they are worth $200 a year to them.

Here are the names of some of those who have adopted the Due Bills:

Buck & Schmidt, New Dundee.
M. Y. Shantz, Berlin.
W. Lincoln Scott, Stratford.
Scofield & Co., Pt. Dover.
James & Deming, Brantford.
The Mason Co., Bowmanville.
Jas. Maylor & Son, Forest.
Playfair, Preston & Co., Midland.
Beck M'f'g. Co., Penetanguishene.
Stonehouse Bros., Wallaceburg.
Kane & Kane, Orillia.
J. Dickie, Oshawa.

Don't believe us, we are prejudiced. We have heard nothing but good words for them. Pick out two or three of the above and write to them and we will pay your postage. If you do not get satisfactory replies, do not order. SEND FOR SAMPLES.

**THE CRANSTON NOVELTY CO., = = GALT, ONT.**



# "Dandy" Oyster

is our newest and most seasonable biscuit. You'll want it for your oyster customers during the winter. It's a light, crisp, tasty biscuit, highly commended by particular people who have used and are still using them. A necessary adjunct to oyster stews, soups, scollops, etc. Better order some now. You won't have to "push" them. They will be in good demand all through the "R" months.

**Christie, Brown & Co., Limited, TORONTO and MONTREAL**


| COFFEE | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| Green— | | | | | | |
| Mocha | ..... | 24 | 23 | 28 | 25 | 30 |
| Old Government Java | ..... | 27 | 27 | 30 | 25 | 30 |
| Rio | ..... | 10 | 7 | 12 | 12 | 13 |
| Santos | ..... | ..... | 9½ | 10½ | ..... | ..... |
| Plantation Ceylon | ..... | 29 | [illegible] | 30 | 29 | 31 |
| Porto Rico | ..... | ..... | 22 | 25 | 24 | 28 |
| Gautemala | ..... | ..... | 22 | 25 | 24 | 26 |
| Jamaica | ..... | 18 | 15 | 20 | 18 | 22 |
| Maracaibo | ..... | 18 | 18 | 18 | 12 | 13 |
| **NUTS** | | | | | | |
| Brazil | 13½ | 14½ | 15 | 16 | ..... | 15 |
| Valencia shelled almonds | 28 | 30 | 30 | 35 | 30 | 35 |
| Tarragona almonds | ..... | 11 | ..... | 11½ | 12 | 13 |
| Formegetta almonds | ..... | ..... | ..... | 10½ | ..... | ..... |
| Jordan shelled almonds | ..... | 42 | 40 | 43 | ..... | ..... |
| Peanuts (roasted) | 8½ | 13 | 9 | 10½ | 9 | 10 |
| " (green) | 6¾ | 7¾ | 8 | 10 | ..... | ..... |
| Cocoanuts, per sack | ..... | 3 25 | ..... | 3 75 | 3 50 | 4 00 |
| " per doz | ..... | ..... | ..... | 60 | 60 | 70 |
| Grenoble walnuts | 10 | 11 | ..... | 12½ | 11 | 12 |
| Marbot walnuts | ..... | 10 | 11½ | 12 | ..... | ..... |
| Bordeaux walnuts | ..... | 9 | .... | 8 | 8½ | 9 |
| Sicily filberts | ..... | 9½ | 11 | 11½ | 8½ | 9 |
| Naples filberts | .... | ..... | ..... | ..... | 10 | 11 |
| Pecans | 17 | 17½ | 13 | 15 | 13 | 14 |
| Shelled Walnuts | ..... | 18 | 21 | 23 | ..... | 25 |
| **SODA** | | | | | | |
| Bi-carb, standard, 112-lb. keg | 1 65 | 1 80 | 2 00 | 2 25 | 1 70 | 1 75 |
| Sal soda, per bbl | 70 | 75 | 80 | 90 | 85 | 90 |
| Sal Soda, per keg | 95 | 1 00 | ..... | 1 00 | 95 | 1 00 |
| **SPICES** | | | | | | |
| Pepper, black, ground, in kegs | | | | | | |
| pails, boxes | 16 | 18 | ..... | 18 | 14 | 15 |
| " in 5-lb. cans | 14 | 17 | ..... | 19 | 15 | 16 |
| " whole | 15 | 17 | ..... | 19 | 12 | 13 |
| Pepper, white, ground, in kegs | | | | | | |
| pails, boxes | 26 | 27 | 26 | 27 | 24 | 26 |
| " 5-lb. cans | 25 | 26 | 25 | 26 | 20 | 22 |
| " whole | 23 | 25 | 23 | 25 | 20 | 22 |
| Ginger, Jamaica | 19 | 25 | 22 | 25 | 20 | 25 |
| Cloves, whole | 12 | 30 | 14 | 35 | 18 | 20 |
| Pure mixed spice | 25 | 30 | 25 | 30 | 25 | 30 |
| Cassia | 13 | 18 | 20 | 40 | 16 | 20 |
| Cream tartar, French | ..... | 25 | 24 | 25 | 20 | 22 |
| " " best | ..... | 28 | 25 | 30 | 25 | 30 |
| Allspice | 10 | 15 | 13 | 16 | 16 | 18 |
| **WOODENWARE** | | | | | | |
| Palls o. 1, 2-hoop | ..... | 1 65 | ..... | 1 55 | ..... | 1 90 |
| " " 3-hoop | ..... | 1 80 | ..... | 1 70 | ..... | 2 05 |
| " half, and covers | ..... | 1 65 | ..... | 1 60 | ..... | 1 75 |
| " quarter, jam and covers | ..... | 1 15 | ..... | 1 10 | ..... | 1 45 |
| " candy, and covers | 2 50 | 2 90 | ..... | 2 40 | ..... | 3 20 |
| Tubs No. 0 | 10 00 | 10 15 | ..... | 8 50 | ..... | 11 00 |
| " " 1 | 8 00 | 8 15 | ..... | 7 00 | ..... | 9 00 |
| " " 2 | 7 00 | 7 15 | ..... | 6 00 | ..... | 8 00 |
| " " 3 | | 6 15 | ..... | 5 25 | ..... | 7 00 |

| PETROLEUM | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| Photogene | ..... | ..... | 17 | 17½ | ..... | ..... |
| Canadian water white | 14½ | 15½ | ..... | 16 | 16½ | 17 |
| Sarnia water white | 16 | 17 | 16½ | 17 | 16½ | 17½ |
| Sarnia prime white | ..... | 18 | 15 | 15½ | 16½ | 17 |
| American water white | ..... | 19 | 17½ | 18 | 17½ | 18 |
| Pratt's Astral (barrels extra) | 18½ | 19 | 17 | 17½ | 18½ | 19 |
| **TEAS** | | | | | | |
| Black— | | | | | | |
| Congou—Half-chests Kalsow, Moning, Paking | 13 | 60 | 12 | 60 | 11 | 60 |
| Caddies Paking, Kalsow | 17 | 40 | 18 | 50 | 16 | 4 |
| Indian—Darjeelings | 35 | 55 | 35 | 55 | 30 | 50 |
| Assam Pekoes | 20 | 40 | 20 | 40 | 15 | 40 |
| Pekoe Souchong | 18 | 25 | 18 | 25 | 17 | 24 |
| Ceylon—Broken Pekoes | 35 | 42 | 35 | 42 | 34 | 40 |
| Pekoes | 20 | 30 | 20 | 30 | 20 | 30 |
| Pekoe Souchong | 17½ | 40 | 17 | 35 | 17 | 35 |
| China Greens— | | | | | | |
| Gunpowder—Cases, extra first | 41 | 50 | 42 | 50 | ..... | ..... |
| Half-chests, ordinary firsts | 22 | 28 | 22 | 28 | ..... | ..... |
| Young Hyson—Cases, sifted extra firsts | 42 | 50 | 42 | 50 | ..... | ..... |
| Cases, small leaf, firsts | 35 | 40 | 35 | 40 | ..... | ..... |
| Half-chests, ordinary firsts | 22 | 38 | 28 | 38 | ..... | ..... |
| Half-chests, seconds | 17 | 19 | ..... | 23 | ..... | ..... |
| " thirds | 15 | 17 | 16 | 18 | ..... | ..... |
| " common | 13 | 14 | 14 | 15 | ..... | ..... |
| Pingsueys— | | | | | | |
| Young Hyson, ½-chests, firsts | 28 | 32 | 38 | 32 | 30 | 40 |
| " " seconds | 16 | 19 | 16 | 19 | ..... | ..... |
| " Half-boxes, firsts | 28 | 32 | 28 | 32 | ..... | ..... |
| " " seconds | 16 | 19 | 16 | 19 | ..... | ..... |
| Japans— | | | | | | |
| ½-chests, finest May pickings | 38 | 45 | 38 | 40 | ..... | ..... |
| Choice | 32 | 36 | 33 | 37 | ..... | ..... |
| Finest | 28 | 30 | 30 | 32 | ..... | ..... |
| Fine | 25 | 27 | 27 | 30 | ..... | ..... |
| Good medium | 22 | 24 | 25 | 28 | ..... | ..... |
| Medium | 18 | 20 | 21 | 23 | ..... | ..... |
| Good common | 16 | 18 | ..... | 20 | ..... | ..... |
| Common | 13 | 15 | ..... | 19 | ..... | ..... |
| Nagasaki, ½-chests, Pekoe | 16 | 22 | ..... | ..... | ..... | ..... |
| " " Oolong | 14 | 15 | ..... | ..... | ..... | ..... |
| " " Gunpowder | 16 | 18 | ..... | ..... | ..... | ..... |
| " " Siftings | 7½ | 11 | ..... | ..... | ..... | ..... |
| **RICE, MACARONI, SAGO, TAPIOCA.** | | | | | | |
| Rice—Standard B | 3 00 | 3 10 | ..... | 5½ | 3 25 | 3 40 |
| Patna, per lb | 4 25 | 4 50 | 4¾ | 5 | 5 | 6 |
| Japan | 4 40 | 4 90 | 5½ | 6 | 5 | 6 |
| Imperial Seeta | 4 60 | 4 90 | 4¾ | 5½ | 5 | 6 |
| Extra Burmah | ..... | ..... | 4¾ | 4¾ | 4 | 5 |
| Java, extra | ..... | 5¾ | 6 | 6½ | 6 | 7 |
| Macaroni, dom'tic, per lb., bulk | 3¾ | 4¼ | ..... | 7½ | ..... | ..... |
| " imp'd, 1-lb. pkg., French | 8 | 12 | 9 | 10 | ..... | ..... |
| " " " Italian | 8 | 10 | 11 | 12½ | ..... | ..... |
| Sago | 3¼ | 3½ | 3¾ | 4 | 4½ | 5 |
| Tapioca | ..... | 3½ | 3¼ | 3¾ | 4½ | 5 |




# The Australasian Grocer

The Organ of the Grocery, Provision and kindred Trades of the Antipodes.

## Subscription $2.50 per Ann.

post free to any part of the world.
A handsome Diary is presented free to annual subscribers.

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*Specimen Copies Free on Application.*

# REMOVAL NOTICE




OUR NEW ADDRESS IS :

**30 WEST MARKET ST.**
**TORONTO**

## DOUGLAS & RATCLIFF

# Gillard's Sauce

Is still the best and cheapest.

# Gillard's Pickle

The most delicious English pickle made.

AS SUPPLIED TO
HIS MAJESTY THE KING
AND
HIS ROYAL HIGHNESS THE PRINCE OF WALES, K.G., Etc.

Sole Proprietors:
## GILLARD & CO., Limited, LONDON, ENG.

THE "GLOBE" POLISH HAS COME TO STAY
AND ALL DEALERS CAN STOCK IT WITHOUT
HESITATION.

TRY "GLOBE" AND YOU WILL USE NO OTHER. IT IS THE BEST.

# "GLOBE" METAL POLISH

Write for a supply of
Show cards and Advertising Novelties.

—WE SHALL BE PLEASED TO ANSWER ALL ENQUIRIES.—

**RAIMES & CO., 164 DUANE ST., NEW YORK CITY.**

## TEA TASTING.

IN England tea tasting, as in this country, is quite a profession, and The London Tit-Bits has the following to say on the matter :

"Tea tasting is a talent which comes with birth and cannot be learned. And not ouly must a tea taster possess an extremely susceptible palate, but his sense of smell must also be particularly keen.

"Smelling, in fact, plays almost as important a part in the work as tasting. By simply handling and applying to his nostrils a pinch of tea from a dozen separate chests, an expert can often tell the quality of each and the price it is worth. And when it is mentioned that tea can be bought in Mincing Lane at from 3½d. to 7s. per lb., it will readily be understood that it requires no little skill to determine the various qualities.

"Tasting, however, is resorted to in order to make quite sure. A small quantity will be taken from, say, a dozen packages of tea, and after each sample has been carefully weighed will be placed in a tiny teapot. When the boiling water has been poured in the tea has to stand for exactly six minutes—which is the proper time it should be allowed to brew. It is then poured into cups and milk added, but no sugar.

"Taking a peculiarly shaped silver spoon, the taster, when the tea is sufficiently cool, will proceed to taste each cupful, and each packet from which the sample has been taken will be marked according to the judgment pronounced. Sometimes the taster has to take two or three spoonfuls from each cup in order to make quite sure that his judgment is not at fault. And even then it is sometimes considered necessary to have his opinion confirmed by one or two other experts. A tea taster, however, is seldom at fault, and some of them are so skillful that, by merely tasting a sample of tea in this manner, they can immediately tell where and when it was grown as well as its value.

"The tea leaves, too, are often taken from the pots and duly examined. For, although it is not considered an infallible test, yet good tea is often determined by the rich brown color of its infused leaves. It is also a peculiar fact that a taster can often tell from the size and the shape of a broken leaf the size of the original perfect leaf, and in that way come to a decision regarding the quality of the blend."

## DEFINITION OF A GROCER.

Some years ago Mr. Artemus Ward gave the following definition of a grocer : "A grocer is a good-natured man who deals in the necessities of life at the corner. He solicits trade by marking all his goods down to cost and when the customers don't pay promptly he waits. Yes, he is the man who lives by selling sugar, and makes so much money on it that he is expected to give lumps of it to all the children. Oh yes, the grocer is a pious man. He rarely ever swears, except when he sells 18 lb. of raisins out of a 26-lb. box, or when he weighs out a barrel of granulated sugar and it lacks just 6 lb., or when he hears Mr. Never-Pay say, 'Charge it,' or when the summer is so hot he loses a dozen good cheese, or when the winter is so cold that his potatoes freeze, or—but your mother is calling you. Good-night, child ; I'll tell you the rest about the grocer another day."

## FROSTS AND BRAZILIAN COFFEE.

THE subject of those Brazilian frosts which are reported to do so much damage to the coffee trees of Brazil is treated as follows by The Brazilian Review :

"We give a number of telegrams relating to the frost, from which it would appear to have been about as bad as it possibly could be if made to order. The fact that several of the big estates seem to have escaped damage altogether, whilst the neighboring plantations are reported to be almost destroyed, lends it an element of romance that would seem to counsel caution, an attitude that the failure of the local markets to respond to any extent confirms. No doubt there has been a severe frost and a good deal of damage has been done, the extent of which can, however, only be fully appreciated after the September and October flowerings.

"The effect of severe frost upon coffee trees during flowering is generally to ruin the flowering and, if very intense, to affect the twigs themselves, which dry and fall off. The buds and flowers corresponding to this year's July and August flowering must, therefore, have suffered severely and in many instances be entirely lost. Moreover, where the frost was very bad the trees will be weakened and be prevented from flowering as usual in September, October and November, except, perhaps, to a limited extent on the lower part of shrubs over 8 years of age. Trees up to 4 years must be pruned to prevent total loss. Older trees which are partially defended by abundant foliage generally only lose part of the latter, and entirely regain their vigor in a couple of years at most."

## INQUIRIES ABOUT CANADIAN TRADE.

The following were among the recent inquiries relating to Canadian trade received at the Canadian Government Office in London, Eng.:

1. A London firm having branches at Beira, Port Elizabeth and Cape Town, desires to get into communication with Canadian firms wishing to establish agencies in South Africa for Canadian produce and manufactured goods.

2. A firm in Portsmouth desires to open up business relations with firms in Canada who are exporters of fruits, such as apples, etc. They will undertake sales at a fixed commission.

[The names of the firms making the above inquiries can be obtained upon application to the Editor of THE CANADIAN GROCER.]


**PRODUCE AGENCY WANTED.**

TWO YOUNG MEN GOING TO SOUTH Africa desire Canadian agency for Produce, Etc. Good connection. Box 5, Canadian Grocer, Toronto. (41)

**FOR SALE.**

ESTABLISHED GROCERY BUSINESS, CORner store and dwelling, doing good trade, owner leaving city. Box 100, CANADIAN GROCER, Toronto. (41)

SULTANA RAISINS

bright and medium grades,
New Fruit, now in store.

**WARREN BROS. & CO.**
TORONTO.

"ACME"
TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50 lb. box.

**TORONTO SALT WORKS, Toronto, Ont.**
Agents for the Canadian Salt Co., Windsor, Ont.

Perkins, Ince & Co.

**Wholesale Grocers**

FRONT STREET EAST,
**Toronto.**

Established 1845. MODERN MACHINERY. UP-TO-DATE METHODS. Established 1845




1 and 2-lb. Tins.

## S. H. & A. S. EWING'S

HIGH-GRADE

# COFFEE and SPICES

"The goods that have stood the test of time."
"The perfected products of 57 years' study and experience."
(Have you seen the new ¼ Spice package "Prince of Wales'" brand? Write for sample.)

**S. H. & A. S. EWING,** Montreal Coffee and Spice Steam Mills, 55 Cote St., MONTREAL, P.Q.

---

# To Arrive This Week

## Japan Teas, in 30-lb. boxes
## Japan Fannings, half-chests

**Both to arrive this week.**

## F. J. CASTLE - OTTAWA.

---

Subscribers wanting goods or special quotations on anything anywhere in Canada, at any time, can get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto or Montreal.

---

**COX'S GELATINE** Always Trustworthy

ESTABLISHED 1725.

Agents for Canada:
C. E COLSON & SON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO., Toronto, St. John, N.B., and Montreal

---

SEASON 1902.

# Butter Tubs

Order now—ship when required. Best goods—fair price.

**WALTER WOODS & CO.**

HAMILTON.

---

Established 1862.

## E. THOMPSON & CO.

LIVERPOOL,

Offices—11 Victoria St. . . . ENG.
Warehouses—48-52 Thomas St.

We solicit correspondence and offers of all kinds of **CANNED GOODS** and **DRIED FRUITS**, etc., suitable for the English and Continental markets. Consignments will receive best attention and advances made when required.

REFERENCE—Canadian Bank of Commerce.

American Agent—
G. H. THOMPSON,
107 Hudson St., NEW YORK.

---

ARE YOU USING OUR



Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?

Give them a Trial.

**THE SYDENHAM GLASS CO.,** of WALLACEBURG, Limited.

---

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

---

Toronto Fruit Merchants.

## *McWilliam & Everist*

Commission Merchants.

Fruit Importers and Exporters.

Canadian Apples a Specialty.

CORRESPONDENCE SOLICITED.

Quote us if you have anything to offer.
Ask for our prices when requiring fruit.

25 and 27 Church St., TORONTO, Can.

Long Distance 'Phone Main 645.
Warehouse 'Phone Main 3394.

---

## California Fruits

**Canadian Peaches, Plums, Tomatoes.**

Fresh arrivals daily at lowest market prices.

Full stock of Oranges, Lemons and Bananas always on hand.

**HUSBAND Bros. & Co.**

82 Colborne St., TORONTO.

Phones, Main 54, Main 3428.

## BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

C. J. UPTON, general merchant, Elmvale, Ont., has assigned to J. McEachren.

Jas. Tanguay, tobacconist, Quebec, has assigned.

J. B. Horowich, junk dealer, Chatham, N.B., has left the place.

W. S. Haire, tobacconist, Toronto, has assigned to W. H. Lamont.

C. Wm. Pharaoh is the curator of T. A. Moore, grocer, Bedford, Que.

P. E. Forget, general merchant, Labelle, Que., has affected a compromise.

William Lasalle, general merchant, Pierreville, Que., has assigned to A. A Mondon.

A demand of assignment has been made on All. Brunel, grist miller, St. Rodaire, Que.

The creditors of P. Morin, general merchant, St. Tite, Que., will meet on October 13.

A demand of assignment has been made on Adrien Barrette, general merchant, St. Tite, Que.

A demand of assignment has been made on S. Bertrand, general merchant, Notre Dame Des Anges, Que.

G. Pommerleau, general merchant, Beauce Junction, Que., has assigned; V. E. Paradis is provisional guardian.

The creditors of J. E. Langlois, general merchant, The Brook, Ont., have held a meeting; Langlois is offering to compromise.

PARTNERSHIPS FORMED AND DISSOLVED.

Miller & Co., canners, Trenton, Ont., have dissolved.

Labelle & Gregoire, bakers, St. Johns, Que., have dissolved.

Kearney & Kearney, general merchants, Dawson, B.C., have dissolved.

T. H. Metcalfe, grain dealer, Winnipeg, has admitted Jas. E. George under the style of T. H. Metcalf & Co.

G. Thorsteinson & Co., general merchants, Gimli, Man., have dissolved; G. Thorsteinson continues.

Bertarnd & Co., confectioners and fruiterers, Brandon, Man., have admitted A. P. Jeffrey; Miss V. Bertrand retires.

Faas, Crawford & Co., general merchants, Kitchener, B.C., have dissolved; T. J. &. W. H. Crawford continues.

Masterson & Griffith, general merchants, Trout Lake City, B.C., have admitted Edw. Baillie as partner under the style of Masterson, Griffith & Co.

SALES MADE AND PENDING.

John Rieck, victualler, Parrsboro', N S., has sold out.

The stock of W. J. & J. McCalla, grocers, etc., St. Catharines, Ont., has been sold.

The assets of J. A. Lomme, general merchant, St. Johns, Que., are to be sold.

The assets of A. Lafontaine, general merchant, Drummondville, Que., are to be sold.

The assets of Raoul Oumais, dealer in teas, crockery, etc., Montreal, are to be sold.

The stock of Jean S. McLeese, general merchant, Soda Creek, B.C., is to be s ld by auction October 16.

The real estate of T. J. K. Alexander, general merchant, St. Agathe Des Monts, Que., is to be sold October 14.

CHANGES.

A. F. Craig & Co., grocers, Montreal, have registered.

A. G. Booth, grocer, Toronto, has sold out to W. Booth.

Mrs. F. Young, confectioner, Almonte, Ont., has sold out.

Ellen Kennedy, grocer, Thorold, Ont., is giving up business.

A. B. McNeill, grocer, Vancouver, has sold out to P. H. Alder.

Peter Odell, grocer, Belmont, Ont., has sold out to A. D. McLachlin.

J. A. Biron, grocer, etc., St. Louis de Mile End, Que., has registered.

M. C. Moore, general merchant, Richmond, Ont., is closing out business.

Hudson & Latter, grocers, Grand Valley, Ont., are succeeded by L. V. Johnson.

Augustin Compte & Co., importers of coffees, etc., Montreal, have registered.

Meader & Co., general merchants, Hazel Cliff, N.W.T., have sold out to McLaughlin & Rawson.

The real estate of A. Gagnon & Co., tanners, Victoriaville, Que., is to be sold.

Malcolm McDougal, general merchant, Oakdale, Ont., has sold out to John Tyler.

Prudent Morin, dealer in groceries and furniture, Acton, Que., is starting business.

George B. Hadley & Son, bakers, Mulgrave, N.S., are succeeded by E. L. Hadley.

Carson & Richardson, grocers, etc., St. Andrews, Que., are succeeded by Richardson Bros.

C. T. Daykin, general merchant, Lacombe, N.W.T., has sold out to A. M. Campbell.

E. S. Piggott, store and sawmill, Bridgetown, N.S., is out of business; his sawmill is burned.

L. M. Vandermade, general merchant, Lambeth, Ont., has sold out to W. B. Woodhull.

The stock of the estate of K. Finnson, lumber merchant, Icelandic River, Man., has been sold to C. Finkleman at 51c. on the dollar.

George E. Smith, general merchant, Rat Portage, Ont., has sold his stock of dry goods, clothing and shoes to E. Appleton, and continues the grocery business.

FIRES.

H. Chambers, general merchant, Springfield, Ont., has sustained loss by fire; insured.

DEATHS.

J. O. Charlebois, grocer, liquor merchant, etc., Ottawa, is dead.

S. H. Caswell, of S. H. Caswell & Co., bankers and general merchants, Qu'Appelle Station, N.W.T., is dead.


# To the Dealers.

We have not advanced the price of our tobaccos. Amber Smoking Tobacco, Bobs, Currency and Fair Play Chewing Tobaccos are the same size and price to the consumer as formerly. We have also extended the time for the redemption of Snowshoe Tags to January 1st, 1904.

THE EMPIRE TOBACCO CO.
MONTREAL, QUE. LIMITED

# Which is the Wisest Plan?

To sell the kind of teas that possess the essential qualities which contribute towards making every grocer's department profitable and successful—or to lose the opportunity of attaining a popularity for this department by handling teas the public will not show any particular partiality for.

## OF COURSE

the former plan is the best for every go-ahead grocer to adopt, and as

# Ceylon Teas

are conceded to be by far the most preferable teas imported into Canada, we make no exaggerated claim when we state that if you are anxious to please your customers and win their confidence and tea trade you will find

# Ceylon Teas

of the greatest assistance to you in your most laudable ambition.

# EVERYTHING

comes to the man who

# WAITS,

but **Robinson's Patent Barley**

and **Robinson's Patent Groats**

have stood the test of over ninety years, and are now being sold by almost every reliable Grocer in Canada.

Don't **WAIT** until you are asked for them, but stock these Foods **NOW.**


## Current Market Quotations for Proprietary Articles

October 9, 1902.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. of a change is made, either an advance or decline, it is referred to in the market reports, as a matter of news whether manufacturers request it or not.

### BAKING POWDER.

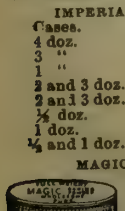
| Cook's Friend— | Per doz. |
|---|---|
| Size 1, in 2 and 4 doz. boxes | $ 2 40 |
| " 10, in 4 doz. boxes | 2 10 |
| " 2 in 6 " | 80 |
| " 12, in 6 " | 70 |
| " 3, in 4 " | 45 |
| Pound tins, 3 doz. in case | 3 00 |
| 12oz. tins, 3 " " | 2 40 |
| 5-lb. tins, ⅓ " " | 14 00 |

| Diamond— | W. H. GILLARD & CO. |
|---|---|
| 1 lb. tins, 2 doz. in case, per doz. | 2 00 |
| ½ lb. tins, 3 " " " | 1 25 |
| ¼ lb. tins, 4 " " " | 0 75 |

IMPERIAL BAKING POWDER.

| Cases. | Sizes. | Per Doz. |
|---|---|---|
| 4 doz. | 10c. | $0 85 |
| 3 " | 6-oz. | 1 75 |
| 1 " | 12-oz. | 3 50 |
| 2 and 3 doz. | 12-oz. | 3 40 |
| 2 and 3 doz. | 16-oz. | 4 35 |
| ¼ doz. | 2½-lb. | 10 50 |
| 1 doz. | 2½-lb. | 10 40 |
| ½ and 1 doz. | 5-lb | 19 50 |

MAGIC BAKING POWDER




| Cases. | Sizes. | Per Doz. |
|---|---|---|
| 4 doz. | 5c. | $ 40 |
| 4 " | 4-oz. | 60 |
| 4 " | 6-oz. | 75 |
| 4 " | 8-oz. | 95 |
| 4 " | 12-oz. | 1 40 |
| 2 " | 12 oz. | 1 45 |
| 4 " | 16-oz. | 1 65 |
| 2 " | 16-oz. | 1 70 |
| 1 " | 2½-lb. | 4 10 |
| 1 " | 5-lb. | 7 30 |
| 2 " | 6-oz. } | Per case. |
| 1 " | 1-oz. } | $1 55 |
| 1 " | 16-oz. } | |

JERSEY CREAM BAKING POWDER

| | |
|---|---|
| ⅛ size, 5 doz. in case | 40 |
| ¼ size, 4 doz. in case | 75 |
| ½ " 3 " " | 1 25 |
| 1 " 2 " " | 3 25 |

VIENNA BAKING POWDER.

| | Per doz. |
|---|---|
| 1 lb. tins, 4 doz. in box | $2 25 |
| ½ lb. tins, 4 " " | 1 25 |
| ¼ lb. tins, 4 " " | 75 |
| 3 oz. in paper, 4 doz. in box | 70 |
| 5 " " 4 " | 35 |

### BLACKING.

SHOE POLISH.

| Henri Jonas & Co. | Per gross |
|---|---|
| Jonas' | $9 00 |
| Froments | 7 50 |
| Military dressing | 24 00 |

### BLUE.

| | |
|---|---|
| Keen's Oxford per lb | $0 17 |
| In 10 box lots or case | 0 16 |
| Reckitt's Square Blue 12-lb. box | 0 17 |
| Reckitt's Square Blue, 5 box lots | 0 16 |
| Gillett's Mammoth, boxes, 1 gross | 9 00 |
| Nixey's "Cervus" in squares, per lb. | 0 16 |
| " " in bags, per gross | 1 25 |
| " " in pepper boxes, according to size | 0 02 0 10 |

### BLACK LEAD.

| | |
|---|---|
| Reckitt's per box | 1 15 |
| Box contains either 1 gro., 1 oz. size; ½ gro., 2 oz. or ¼ gro. 4 oz. | |
| Nixey's refined, per 9 lb. box of 12 1 doz. chip boxes | 1 50 |
| Nixey's, as supplied the King, per 9-lb. box of 12 doz. block | 1 50 |
| Nixey's Silver Moonlight Stove Polish, in blocks 13-3 and 6-oz. size. Full price list on application. | |

### CORN BROOMS

| Boeckh Bros & Company | doz. net. |
|---|---|
| Bamboo Handles, A, 4 strings | 4 35 |
| " " B, 4 strings | 4 10 |
| " " C, 3 strings | 3 85 |
| " " D, 3 strings | 3 60 |
| " " F, 3 strings | 3 35 |
| " " G, 3 strings | 3 10 |
| " " I, 3 strings | 2 85 |

### BISCUITS.

CARR & CO. LIMITED.
Frank Magor & Co., Agents

| | |
|---|---|
| Cafe Noir | 0 15 |
| Ensign | 0 12¾ |
| Metropolitan mixed | 0 09 |

### CANNED GOODS.

MUSHROOMS.
Henri Jonas & Co.

| | |
|---|---|
| Mushrooms, Rione | $15 50 |
| " 1st choice Dutheil | 18 50 |
| " 1st choice Lenoir | 19 50 |
| " extra Lenoir | 23 00 |
| Per case, 100 tins. | |

FRENCH PEAS—DELORY'S
Henri Jonas & Co.

| | |
|---|---|
| Moyen's No 2 | $9 00 |
| " No. 1 | 10 50 |
| ½ Fins | 12 50 |
| Fins | 14 00 |
| Tres fins | 15 00 |
| Extra fins | 16 50 |
| Sur extra fins | 18 00 |

FRENCH SARDINES.
Henri Jonas & Co.

| | |
|---|---|
| ¼ Trefavennes | $9 50 |
| ¼ Rolland | 9 50 10 00 |
| ¼ Delory | 10 50 |
| ¼ Club Alpins | 2 50 |

### CHOCOLATES & COCOAS.

Cocoa—The Cowan Co. Limited.

| | |
|---|---|
| Hygienic, 1-lb. tins, per doz | $7 25 |
| " ½-lb. tins " | 3 75 |
| " ¼-lb. tins " | 2 25 |
| " fancy tins " | 0 90 |
| Hygienic, 5-lb tins, for soda water fountains, restaurants, etc. per lb | 0 55 |
| Perfection, ½-lb. tins, per doz | 3 00 |
| Cocoa Essence, sweet, ½-lb. tins, per doz | 2 25 |
| Chocolate— | per lb. |
| Queen's Dessert, ¼'s and ½'s | $0 40 |
| " " 6's | 0 42 |
| Mexican Vanilla, ¼'s and ½'s | 0 35 |
| Royal Navy Rock " " | 0 30 |
| Diamond " " | 0 25 |
| " 8's | 0 28 |

| Chocolate— Fry's. | per lb. |
|---|---|
| Caracas, ¼'s, 6-lb. boxes | 0 42 |
| Vanilla, ¼'s | 0 42 |
| "Gold Medal" Sweet, ½'s, 6 lb. bxs | 0 29 |
| Pure, unsweetened, ½'s, 6 lb. bxs | 0 42 |
| Fry's "Diamond," ¼'s, 14 lb. bxs | 0 24 |
| Fry's "Monogram," ⅛'s 14 lb. bxs | 0 24 |

| Cocoa— | per doz |
|---|---|
| Concentrated, ⅛'s 1 doz. in box | 2 40 |
| " ½'s, " | 4 50 |
| " 1 lbs. | 8 25 |
| Homoeopathic, ¼'s 14 lb. boxes | .... |
| " ½ lbs. 12 lb. boxes | .... |
| Epps's cocoa, case of 14 lbs., per lb | 0 35 |
| Smaller quantities | 0 37½ |

JOHN P. MOTT & CO.'S
R. S. McIndoe, Agent, Toronto.

| | |
|---|---|
| Mott's Broma per lb | 0 30 |
| Mott's Prepared Cocoa | 0 28 |
| Mott's Homeopathic Cocoa (¼'s) | 0 32 |
| Mott's Breakfast Cocoa (in tins) | 0 40 |
| Mott's No. 1 Chocolate | 0 30 |
| Mott's Breakfast Chocolate | 0 28 |
| Mott's Caracas Chocolate | 0 40 |
| Mott's Diamond Chocolate | 0 23 |
| Mott's French-Can. Chocolate | 0 18 |
| Mott's Navy or Cooking Chocolate | 0 18 |
| Mott's Cocoa Nibbs | 0 35 |
| Mott's Cocoa Shells | 0 05 |
| Vanilla Sticks, per gross | 0 90 |
| Mott's Confectionery Chocolate 0 21 | 0 43 |
| Mott's Sweet Chocolate Liquors 0 19 | 0 30 |

CADBURY'S.

| Frank Magor & Co., Agents. | per doz |
|---|---|
| Cocoa essence, 3 oz. packages | $1 65 |
| Mexican chocolate, ¼ and ½ lb. pkgs. | 0 40 |
| Rock Chocolate, loose | 0 40 |
| " " 1-lb. tins | 0 43 |
| Nibs, 11-lb. tins | 0 35½ |

WALTER BAKER & Co., LIMITED.

| | per lb. |
|---|---|
| Premium No. 1 chocolate, 12-lb boxes | $ 38 |
| Vanilla chocolate 6-lb boxes | 47 |
| German sweet, 6-lb. boxes | 37 |
| B'kfast cocoa, ½-lb. tins, plain; 6-lb. boxes | 51 |
| Cracked cocoa, ½-lb. pkgs. 12-lb. bxs. | 36 |
| Caracas sweet chocolate, 6-lb. boxes | 37 |
| Soluble chocolate (hot or cold soda) 1-lb. cans | 45 |
| Vanilla chocolate wafers, 48 to box, per box | 1 56 |

### COCOANUT.

L. Scheer Co.

| | per lb. |
|---|---|
| 1-lb. packages, 15 and 30-lb. cases | $0 26 |
| ½-lb. " " " " | 0 27 |
| ¼-lb. " " " " | 0 28 |
| ½ and 1-lb. pkgs., assorted, 15 and 30-lb. cases | 0 26½ |
| ¼ and ½-lb. pkgs. assorted, 15 and 30-lb. cases | 0 27½ |
| 5c. package, 4 doz. in case, per doz. | 0 45 |

CHEESE.

| Imperial—Large size jars, per doz. | $ 8 25 |
|---|---|
| Medium size jars | 4 50 |
| Small size jars | 2 40 |
| Individual size jars | 1 00 |
| Imperial Holder—Large size | 18 00 |
| Medium size | 15 00 |
| Small size | 12 00 |
| Roquefort—Large size, per doz. | 2 40 |
| Small size | 1 40 |

# "THE EDWARDSBURG BRANDS"

# Starch

## . . and Syrup

Are well known all over the Dominion as a **STANDARD OF QUALITY.** **ASSORTED STOCKS** of all styles of packages now on hand, and **PROMPT SHIPMENT** guaranteed.

## EDWARDSBURG STARCH CO'Y, Limited

**Established 1858.**

164 St. James St., MONTREAL. | Works: CARDINAL, ONT. | 53 Front St. East, TORONTO


### COFFEE.

JAMES TURNER & CO.

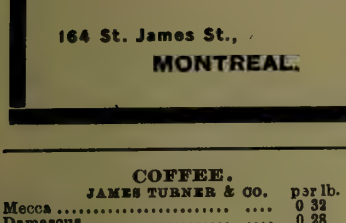
| | per lb. |
|---|---|
| Mecca | 0 32 |
| Damascus | 0 28 |
| Cairo | 0 20 |
| Sirdar | 0 17 |
| Old Dutch Rio | 0 12½ |

E. D. MARCEAU, Montreal.

| | per lb. |
|---|---|
| "Old Crow" Java | 0 25 |
| " Mocha | 0 25 |
| "Condor" Java | 0 30 |
| " Mocha | 0 30 |
| 15-year-old Mandheling Java and hand-picked Mocha | 0 50 |
| 1-lb. Fancy tins choice pure coffee, 48 tins per case | 0 20 |
| Madam Huot's Coffee, 1-lb. tins | 0 31 |
| " " " 2-lb. tins | 0 30 |

100 lb. delivered in Ontario and Quebec.

### CONDENSED MILK.




Borden's Condensed Milk Co.

| | |
|---|---|
| "Eagle" Brand | $1 65 |
| "Gold Seal" Brand | 1 30 |
| "Peerless" Brand Evaporated Cream | 1 20 |

### CLOTHES PINS.

UNITED FACTORIES LIMITED.

| | |
|---|---|
| Clothes Pins (full count), 5 gross in case, per case | 0 57 |
| 4 doz. packages 12 to a case) | 0 72 |
| 6 doz. packages (12 to a case) | 0 92 |

### COUPON BOOKS—ALLISON'S

For sale in Canada by—The Eby, Blain Co., Limited, Toronto C. O. Beauchemin & Fils, Montreal

$1, $2.$3, $5, $10 and $20 books.

| | Unnumbered | Covers and Coupons numbered. |
|---|---|---|
| In lots of less than 100 books. 1 kind assorted | 4c. | 4½c. |
| 100 to 500 books | 3½c. | 4c. |
| 500 to 1,000 books | 3c. | 3¼c. |

Allison's Coupon Pass Book

| | |
|---|---|
| 1 00 books | 3 cents each |
| 2 00 books | 3 cents each |
| 3 00 books | 3 cents each |
| 5 00 books | 4 cents each |
| 10 00 books | 5½ cents each |
| 15 00 books | 6½ cents each |
| 20 00 books | 7½ cents each |
| 25 00 books | 8 cents each |
| 50 00 books | 12 cents each |

### EXTRACTS.

HENRI JONAS & Co.

| | Per gross. |
|---|---|
| 8 oz. London Extracts | $8 00 |
| 2 oz. " " (no corkscrews) | 5 50 |
| 2 oz. " " | 2 00 |
| 2 oz. Spruce essence | 6 00 |
| 2 oz. | 9 00 |
| 2 oz. Anchor extracts | 12 00 |
| 4 oz. " " | 21 00 |
| 1 oz. " " | 36 00 |
| 1 lb. " " | 70 00 |
| 1 oz. Flat " | 9 00 |
| 2 oz. Flat bottle extracts | 18 00 |
| 2 oz. Square " | 21 00 |
| 4 oz. " " corked) | 36 00 |
| 8 oz. " " " | 72 00 |

Per doz.

| | |
|---|---|
| 8 oz. " glass stop extracts | 3 50 |
| 8 oz. " " " | 7 00 |

Per doz.

| | |
|---|---|
| 2½ oz. Round quintessence extracts | 2 00 |
| 4 oz. Jockey decanters " | 3 50 |

### FOOD.

| | Per doz. |
|---|---|
| Robinson's Patent Barley ½ lb tins | 1 25 |
| " " " 1 lb. tins | 2 25 |
| " " Groats, ½ lb. tins | 1 25 |
| " " " 1 lb. tins | 2 25 |

### GINGER ALE & SODA WATER

| | per doz. |
|---|---|
| Cantrell & Cochrane's Imported Ginger Ale and Club Soda Water | $1 40 |

### JAMS AND JELLIES.

SOUTHWELL'S GOODS. Frank Magor & Co., Agents.

| | per doz |
|---|---|
| Orange Marmalade | 1 |
| Clear Jelly Marmalade | 1 80 |
| Strawberry W. F. Jam | 2 00 |
| Raspberry " " | 2 00 |
| Apricot " " | 1 75 |
| Black Curran " | 1 85 |
| Other Jams, W. F. | 1 55 1 90 |
| Red Currant Jelly | 2 75 |

Jams— T. UPTON & CO.

| | |
|---|---|
| 1-lb. glass jars 2 doz. in case, per doz | 1 50 |
| 2½-lb. tin pail, 2 doz. in crate, per lb. | 0 09 |
| 5-lb. tin pails, 8 pails in crate, per lb | 0 06 |
| 7-lb wood pails, 6 " " " | 0 06 |
| 14-lb. wood pails, per lb | 0 06 |
| 30-lb " " " | 0 06 |

Jellies—

| | |
|---|---|
| 1-lb. glass jars, per doz | $1 50 |
| 7-lb. wood pails, per lb | 0 09 |
| 14-lb. " " " | 0 09 |
| 30-lb. " " " | 0 09 |

### LICORICE.

YOUNG & SMYLIE'S LIST.

| | |
|---|---|
| 5-lb. boxes, wood or paper, per lb | $0 40 |
| Fancy boxes (36 or 50 sticks) per box | 1 50 |
| "Ringed" 5 lb. boxes, per lb | 0 40 |
| "Acme" Pellets, 5 lb. cans, per can | 2 00 |
| "Acme" Pellets, fancy boxes 40) per box | 1 50 |
| Tar, Licorice and Tolu Wafers, 5 lb. cans, per can | 2 00 |
| Licorice Lozenges, 5 lb. glass jars | 1 75 |
| " " 20 5 lb. cans | 1 50 |
| "Purity" Licorice 10 sticks | 1 45 |
| " " 100 sticks | 0 73 |

Dulce large cent sticks, 100 in box.

### LIQUORS.

OGNAC IN CASES. Ph. Richard.

| | |
|---|---|
| S.O. Quarts, 12's | $22 50 |
| F.C. " " | 15 00 |
| F.C. 1-15 bottles, 180's | 12 00 |
| V.S.O.P. " " | 12 00 |
| V.S.O.P. pints, 24's | 13 00 |
| V.S.O.P. ½-pints, 48's | 14 00 |
| V.S.O.P. 1-15 bottles, 180's | 20 00 |
| V.S.O. quarts, 12's | 10 00 |
| V.S.O. 1-15 bottles, 180's | 18 00 |
| V.O. quarts, 12's | 8 50 |
| V.O. pints, 24's | 9 50 |
| V.O. ½-pints, 48's | 10 50 |
| V.O. 1-15 bottles, 180's | 14 00 |
| V.O. decanters, 12's | 10 50 |
| V.O. " pints, 20's | 13 00 |
| V.O. flasks, Imp. pints, with thumblers | 9 75 |
| V.O. " Reputed " " 24's | 10 50 |
| V.O. " " no " 24's. | 9 50 |

Chas. Couturier.

| | |
|---|---|
| Quarts, 12's | 7 00 |
| ½ bottles, 24's | 8 00 |
| ¼ " 48's | 9 00 |
| 1-15 bottles, 180's | 13 50 |
| Flasks, 24's | 8 00 |
| ½ Flasks, 48's | 9 00 |
| Flasks Imperial pints, Copsule, 16's | 8 00 |

F. Marion & Cie.

| | |
|---|---|
| Quarts, 12's | 6 00 |
| ½ bottles, 24's | 7 00 |
| ¼ " 48's | 8 00 |
| Flasks, reputed 24's | 7 00 |
| Flasks, ½-pints, 48's | 8 00 |
| 1-15 bottles, 180's | 12 50 |
| Flasks, Imp. pints with thumblers, 16's. | 8 00 |

Cognac In Wood. Ph. Richard.

| | Gals. | Oct's. | ½ Oct's. | Bbls. | Hhds. |
|---|---|---|---|---|---|
| Couturier | $4 00 | $3 95 | $3 85 | $3 80 | .... |
| Marion | 3 75 | 3 60 | 3 50 | 3 40 | .... |
| Ph Richard V.S.O.P | 5 50 | 5 35 | 5 25 | 5 00 | .... |
| Richard V.O. proof | 4 25 | 4 10 | 4 00 | 3 90 | 3 80 |
| Richard 5 up. proof V. O. | 4 00 | 3 80 | 3 70 | 3 50 | 3 40 |
| Richard Fine champagne | 6 00 | 5 90 | .... | .... | .... |

Gin—Pollen & Zoon, in Cases.

| | |
|---|---|
| Red, 15's | $10 00 |
| Green, 12's | 5 00 |
| Poney, 12's | 2 50 |

Gin Pollen & Zoon, in Wood.

| | Gals. | Oct's. | ½ Oct's. | Bbls. | Hhds. |
|---|---|---|---|---|---|
| Gin, P. & Z. | $3 15 | $3 05 | $3 05 | $3 00 | $2 95 |

Mitchell Bros. Limited - Scotch.

| | 1 case. | 5 cases. |
|---|---|---|
| Heather Dew, ordinary qts. 12's | $ 7 00 | $ 6 75 |
| Heather Dew, stone jars, Imperial, 12's | 12 50 | 12 25 |
| Heather Dew, oval flasks, quart, 12's | 11 25 | 11 00 |
| Special Reserve, oval, pts. 24s. | 11 75 | 11 50 |
| " " ordinary qts., 12's | 9 00 | 8 75 |
| Special Reserve, ½ bottles, pints, 24s | 10 00 | 9 75 |
| Extra Special Liqueur, flagon, 12's | 9 50 | 9 25 |
| Extra Special Liqueur, ordinary bottles, 12's | 9 50 | 9 25 |
| Heather Dew, flasks, 48's | 12 00 | 11 75 |
| " " ½ flasks, 60's | 9 00 | 8 75 |
| Mullmore, Imperial oval quart flasks, 12's | 10 00 | 9 75 |
| Mullmore, flasks, Imperial pints, 24's | 10 50 | 10 25 |
| Mullmore, flasks, ordinary pints, 24's | 7 75 | 7 50 |
| Mullmore, ½ flasks, ordinary, 48's | 9 00 | 8 75 |
| Mullmore, ordinary quarts, 12's | 6 50 | 6 25 |
| Mullmore ordinary pints 24's | 7 50 | 7 25 |

Scotch Whiskey in Wood.

| | Gals. | ½ Oct's. 9 gals. | Oct's. 17 gals. | Bbls 40 gals. |
|---|---|---|---|---|
| Special Reserve | $4 50 | $4 25 | $4 15 | $3 90 |
| Heather Dew "A" | 4 00 | 3 85 | 5 | 3 65 |


**RECKITT'S** Blue and Black Lead {ALWAYS GIVE YOUR CUSTOMERS SATISFACTION

| Extra Special Liqueur | 5 00 | 4 90 | 4 80 | 4 75 |
|---|---|---|---|---|
| Old Scotch | 3 75 | 3 70 | 3 65 | 3 50 |

Whiskey in Cases.

Mitchell Bros., Limited—Irish.

| | |
|---|---|
| Cruiskeen Lawn, stone jar, 12's | $12 50 |
| Old Irish, flasks, Imp. quarts, 12's | 11 25 |
| " Special, quarts, 12's | 9 00 |
| " " Imp. pints, 24's | 11 75 |
| " round bottl s, quarts, 12's | 6 50 |
| " round ½-bottles, pints, 24's | 8 00 |
| " 10-o . fla ks, 48's | 12 00 |
| " 5-oz. flasks, 60's | 9 00 |

Irish Whiskey in Wood.

| | Gal. | ½-Oct. | Oct. | Bbl. |
|---|---|---|---|---|
| Mitchell, "Special Old " | $4 50 | $4 40 | $4 55 | $4 10 |
| Mitchell, "Old " | 4 00 | 3 90 | 3 75 | 3 65 |
| " " B " | 3 50 | 3 40 | 3 30 | 3 25 |
| " " C " | 3 00 | 2 | 2 80 | 2 75 |

Champagne Wine in Cases.

| | |
|---|---|
| Duc de Pierland, quarts, 12's | $14 00 |
| " " pints, 24's | 15 00 |
| Cardinal, quarts, 12's | 12 50 |
| " pints, 24's | 13 50 |
| Vve. Amiot Carte d'Or, quarts, 12's | 16 00 |
| " " pints, 24's | 17 00 |
| " " d'Argent, quarts, 12's | 10 50 |
| " " pints, 24's | 11 50 |

Blandy Bros Wine.

Blandy's Madeira Wine, in cases.

| | |
|---|---|
| Very Superior, quarts, 12's | 8 50 |
| Special Selected, quarts, 12's | 10 00 |
| London Particular, quarts, 12's | 13 00 |

Blandy's Malaga, in cases.

| | |
|---|---|
| Pale Sweet Blue Label, quarts, 12's | 7 50 |
| " White Label, quarts, 12's | 10 00 |

Blandy's Sherry, in cases.

| | |
|---|---|
| Manzanilla, quarts, 12's | 8 50 |
| Morosa, quarts, 12's | 11 00 |

Blandy's Port Wine, in cases.

| | |
|---|---|
| Good Fruity, quarts, 12's | 7 50 |
| Invalid Special, quarts, 12's | 12 00 |

Blandy Bros'. Wine in Wood.

| | Gal. | Octave. |
|---|---|---|
| Madere, No. ½ | $3 50 | $3 00 |
| " No. ¾ | 4 50 | 4 00 |
| Malaga Pale Sweet | 3 00 | 2 75 |

Canadian Whiskies. In barrels. per gal.

| | |
|---|---|
| Gooderham & Worts, 65 O.P. | $ 4 50 |
| Hiram Walker & Sons " | 4 50 |
| J. P. Wiser & Son " | 4 49 |
| J. E. Seagram " | 4 49 |
| H. Corby " | 4 49 |
| Gooderham & Worts, 50 O.P. | 4 10 |
| Hiram Walker & Sons " | 4 10 |
| J. P. Wiser & Son " | 4 09 |
| J. E. Seagram " | 4 09 |
| H. Corby " | 4 09 |
| Rye, Gooderham & Worts | 2 20 |
| " Hiram Walker & Sons | 2 20 |
| " J. P. Wiser & Son | 2 19 |
| " J. E. Seagram | 2 19 |
| " H. Corby | 2 19 |
| Imperial, Walker & Sons | 2 90 |
| Canadian Club, Walker & Sons | 3 60 |

Less than one bbl. per gallon.

| | |
|---|---|
| 65 O. P. | $4 55 |
| 50 O. P | 4 15 |
| Rye | 2 25 |

## LYE (CONCENTRATED).

GILLETT'S PERFUMED.

| | Per case. |
|---|---|
| 1 case of 4 doz | $ 3 60 |
| 3 cases " | 3 50 |
| 5 " | 3 40 |

## MINCE MEAT.

| | |
|---|---|
| Wethey's Condensed, per gross net | $12 00 |
| " per case of doz. net | 3 00 |

## MUSTARD.

COLMAN'S OR KEEN'S.

| | |
|---|---|
| D. S. F., ¼ lb. tins, per doz. | $1 40 |
| " ½ lb. tins, " | 2 50 |
| " 1 lb. tins, " | 5 00 |
| Durham 4 lb. jar, per jar | 0 75 |
| " 1 lb. " " | 0 25 |
| F. D., ¼ lb. tins, per doz. | 0 85 |
| " ½ lb. tins | 1 45 |

HENRI JONAS & Co.

| | Per gross |
|---|---|
| Pony size | $7 50 |
| Imperial, medium | 9 00 |
| Imperial, large | 12 00 |
| Tumblers | 12 00 |

| | Per gross |
|---|---|
| Mugs | 13 20 |
| Pint jars | 18 00 |
| Quart jars | 4 00 |

E. D. MARCEAU, Montreal.

| | | |
|---|---|---|
| "Condor," 12-lb. boxes— | | |
| ¼-lb. tins | per lb. | 0 35 |
| ½-lb. tins | " | 0 33 |
| 1-lb. tins | " | 0 32½ |
| 4-lb. jars | per jar | 1 20 |
| 1-lb. jars | " | 0 35 |
| "Old Crow," 12-lb. boxes— | | |
| ¼-lb. tins | per lb. | 0 25 |
| ½-lb. tins | " | 0 23 |
| 1-lb. tins | " | 0 22½ |
| 4-lb. jars | per jar | 0 70 |
| 1-lb. jars | " | 0 25 |

## OLIVE OIL

| | per case |
|---|---|
| Barton & Guestier's quarts | $8 00 |
| " " pints | 9 00 |

## ORANGE MARMALADE.

T. UPTON & CO.

| | |
|---|---|
| 1-lb. glass. 2 doz. case, per doz. | $1 00 |
| 7-lb. pails and 5 lb. tins | 0 06 |
| 14 and 30-lb. pails | 0 06 |

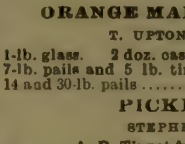
## PICKLES.

STEPHENS'.

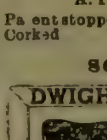
A. P. Tippet & Co., Agents.

| | |
|---|---|
| Pa ent stoppers (pints) per doz. | 2 30 |
| Corked (pints), " | 1 90 |

## SODA.—COW BRAND.




Case of 1 lbr. containing 60 pkgs. per box, $3.00
Case of ½ lbs. (containing 120 pkgs. per box, $3.00.
Case of lbs. and ½ lbs. (containing 30 1 lbs. and 60 ½ lb. packages) per box, $3.00.
Case of 5c. pkgs (containing 96 pkgs) per box, $3.00.




EMPIRE BRAND.

Brunner, Mond & Co.

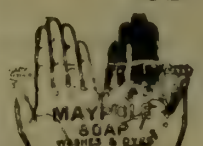
Case 120 ½-lb. pkts. (60 lb.) per case $2 70.

Case 96 10-oz. pkts. (60 lb.) per case $2.80.

"MAGIC" BRAND.

| | per case |
|---|---|
| No. 1, cases, 60 1-lb. packages | 2 75 |
| " 2, " 120 ½-lb. packages | 2 75 |
| " 3, " (30 1-lb. packages / 60 ½-lb. packages) | 2 75 |

## SOAP




A. P. TIPPET & CO., AGENTS

| | colors | black |
|---|---|---|
| Maypole Soap, per grs. | $10.20. | |
| Maypole Soap, per grs. | $15.30 | |
| Oriole Soap, per gross, | | $10.20. |

| | |
|---|---|
| Gloriola Soap, per gross | 13 00 |
| Straw Hat Polish, per gross | 10 20 |

## STARCH.

EDWARDSBURG STARCH CO., LTD.

| Laundry Starches— | per lb. |
|---|---|
| No. 1 White or Blue, 4-lb carton | 0 06½ |
| No. 1 " " 3-lb. " | 0 06½ |
| Canada Laundry | 0 05½ |
| Silver Gloss, 6-lb. draw-lid boxes | 0 08 |
| Silver Gloss, 6-lb. tin canisters | 0 08 |
| Edwards'g Silver Gloss, 1-lb. pkg. | 0 08 |
| Kegs Silver Gloss, large crystal | 0 07 |
| Benson's Satin, 1-lb. cartons | 0 08½ |
| No. 1 White, bbls. and kegs | 0 05¾ |
| Benson's Enamel, per box, $1 50 to | 3 00 |
| Culinary Starch— | |
| Benson & Co.'s Prep. Corn | 0 07½ |
| Canada Pure Corn | 0 05¾ |
| Rice Starch— | |
| Edwardsburg No. 1 white, 1-lb. car | 0 10 |
| Edwardsburg No. 1 White or Blue, 4-lb. lumps | 0 08½ |

BEE STARCH.

| | |
|---|---|
| Cases, 64 pkgs. 48's | $5.00 |
| ⅛ Cases, 32 pkgs. 24's | 2.50 |

Packages 10c. each.

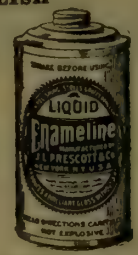
BRANTFORD STARCH WORKS, LIMITED.

Ontario and Quebec.

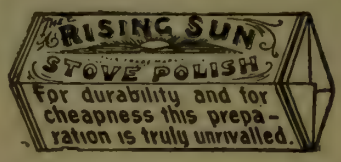
| | |
|---|---|
| Laundry Starches— | |
| Canada Laundry, boxes of 40 lbs. | $0 05½ |
| Acme Gloss Starch— | |
| 1-lb. cartons, boxes of 40 lbs. | 0 06 |
| Finest Quality White Laundry— | |
| 3-lb. Canisters, cases of 48 lbs. | 0 08½ |
| 4-lb. " " " | 0 06½ |
| Barrels, 200 lbs. | 0 05¾ |
| Kegs, 100 lbs. | 0 05¾ |
| Lily White Gloss— | |
| 1-lb. fancy cartons cases 30 lbs. | 0 08 |
| 6-lb. toy trunks, 8 in case | 0 08 |
| 6-lb. enameled tin canisters, 8 in case | 0 08 |
| Kegs, ex. crystals, 100 lbs | 0 07 |
| Brantford Gloss— | |
| 1-lb. fancy boxes, cases 36 lbs. | 0 08½ |
| Canadian Electric Starch— | |
| Boxes of 40 fancy pkgs, per case | 3 00 |
| Celluloid Starch— | |
| Boxes of 45 cartons, per case | 3 00 |
| Culinary Starches— | |
| Challenge Prepared Corn— | |
| 1-lb. packages, boxes 40 lbs. | 0 05¾ |
| No. 1 Brantford Prepared Corn— | |
| 1-lb. packages, boxes 40 lbs. | 0 07¼ |
| Crystal Maize Corn Starch— | |
| 1-lb. packages, boxes 40 lbs. | 0 07¼ |

## STOVE POLISH




No. 4—3 dozen in case, per gross 4 80
" 6—3 dozen in case, " " 8 40




| | Per gross |
|---|---|
| Rising Sun 6-oz. cakes, ½-gross bxs | 8 50 |
| Rising Sun, 3-oz. cakes, gross boxes | 4 50 |
| Sun Paste 10c. size, ½ gross boxes | 10 00 |
| Sun Paste, 5c. size, ¼ gross boxes | 5 00 |




## TEAS.




SALADA CEYLON.

| | Wholesale | Retail |
|---|---|---|
| Brown Label, 1's | 0 20 | 0 25 |
| " " ½'s | 0 21 | 0 26 |
| Green Label, 1 and ½'s | 0 22 | 0 30 |
| Blue Label, 1s, ½s, ¼s and ⅛s | 0 30 | 0 40 |
| Red Label, 1s and ½s | 0 36 | 0 50 |
| Gold Label, ½s | 0 44 | 0 60 |




Ceylon Tea, in 1 and ½ lb. lead packages black or mixed.

| | | |
|---|---|---|
| Black Label, 1-lb., retail at 25c | | 0 19 |
| " " ½-lb., " " " | | 0 20 |
| Blue Label, retail at 30c | | 0 22 |
| Green Label " 40c | | 0 28 |
| Red Label " 50c | | 0 35 |
| Orange Label, retail at 60c | | 0 43 |
| Gold Label " 80c | | 0 55 |




| | | |
|---|---|---|
| Cases each | 60 1-lbs. | 0 35 |
| " " | 60 ½-lbs. / 30 1-lbs. | 0 35 |
| " " | 120 ½-lbs | 0 36 |




LUDELLA CEYLON, 1's AND ½'s PKGS.

| | | |
|---|---|---|
| Blue Label, 1's | 0 18½ | 0 25 |
| Blue Label, ½'s | 0 19 | 0 25 |
| Orange Label, 1's and ½'s | 0 21 | 0 30 |
| Brown Label, 1's and ½'s | 0 28 | 0 40 |
| Brown Label, ¼'s | 0 30 | 0 40 |
| Green Label, 1's and ½'s | 0 35 | 0 50 |
| Red Label, ½'s | 0 40 | 0 60 |

CROWN BRAND

| | Wholesale | Retail |
|---|---|---|
| Red Label, 1-lb. and ½'s | 0 35 | 0 50 |
| Blue Label, 1-lb. and ½'s | 0 28 | 0 40 |
| Green Label, 1-lb. | 0 19 | 0 25 |
| Green Label, ½'s | 0 20 | 0 25 |
| Japan, 1s | 0 19 | 0 25 |

E. D. MARCEAU, Montreal.

| | |
|---|---|
| Japan Teas— | |
| "Condor" I 40-lb. boxes | 0 37½ |
| EMD AAA 40-lb. boxes | 0 37½ |
| "Condor" II 40 lb boxes | 0 36 |
| " II 80-lb. " | 0 35 |
| " III 80-lb. " | 0 32½ |
| " IV 80-lb. " | 0 30 |
| " X 80-lb. " | 0 [illegible] |
| " V 80-lb. " | 0 2[illegible]½ |
| " XXXX 80-lb. boxes | 0 25 |
| " XXXX 30-lb. " | 0 26 |
| " XXX 80-lb. " | 0 22¼ |
| " XXX 30-lb. " | 0 23½ |
| " XX 85-lb. " | 0 [illegible]0 |
| " LX lead packets | |
| " Assorted cases (1 and ½ lb.) to retail at 40c. | 0 26½ |
| " L lead packets | |
| " Assorted cases (1 and ½ lb.) to retail at 25c. | 0 19½ |
| Black Teas—"Nectar," in lead packets— | |
| Green label retails 0 26 at | 0 20 |
| Chocolate label " 0 35 " | 0 25 |
| Blue label " 0 50 " | 0 36 |
| Maroon label " 0 60 " | 0 45 |
| Fancy tins—Chocolate, 1-lb. | 0 32½ |
| " " —Blue, 1-lb. | 0 42½ |
| " " —Maroon, 1-lb. | 0 50 |
| " " —Maroon, 1-lb. | 1 50 |
| Black Teas—"Old Crow" Blend— | |
| Bronzed tins of 10, 25, 50 and 80 lb. | |
| No. 1 per lb. | 0 35 |
| No. 2 " | 0 30 |
| No. 3 " | 0 25 |
| No. 4 " | 0 20 |
| No. 5 " | 0 17½ |

LIPTON'S TEA (in packages).

| | Price per lb |
|---|---|
| No. 1, cases 50 lb., (50 ½-lb. pkgs. / 25 1-lb pkgs | $0 35 |
| No. 1, cases 50 lb., in 5-lb. tins | 35 |
| No. 2, cases 50 lb., (50 ½-lb. pkgs. / 25 1-lb. pkgs | 29 / 28 |
| No. 2, cases 50 lb., in 5-lb. tins | 29 |
| No. 3, cases 50 lb., (50 ½-lb. pkgs / 25 1-lb. pkgs | 23 / 22 |
| No. 3, cases 50 lb., in 5-lb. tins | 23 |
| Green Ceylon, No. 1, (50 ½-lb. pkgs / 25 1-lb. pkgs | 35 / 34 |
| Green Ceylon, No. 2, (50 ½-lb. pkgs / 25 1-lb pkgs | 29 / 28 |

## TOBACCO.

THE EMPIRE TOBACCO CO., LIMITED.

| | |
|---|---|
| Smoking—Empire, 3½s. 5s and 10s | 0 39 |
| Royal Oak, 2 x 3, 8o ace, 8s | 0 52 |
| Something Good, 7s | 0 48 |
| Chewing—Bobs, 5s and 10s | 0 36 |
| Currency, 13¾ oz. bars, spaced 9s | 0 39 |
| Currency, 6s and 10s | 0 39 |
| Old Fox, narrow 10s | 0 39 |
| Snowshoe, 1-lb. bars, spaced 6s | 0 43 |
| Pay Roll, 6s | 0 44 |

## VINEGARS.

E. D. MARCEAU, Montreal.

| | Per gal. |
|---|---|
| EMD, pure distilled, highest quality. | 0 30 |
| Condor, pure distilled | 0 25 |
| Old Crow | 0 20 |

Special prices to buyers of large quantities

MICHEL LEFEBVRE.

| | |
|---|---|
| Bull Dog, quadruple strength, regist'd | 0 55 |
| Lion "L" brand, registered | 0 38 |
| Imperial, triple strength, registered | 0 33 |
| Cote D'Or, extra super, registered | 0 30 |
| " household vinegar, registered | 0 28 |
| Crystal Pickling, extra | 0 28 |
| " " ordinary | 0 23 |
| White Wine, XXX | 0 25 |
| " " XX | 0 20 |
| " " X | 0 17 |
| Cider, XXX | 0 27 |
| " XX | 0 23 |
| " X | 0 17 |
| Pure English Malt, trip'e strength | 0 45 |
| " " " double strength | 0 35 |
| " " " single strength | 0 25 |
| Distilled white malt vinegar | 0 50 |

JOHN HOPE & CO., MONTREAL.

| | |
|---|---|
| Sir Robert Burnett & Co.'s English Malt Vinegar | 0 60 |

## WOODENWARE

UNITED FACTORIES, LIMITED.

| | |
|---|---|
| Washboards, Leader Globe | 1 50 |
| " Improved Globe | 1 60 |
| " Standard Globe | 1 80 |
| " Solid Back Globe | 1 95 |
| " Jubilee (perforated) | 1 95 |
| " Crown | 1 35 |

| | Per doz. |
|---|---|
| No. 1 2-hoop pails | 1 55 |
| " 1 3 " " | 1 70 |
| " 0 Tubs | 8 50 |
| " 1 " | 7 00 |
| " 2 " | 6 00 |
| " 3 " | 5 25 |

## YEAST.

| | |
|---|---|
| Royal yeast, 3 doz. 5c.-pkgs. in case | 1 00 |
| Gillett's Cream yeast, 3 doz | 1 00 |
| Jersey Cream yeast cake, 3 doz. 5c. | 1 00 |
| Victoria " " 3 do. 5c. | 1 00 |
| " " " 3 doz. 10c. | 1 80 |

NIXEY'S REFINED BLACK LEAD

By Appointment to H.M. the KING of the British Empire.

Sole Manufacturer of "Cervus" Square and Bag and Pepperbox Blues, and "Silver Moonlight" Stove Polish.

W. G. NIXEY, 12 Soho Square, LONDON, ENG.

Canadian Representative: MR. H. T. BAKER.

OUR TRADE A MARK — AUER LIGHT MANTLES LONGEST LIFE & BRIGHTEST — OUR TRADE A MARK

## Our Chief Business



is making mantles that last the longest and give the most light. A is indelibly branded on the best mantles made.

Our factory is equipped with up-to-date appliances; our output is the largest; our goods the most reliable—We use nickel steel wire supports.

We handle other goods, in such quantities that we can quote you lower prices than you can import them for. No charge for cases or packing.





Write for our quotations on:

HIGH GALLERIES } Best
LOW " } Quality
HIGH GALLERIES } 2nd
LOW " } Quality
STRAIGHT CHIMNEYS
BARREL "
MICA "
MICA CANOPIES
OPAL SHADES PEAR GLOBES
APPLE GLOBES SUNDRIES



AUER LIGHT CO., - MONTREAL.

# "Empire" Soda

BEST FOR BAKING.

Made in England by

BRUNNER, MOND & CO.

Used in Canada by

All Careful Housekeepers.

WHY ISN'T IT IN YOUR STOCK?

WINN & HOLLAND,

SOLE AGENTS FOR CANADA,

MONTREAL.

ADVERTISING in WESTERN CANADA will be Carefully, Efficiently, and Promptly attended to by

The Roberts Advertising Agency,
WINNIPEG, CANADA

# THE "GLEANER"

KINGSTON, JAMAICA, B.W.I.

The Newspaper with the Largest Circulation in Jamaica and the West Indies.

Canadian manufacturers, merchants, etc., desiring to do business with this country and introduce their goods in this market, should put an advertisement in "THE GLEANER."

Write for scale of charges, etc., to

THE GLEANER CO.,
Limited

"Gleaner" Office, . . .KINGSTON, JA.

# BASKETS

We make them in all shapes and sizes. We have

*Patent Strawboard Berry Box*
*Grain and Root Baskets,*
*Clothes Baskets,*
*Butcher Baskets,*

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.
Oakville, Ont.

# BUSINESS NEWS

of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

Write us, giving us particulars of what you want and where you want it from, and we will quote you prices by return.

"Clippings from any Canadian paper on any subject."

CANADIAN PRESS CLIPPING BUREAU,

232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.

10 Front St. E., Toronto. Telephone Main 2701.

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER.

The Best Grocers make a point of Keeping it always in Stock.




**Don't use this kind of a light**

but write us for prices on any kind of Lamps or fittings.

We manufacture lamps and can suit you.

**LAMP CHIMNEYS**

WITH THESE LABELS

**ARE THE BEST.**

For Lime Flint. For Lead Flint.

# GOWANS, KENT & CO.

Wholesale

**Crockery and Glassware**
**China and Lamp Goods**

TORONTO and WINNIPEG.

# Wethey's Mince Meat




Every housekeeper knows what good Mince Meat means and Wethey's Condensed Mince Meat is the kind she'll always ask once she's used it. Carefully prepared of fresh meats and fruits, blended with the finest spices. You can safely recommend it as the best and most convenient.

Absolutely clean, put up in attractive "brick" package.

Prepared only by

**J. H. Wethey, Limited, St. Catharines.**

# Crosse & Blackwell's Candied Peels.

# Crosse & Blackwell's Candied Ginger.

# Crosse & Blackwell's Plum Puddings.

## C. E. COLSON & SON, MONTREAL.

CHAS. F. CLARK, President. JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

# BRADSTREET'S

**Capital and Surplus, $1,500,000.** **Offices Throughout the Civilized World.**

**Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.**

**THE BRADSTREET COMPANY** gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information, no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence Invited.**

**—OFFICES IN CANADA—**

HALIFAX, N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
OTTAWA, ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

**OAKEY'S** The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters.

'WELLINGTON'

**KNIFE POLISH**

**JOHN OAKEY & SONS, LIMITED**

MANUFACTURERS OF

**Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.**

**Wellington Mills, London, England.**

Agent:

**JOHN FORMAN, 644 Craig Street**
MONTREAL

VOL. XVI MONTREAL AND TORONTO, OCTOBER 17, 1902 NO. 42

PUBLISHED EVERY FRIDAY

THE CANADIAN GROCER AND GENERAL STOREKEEPER

CIRCULATES IN EVERY PROVINCE

COLMAN'S MUSTARD

BEST ON EARTH

"IMPERIAL"



Gives the most perfect results wherever **VINEGAR** can be used.



The best known and largest Pickle Manufacturers throughout Canada have recognized this fact.

For Pickles, Sauces, Etc., none other gives that absolute satisfaction. There's only one

"IMPERIAL"

We find this brand of Table and Dairy

# SALT

# BRUSSELS

rapidly increasing in favor—

**WHY?**

**Because**

1. **It is PURE.**
2. **It is Fine and White.**
3. **It is put up in neatly sewn, attractively printed packages.**
4. **There is no fault to be found with it.**

---

## R. & J. RANSFORD,

Established 1868

Clinton, Ont.




# LICORICE . . .

We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, plain and corrugated; Acme Licorice Pellets; Y. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLIABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and Golf-Sticks, 100 to box; Blow Pipes, 200 and 300 to box; Manhattan Wafers, 2½-lb. boxes; Curved Stem Pipes, 200 to box. Write for illustrated catalogue.

---

## YOUNG & SMYLIE

**Established 1845.** **BROOKLYN, N.Y.**

# A Two Cent Mistake




Don't amount to much in any business, but the striking point is that a clerk is just as liable to make a mistake of $2.00 as he is of two cents, and a few mistakes like this would pay for enough of Allison's Coupon Books to last a year or more. With these books mistakes are impossible.

## If a Man Wants Credit

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

---

**For Sale in Canada by** **The Eby, Blain Co., Limited, Toronto.**
**C. O. Beauchemin & Fils, Montreal.**

---

***ALLISON COUPON CO.,*** *Manufacturers,*
***Indianapolis, Indiana.***

IT IS NOT TOO EARLY TO BEGIN YOUR INQUIRIES ABOUT THAT TRIP YOU ARE GOING TO TAKE TO THE

# British West Indies

**this winter. We have just issued a booklet telling what some people saw and did on the same voyage last winter, and if you write us we will send you one.**

THERE IS NO MORE DELIGHTFUL WAY OF SPENDING SIX OR SEVEN WEEKS THAN ON SUCH A TRIP AS THIS. THE WHOLE COST FROM HALIFAX AND RETURN IS $130.00.

**Pickford & Black - Halifax.**



# Wheat Marrow.

The ideal Summer Breakfast Food. Light, healthful, nourishing—it sells quick and makes a quick profit, **and a good one.**

# Stephens' Malt Vinegar.

**Absolutely Pure Malt.**

Stephens' brewery is one of the largest in the United Kingdom and up to date.

# Macurquarht's Worcester Sauce.

A rich, full-bodied Table Sauce that gives zest to appetite and trade. Bottled in England; not shipped in bulk and bottled here. A high-class Sauce at a low price.

*Sold by leading wholesalers.*

A. P. TIPPET & CO., Agents,
Montreal. Toronto.

**WANTED** EGGS BUTTER

Highest Prices. Prompt Returns.

**THOS. PIZER**

General Produce Merchant.

1432 Queen St. W. TORONTO

**FLOUR** MAGOR'S DELICIOUS PATENT FLOUR.

The Purest Flour Made—makes Delicious Bread, Cakes and Pastry.

Prices For Cash Unequalled.

JOHN MAGOR & CO., MONTREAL

MOTT'S DIAMOND CHOCOLATE JOHN P. MOTT & CO HALIFAX, N.S. ESTABLISHED 1849 IS THE BEST.

For Sale Everywhere.

—:o:—

ASK FOR

**MOTT'S.**




**Downweight is a Thief** Stealing Your Profits Every Time You Use Your Scales. . . .

The Toledo Springless, Automatic, Computing Scale, **"The Scale with Brains,"** is the only scale in the world that positively stops the giving of **DOWNWEIGHT.** It is the only Automatic Computing Scale in the world without springs No hand operation in weighing; no prices to set; no levers to move; no weights to lift; no poises to shift; you simply place the article to be weighed on the scale, and the scale instantly and automatically shows in plain figures:

1. The weight of the article in pounds and ounces.
2. The price per pound.
3. The total value of the article in dollar and cents.

It is a mechanical wonder, marvelous in its Simplicity, Sensitiveness, Accuracy and Rapidity of Operation. Made in many styles and sizes for all kinds of stores. Write to-day for illustrated catalogue.

**Toledo Computing Scale Co.**

**DEAN & McLEOD,**

Canadian Agents, HAMILTON, ONT.




**Beware**

of cheap imitations which are offered every season to the trade.

**HIRES' ROOT BEER**

was the first on the market; holds first place to-day and has never yet been equalled for quality.

Price, in lots of one gross and over - - - - per gross $20.40
Price, in 5-gross lots and over - - - - - - " $19.40
Freight Prepaid on Two Gross and Upwards.

SEND YOUR ORDER TO.... **W. P. DOWNEY, Sole Canadian Agent,**

20 and 22 St. Peter Street, - MONTREAL.

Handbills, Showcards, etc., on receipt of Business Card

# A Word to Profit Seekers.

Did you ever classify your profits? Do you know what lines pay you best—sugar—starch—canned goods? Whatever pays the best profit is the line for you to push.

Have you tried cigars—"Marguerite" Cigars? Well, you ought to. There's a profitable line for you. No waste—no loss—no overweight—no trouble to sell. They're always in demand, and nine times out of ten bring a man back again. We'll be glad to let you into the secret of profits if you write us. No better time than now to order a sample thousand or so of

## "Marguerite" Cigars.

Made by . . .

**GEO. E. TUCKETT & SON CO., Limited, HAMILTON.**

# MY TRIAL ORDER

is so attractive that you would accept it if you knew all about it. Write me at once and I will explain it to you fully, and show you just how advantageous it is for both you and me.

**J. Bruce Payne,**

Cigar Mfr. GRANBY, QUE.

# LYTLE'S MINCE MEAT.

From now on there will be a demand for fine Mince Meat, and if you meet it with Lytle's you will suit your most fastidious customers. Its fine flavor insures it a ready sale.

**T. A. LYTLE & CO.**

124-128 Richmond St., West, TORONTO.

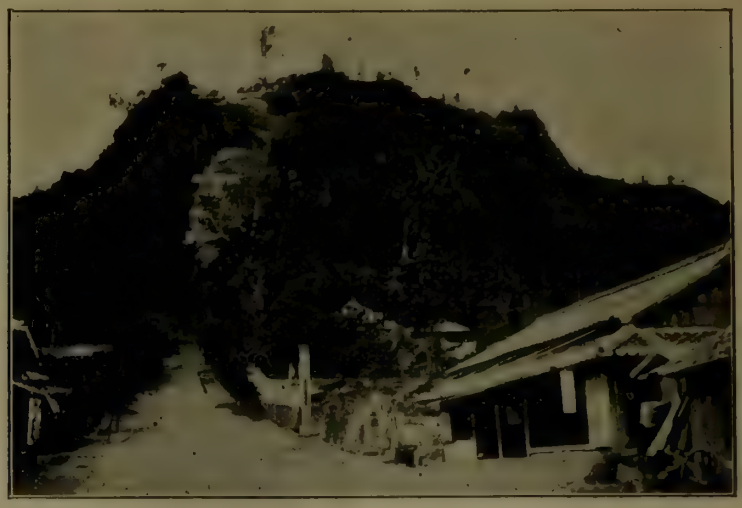
# At it Again

No, we haven't been exactly taking a holiday during this past two months because we have not been saying much in this space—we have been hustling just the same. We have almost built a new Mill in that time—nearly all new but the outside—and this week we are **AT IT AGAIN** bigger and better than ever.

We say it modestly, but we have just begun to realize how much Tillson's Breakfast Foods were missed when we could not supply them. But we can now.

We have something more to tell you, but that will come later by letter.

**THE TILLSON CO., Limited, Tillsonburg, Ont.**



MOUNT KUNOH, NEAR TEA-PRODUCING DISTRICT, JAPAN.

**The Purity, The Flavor,**
**The Strength, The Clearness,**
**The Delightful Aroma, The Healthfulness,**

—of—

# JAPAN TEA

are six of the paramount factors that have helped to win the glorious and deserving victory it has attained over all other teas. Remember, grocers, JAPAN TEA comes from a country where modern ideas exist; where an era of advancement and education prevails, and where the people are progressing more rapidly than those of other Oriental countries.

JAPAN CENTRAL TEA TRADERS' ASSOCIATION.
Trafalgar Chambers, Sun Life Building Annex.
Tel. Main 4142. MONTREAL, CANADA.




# IMPERIAL MAPLE SYRUP

The Standard from Ocean to Ocean.

**Merit Acknowledged**
**Superiority Admitted.**

## YOUR MONEY BACK

IF NOT SATISFACTORY.

ROSE & LAFLAMME, Agents
**Montreal.**

YOU WILL FIND IT

IN THE LAUNDRY EVERYWHERE.

# Ivory Gloss Starch

is the POPULAR BRAND because we have made it our primary aim to PLEASE THE CUSTOMER. You can recommend it with perfect safety and it will prove a money-maker.

Brands also manufactured for kitchen purposes.

**THE ST. LAWRENCE STARCH CO.,**
LIMITED
**PORT CREDIT, ONT.**

## THE AUER GAS LAMP.

"TURNS NIGHT-TIME INTO DAY-TIME."

New Styles. Lower Prices.



No. 21
100 Candle Power.

**Do you want** a lamp which won't tire your eyes?

**Do you want** a lamp which makes sewing or reading a pleasure?

**Do you want** a lamp which gives more light than half a dozen kerosene ones for less money?

**Do you want** to sell the best lamp on the market?

**THEN WRITE FOR OUR CATALOGUE AND DISCOUNTS.**

Every Lamp Guaranteed.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

# MOLASSES

When ready to buy don't forget to ask us for our quotations on a carload delivered at your station; you will be glad you did so.

**The Dominion Molasses Co.,**
Limited
Halifax - Nova Scotia.

We are in a position to offer special value in

# Raisins and Currants

Several carloads of new goods just at hand. Write us or get particulars from our travellers. . . . .



**W. H. GILLARD & CO.,** Wholesale Grocers, **HAMILTON.**




## THE DOMINION BREWERY CO., LIMITED

**Brewers and Maltsters**

TORONTO

**Manufacturers of the Celebrated**

# WHITE LABEL ALE

**ASK FOR IT AND SEE THAT OUR BRAND IS ON EVERY CORK.**

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

**WM. ROSS, Manager.**



# VALENCIA RAISINS

J. D. ARGUIMBAU'S SELECTED IN STORE.

# CURRANTS AND FIGS

ARRIVING FROM THE LARGEST AND MOST RELIABLE EXPORTERS.

# C. & B. PEELS—NUTS

FULL ASSORTMENTS ARRIVING—AT RIGHT PRICES.

TRADE MARK

GROCERS' WHOLESALE CO., LIMITED
UNITY AND QUALITY
HAMILTON.
REGISTERED

## Grocers' Wholesale Company,

We are Free Sellers and desire correspondence with Independent Buyers.

## Limited, Hamilton.

THE SUREST WAY TO MISS SUCCESS IS TO MISS THE OPPORTUNITY.

# The Canadian Grocer

AND GENERAL STOREKEEPER.

Vol. XVI. MONTREAL AND TORONTO, OCTOBER 17, 1902. No. 42.


## THE ADVERTISING ARENA.

DO not take it for granted that everybody has time to read all you want to say in the space you occupy in your local paper.

* * *

The best advertisement that can be written is that which puts you in communication as directly as possible with those to whom you appeal and at the same time does not put you on a false footing with them.

* * *

Don't surround your ideas with typographic obstructions, nor let anything in your advertisement become more prominent than the one thing that is going to make customers of your readers.

* * *

An illustration should, as nearly as possible, convey some idea of what your business is. Do not fill your valuable space with something foreign to your product.

* * *

The first object of an advertisement is to cause the reader of it to believe that he needs the article advertised, and the second, to leave him in such a frame of mind that he will take the trouble to learn more about it.

* * *

The man who has a horse to sell selects his prospective customers, and then tells them about the horse. This is advertising, and it is about as far as advertising can go. What the man with the horse for sale tries to do is to get someone enough interested to look at the horse, then salesmanship comes in to do the rest.

* * *

Most failures in advertising come from the belief on the part of the advertiser that the only thing necessary is to state in the newspapers or other publications what he has to sell, and then sit down and wait for the orders to come in. Active salesmanship is required to cinch the business.

* * *

The country merchant, or the purely local advertiser in any line, can generally get assistance from the publisher of his local paper, and to him he should go for advice and help. The merchant knows what he has to advertise and what he wants to say—someone connected with the paper can help him say it so that it will attract the eye and impress the mind.

* * *

There is no use in buying advertising space unless one fills it up so as to get results. One might almost as well adopt the method sometimes seen in country papers, "This space will be filled by John Jones when he gets time to write an advertisement," as to advertise goods that cannot be delivered—unless capital is so great that it can afford to store up reputation for future use.

* * *

It sometimes seems as if the thing hardest to impress upon the average advertiser is that the buying of advertising space, while important in itself, is really the least important item in the success of the advertiser. More important by far is what is said in the space after it is bought.

* * *

If you purpose to go anywhere, to get there surely, quickly, and safely, you naturally take the shortest and best-equipped route. Advertisements are merely your representatives; therefore, if you want them to get there quickest, surest, and best, you must send them by the most direct route.

* * *

No matter what the size of a business may be, experience has proved that generous advertising will bring a crop of sales as surely as culture will bring a crop of grain. There is just one condition: the advertisement must be worth the attention of the buyers.

* * *

If nobody knew you, you couldn't sell a dollar's worth of goods. If a few people know you, you'll sell a few goods. The more people there are who know you and your goods, the more you will sell.

* * *

The space is valuable according to what you put in it. Blank space won't sell goods. Space filled with a meaningless jumble of words might as well be blank. The more clearly, concisely, convincingly your story is told, the more valuable you make your space. What you say in it makes it worth less or more than you pay for it.

A COUPLE OF SIMPLE SAMPLE ADS.

SPECIAL NO. 18.

"LA FAVORITA"

**Spiced Sardines**

Regular, 15c.

***2 cans, 25c.; $1.45 doz.*** } ***This Week.***

Ready to serve for luncheon and tea.

Selected fish carefully and cleanly packed; appetizingly seasoned; large tins; convenient for luncheon and tea.

Try them at the Demonstration Counter.

Regular, 15c.

This week, 2 cans, 25c.

SPECIAL NO. 20.

DEMONSTRATION

**Royal Luncheon Cheese**

***23c. This Week.***
***Trial size, 10c.***

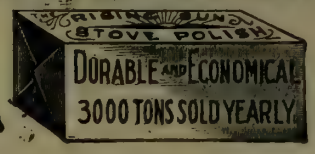
This fancy Club Cheese is noted for its fine texture and delicate flavor.

The demonstrator would like you to sample it.

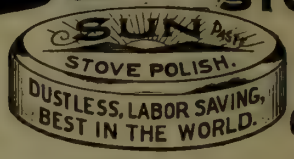
The new lot has an improved cap.

Regular, 10c. and 25c. Special, this week, 23c. for the 25c. jar.

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE




and SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE




Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors. Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

## USEFULNESS IN A CLERK.

HOW may a clerk improve his effectiveness is a subject that has often been considered and discussed. The following article on the matter appeared in a recent issue of The Retail Grocers' Advocate :

" Ambition is, without doubt, the mainstay of all prosperous people, whether in America or elsewhere," once remarked the late Stephen A. Douglass, and if we glance back a decade or two and note the progress made in life by even certain of our acquaintances, friends, schoolmates, relatives, etc., how can we help but believe the learned statesman's words.

Still, there are very many men of even brilliant minds, undoubted talents and excellent surroundings who do not possess ambition, and are to be pitied ; others, who have possessed ambition, and become discouraged through failure to advance with sufficient rapidity to suit their natural propensities and to whom patience is a stranger, have lost all semblance to ambition, and they are to be doubly pitied.

Thus it is with the young man who does not rise as rapidly in a chosen avocation as he would desire, and we find very many such in the grocery and other trades.

It certainly becomes a calamity when a young man admits he is disheartened and believes he cannot improve his position.

It is a sorry spectacle, indeed, to see any young man become unsettled in his employment, but what he really requires is a higher ideal and a knowledge that his work, no matte how humble, will not debar him from the highest position to be attained in the land.

No " pull," as it is vulgarly termed, is needed to do this ; it is gained by hard and conscientious work and devotion to the best and loftiest principles.

It was not influential friends, nor " pull," which has gained the high stations in life for so many occupants of them at the present time, or in other days. A majority of these men and women began life humbly and received the hard knocks of the world, but they remained firm to their ideals, and in time their devotion and patience was fully rewarded.

Ability, of course, counts for much ; in fact, it is the essential in all business, but unless tempered with other qualities which go to form a proper ballast, it would be of little purpose—for what use could a man of ability be put to if he did not possess honesty, forebearance, patience, sobriety and discretion ?

What business men want and insist in a clerk, or employe, is competency to discharge his work in a proper manner. They are expected to at least earn their wages, no matter what position they fill —whether at $7 or $200 a week.

But to rise to higher ideals it is incumbent upon them to gain all possible knowledge of the trade ; to be indefatigable in their efforts to win their employers' confidence, which is obtained by close application to their duties and a regard for his interests.

When this is finally attained the clerk is then the high road to success.

But this is, however, a crucial period with the young man, and the primary objects should not be lost sight of ; the same humble, willing and sacrificing spirit would still prevail, and conceit allowed no place in his life.

When certain men have attained to high positions, we frequently hear the remark that it was brought about through good luck, influence, etc., when in truth it has been neither—but perseverance, energy and indomitable will-power coupled with business ability, tact and honesty has accomplished it for them.

And many young men now serving in humble positions in our grocery stores are yet destined to reach those high stations in life, and many others, if they would inculcate the principles we have mentioned into their lives, would stand an equal opportunity.

An exchange publishes some good, sound advice to grocery clerks from one of their own kind, a portion of which we here quote :

" Now, how can a clerk show he desires to progress ?

" By being willing and courteous. Do as much as possibly lies in your power for the store in which you are working, and always remember that your employer's success is your success.

" Be five or ten minutes ahead of time in commencing work and don't think your duties are always over on the regular closing hour. While in one sense this may be true, yet, often in the few minutes spent after hours an employer learns more of the true value of his clerk than in all the hours of the day's business. And thus he cultivates that degree of intimacy which so often results in a superior position or raise in salary.

" Another thing, and keep it always in your mind, and that is this :

" No grocery clerk ever knew it all, and we are never too old to learn.

" Be never self-satisfied, but always and ever on the alert to improve one's knowledge of his business.

" Have confidence in your ability (not egotism or vanity), but a firm assurance that you are able to perform the task assigned. Don't become too anxious and expect results at once. Growth and development take time.

" Over anxiety leads to failure. Many a good man has wrecked his prospects because he was unable to wait until he had sufficient schooling to fill the position he desired."

---

In your next order to your jobber include an assortment of Allison's "Coupon Books." They will save 90 per cent. of your bookkeeping. See advertisement in this issue.

**NOT IN IT**

Those who are not handling our

**"EMPIRE" Brands** of

Salmon, Baking Powder, Tea, Coffee, Extracts, etc., etc.

JUST IN **Labrador Herring and Labrador Salmon.**

**Lucas, Steele & Bristol,** Wholesale Grocers, **Hamilton, Ont.**

JERSEY CREAM YEAST CAKE—THE ONLY YEAST WITH CREAM IN IT.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

THE BEST 40c. PACKET TEA

**Social English Breakfast Tea.**

With your next order, order 1 case, 30-lb., of above tea.
We intend pushing this line and want your help.

**LUMSDEN BROS., HAMILTON AND TORONTO.**

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

JERSEY CREAM YEAST CAKE—THE ONLY YEAST WITH CREAM IN IT.

**James Turner & Co.,** Wholesale Grocers, **Hamilton**

Will our friends in Ontario and Quebec, who are instructed to make enclosures in our cars to the West, always advise us before making shipment? On receipt of such advice we will promptly reply as to probable date of starting of cars.

Also, will shippers please note the following:

**Mark address of consignee in full.**

**Send typewritten copy, giving memorandum of contents and weight of each package.**

**Always prepay freight to our warehouse.**

Unless the foregoing instructions are carried out by shippers, reluctantly we must decline the responsibility of forwarding such freight.

# NOW IN STORE

New Cleaned Currants.
New Select Valencia Raisins.
Crosse & Blackwell's Peel.
York Peel.

Get our prices before buying.

## THOS. KINNEAR & CO.,

**Wholesale Grocers,** **49 Front St. East, TORONTO**


### HINTS TO BUYERS.

Contributors are requested to send news only not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

THE Eby, Blain Co., Limited, are offering New Valencia shelled almonds. They received their first shipment this week.

L. Chaput, Fils & Cie will receive a very large consignment of new table raisins about November 1.

Eleme table figs, the first of the season, were received last week by The Eby, Blain Co., Limited.

L. Chaput, Fils & Cie have a quantity of Spanish onions, which they are offering to the trade at extremely low prices.

A shipment of "Mephisto" lobsters, flat ½'s, has just been received by The Eby, Blain Co., Limited.

Grocers' Wholesale Co., Limited, Hamilton, advise that they have the choicest Vostizza currants with the true blue bloom.

An extensive line of fancy Malaga table raisins, in boxes and quarter flats, are offered by The Eby, Blain Co., Limited.

Hallowee and Sair dates, arriving about November 1, are offered at attractive prices to arrive by Grocers' Wholesale Co., Limited, Hamilton.

The Eby, Blain Co., Limited, are in receipt of large shipments of new season's currants, and are offering them at attractive figures for prompt shipment.

Clarke, Nicholls & Coombs' English barley sugar, in glass jars, is an attractive line for fancy fall trade, and is in store with The Eby, Blain Co., Limited.

Merchants desiring very choice Valencia raisins, something seldom seen upon the Canadian market, can procure them from Grocers' Wholesale Co., Limited, Hamilton.

The travellers of T. A. Lytle & Co., Toronto, are commencing to book many good orders for their choice mince meats. And as the season advances they will doubtless have increased their sales for this article.

Henri Jonas & Co., who for 33 years have been prominent importers of fine goods for the grocery trade, have an attractive line of French glass decanters, containing pure sugar fruit syrups. They should be in every grocery store for the holiday trade. They are of handsome appearance, and are sure to be sellers. Progressive merchants should place their orders at once.

### TALK OF GROCERY COMBINE.

The Inter-State Grocer, of St. Louis, says that a combine, to include every wholesaler of groceries in the United States, is in the course of formation.

"The details," it says, "are not yet public property, and they will not be until after November 5 next, when the initial steps toward forming the combination will be taken in Detroit. George D. Hanford, of New York City, is engineering the deal. Already a large number of the leading wholesale grocers in the east have been seen by Mr. Hanford or his representatives, and nearly all have expressed their willingness to be present.

"An outline of the plan is as follows: 'It is proposed to take over the business of the entire line of wholesale grocers in the United States. One great corporation will be formed, which will buy outright the business and good-will of all the firms. A central office for the accommodation of the officers of the company will be maintained, probably in New York. This central office on all of the leading grocery products will do the buying for all the houses in the corporation. It is expected that this will enable the company to buy in such large quantities as to greatly reduce the first cost of the goods.'"





# THE GOLD MEDAL

—has been awarded to—

**A. F. MacLaren Imperial Cheese Co.,** Limited

for the finest EXHIBIT in the Main Building and for the excellence of their product.

## Toronto Exhibition 1902



In Stock

NEW

SULTANA RAISINS

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers. TORONTO.

## TRADE CHAT.

MRS. JAMES TRUESDALE, of Brantford, has several boxes of outdoor-grown strawberries. If the weather is spoiling the potatoes it is all right for berries.

A new cornmeal and milling business will be shortly started in New Glasgow, N.S., by J. B. Johnson, of that town, and D. Mc. Donald, of Trenton. The location is near the electric light station.

The Edmonton Milling Co. are erecting a new elevator at Strathcona. It will have a capacity of between 50,000 and 60,000 bushels, and will be a great convenience in stowing this season's large crop.

About 7.40 o'clock Monday evening Wm. McDonald, grocer, Bayfield street, Barrie, discovered his back shop to be in flames, but managed to put out the fire before the arrival of the brigade.

G. M. Bernard, who owns farms at Niagara, was fined for a violation of that section of the Fruit Marks Act which provides that the fruit on the face shall not be of better quality than that inside the package.

Orchard & Co., of Petrolia, Ont., who have leased the premises lately occupied by R. Lang & Co., have remodeled the store for the purposes of carrying on a fruit and confectionery business. The new firm opened up business October 4.

It is the intention of The Lake of the Woods Milling Co. to erect another large mill in Manitoba. This mill is to have a capacity of 5,000 bbls. per day, or 1,000 ahead of the Keewatin mill, which is the largest at present. The site is not decided yet, but the management say it won't be a point where there is only one railway.

The Edmonton Milling Co. has begun the erection of an elevator at Strathcona. It will have a capacity of between 50,000 and 60,000 bush. For a long time the company's storage capacity for grain has been insufficient and the new elevator will be a great convenience, especially in the stowing of the immense wheat crop of the district this season.

The Hedley-Shaw Company's flour mills of St. Catharines had a narrow escape from total destruction October 10. The elevator shaft and cupola are a total ruin, and a large quantity of wheat was badly damaged by smoke and water. A scow load of 10,000 bushels had just been unloaded. Heating of the elevator's machinery is supposed to have caused the fire. The loss cannot be estimated until it is seen how much of the wheat is damaged.

## KEEPING PACE WITH THE TIMES.

Many and varied are the preparations which have been made for fall and winter trade by United Factories Co., Limited. Dealers will experience no difficulty in making their selections from the big stocks of brushes, brooms and woodenware. The ranges of these goods are very extensive, more especially perhaps in brushes, the Boeckh factory alone turning out over 10,000 different kinds, from the fine camel hair brush of the artist to the coarse dandy brush of the stable. Grocers' sundries also are well represented.

## SECOND CROP OF FRUITS.

An extraordinary freak in the berry line this year is that several varieties have produced berries for the second time during the season. Reports from Guelph show that the second growth of raspberries is quite general there, while in the vicinity of London, both raspberries and strawberries have yielded a second crop in the month of September. The second crop of huckleberries in the neighborhood of Killarney, Collingwood, etc., is also abundant. This is due for the most part to the continuous wet weather in these parts during the summer.




UPTON'S

JAMS, JELLIES AND MARMALADE

have never been approached in quality.

Best value obtainable. It will not take long for your customers to discover it.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited.

AGENTS, TORONTO, CANADA.

# THE PROVISION TRADE

AND COLD STORAGE NEWS.

### PORK PACKING IN P.E.I.

DAVIES & FRASER, the extensive and widely known pork-packers, of Halifax, have submitted to the Government of Prince Edward Island a proposition which, they claim, is far more favorable than the terms before agreed upon with another concern for equipping a meat-packing and canning establishment and cold storage. They ask no concessions, save and except exemption from taxes for 25 years, and that the Government shall secure cold storage on the Charlottetown and Pictou steamers. They want to be assured also that 30,000 hogs and 1,000 beef cattle will be available yearly. It is believed in Halifax that this will kill the proposition signed by the Government with Montreal parties. This is a good, square business proposition, submitted by a successful concern, and it is the one that should be accepted by the Government without delay. Unlike the company boomed by D. A. Mackinnon and The Patriot, they do not ask the Government to guarantee their bonds and thus render the Province liable for a large amount. Their terms are liberal, reasonable and businesslike, and the Government will be justified in acceding to them. Messrs. Davies & Fraser are desirous that every farmer on Prince Edward Island should write them at once, stating how many hogs and cattle he can supply each month, and if they are assured of sufficient quantity they will begin operations without delay. Now, the farmers should do their part, first, by immediately giving Messrs. Davies & Fraser the required information, and, second, by raising more stock. This Province is capable of producing a vastly increased amount of all kinds of stock, and our farmers are not at present making the most of their advantages in this line. They should increase their flocks and herds to meet the growing demands of the Provincial and other markets, and of the big packing concerns that are ready to purchase, at good prices, all the cattle and swine that can be raised in this Province. There is money in stock, and our farmers should place themselves in a position to make the most of the industry.—Summerside, P.E.I., Journal.

### CATTLE TRADE GROWING IN TORONTO.

"September's business was the heaviest of any month in the history of the cattle market," remarked Commissioner Coatsworth, of Toronto, a few days ago, as he handed out a statement of the cattle market business for the year. The figures for the nine months, as compared with last year's figures for the same period, follow :

| | 1901. | 1902. | Incr. |
|---|---|---|---|
| Cattle | 132,147 | 149,928 | 17,781 |
| Sheep | 85,417 | 104,833 | 19,416 |
| Hogs | 109,965 | 112,986 | 3,021 |
| Calves | 7,474 | 10,254 | 2,780 |

The weigh fees up to date for the year amount to $6,525.19, an increase of $804.50 over the corresponding period last year.

The increase in cattle is 10.3 per cent. ; sheep, 20.2 per cent. ; hogs, 2.7 per cent. ; and calves, 37.1 per cent. Weigh fees, 14 per cent.

### COLD STORAGE FOR FRUIT.

The Agricultural Department at Washington has begun a series of exhaustive investigations into the matter of cold storage. There are a number of mysterious manifestations which take place in a cold-storage warehouse, and the Government agents are endeavoring to ascertain the why and wherefore of these. For instance, it has been often noted that one lot of fruit will keep in fine condition for many months, while another immediately near it will rot in a comparatively few days. This is particularly true of peaches. It has also been noticed that some peaches lose their delicate flavor very quickly in cold storage, while others are not affected in the least. In order to get at the facts, an agent of the Agricultural Department has been assigned to take a specimen carload at Fort Valley, Ga., and to moke careful observation of the manner of picking and packing and to follow the fruit through the various stages through which it must pass on its way to a cold storage plant in Jersey City. Here the fruit will be watched carefully during its prolonged stay by the same agent, who will make a detailed report of his observations. The same programme will be carried out with other shipments of peaches as well as other fruit.

### ICED CAR SERVICE.

S. P. Howard, general freight agent of the Canadian Pacific Railway, has issued a circular calling the attention of shippers and agents of connecting lines that the iced car service for the transportation of butter and dairy products to Montreal, as provided for last May, will be discontinued the week ending October 18.

### SAUSAGE-MAKING RULES.

In making sausages the butcher needs to mix with the ingredients some commonsense without which nothing can be done properly in any business. An esteemed contemporary, The National Provisioner, has been favoring its readers with rules for making sausages, which we reproduce as follows :

To obtain good sausages, cleanliness, good meats, good seasonings and good spices must be used.

Wash the cutters, stuffers, etc., after using. Then rub their iron parts, after dry, with cottonseed oil, or pure neatsfoot oil to prevent subsequent rust.

Be sure the water used is fresh, running and pure, with good drainage. This minimizes odors.

The more sausage that is made the lower the cost of production.

A valuable implement in a small sausage factory is a small, sensitive scale which weighs to a quarter of an ounce. This scale prevents the old, awkward, guessing "rule of thumb" way.

Certain kinds of beef are more profitable for sausage-making than others. For instance, freshly killed warm beef chopped up fine after cooling will absorb 50 per cent. more moisture than cold, stale meats. Meat being of a naturally dry nature will absorb its own weight in moisture. This fact is not generally known.

Meats should be well chilled before chopping. It doesn't clog the knife then so quickly.

Small, oily pieces of fat meats should not be used when working up large cubes of sausage meats.

The accumulations of the rooms should not be allowed to lie around to create odors.

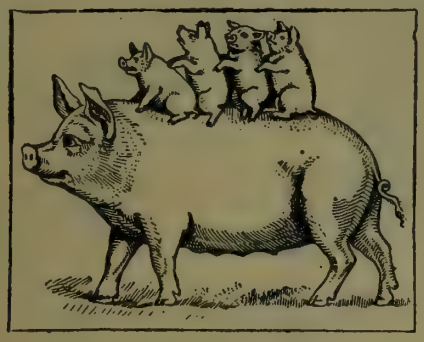
In making blood color from the powder be sure to thoroughly dissolve the grain. Any undissolved powder will make bright red spots in the sausage when stuffed.

To color casings, soak them in the "dye" until they have the desired color. The sausage thus colored will need less smoking. Staining or painting sausages is another

# LARD that is PURE

## IS LARD THAT SELLS.

**And the progressive grocer will handle nothing else**



Order from us and **quality** and **purity** is guaranteed, and your customers will appreciate your efforts to secure for them the best article on the market.

---

**The Farmers Co-Operative Packing Co.**

**of Brantford, Limited.**

**From 3-lb. Tins Up.** **Write for Price Lists.**

---

When you have any

# BUTTER OR EGGS

to offer, write or wire us. We are buyers.

---

**The J. A. McLean Produce Co., Limited**

75-77 Colborne Street

Telephone Main 2491. Toronto.

---

# MINCE MEAT

Thanksgiving Day this year has been fixed for the 16th of October—Thursday of this week. We are providing for it, and have now ready a stock of first-class English Mince Meat, in 5, 12, 27 and 60-pound pails. The Mince Meat we put on the market last winter gave excellent satisfaction; that which we are now making will be better, being made out of choice new fruit and spices. Let us have your order now. Our Mince Meat is in good demand all through the winter.

---

**F. W. FEARMAN CO.**

**(Limited)**

**HAMILTON, ONT.**

---

# Long Clear Bacon.

Your trade demands the best quality obtainable. **WE HAVE IT.** Cured and stored in Cold Storage of uniform temperature and is absolutely free from Rust.

Quotations on Case or Car-load lots on application.

---

**The Park, Blackwell Co.,** LIMITED

**PORK PACKERS,**

TORONTO, ONT.

matter. These stains are made of 3½ oz. of saffron dissolved in 2 quarts of water, adding ½ pint of alcohol. Then add the yolks of 9 eggs beaten in ½ pint of water for winter stain. The egg ingredient is not needed for the summer season.

Air-dried sausage should be stuffed tightly to allow for the shrinkage in drying.

Casings should be flexible and entirely free from salt before the sausage meat is stuffed into them.

Sausages should be stuffed even, round and full. If too full they will crack when being cooked. If too thin, will wrinkle and show signs of age when dried.

Soak the casings slightly in warm water for an hour or two before using. They will then slip on the stuffer easy. A pinch of bicarbonate of soda added to the warm soak will greatly help to soften the casings.

Puncture large bolognas with a sharp awl to prevent air bubbles or "blisters."

Sausages are best cooked in water-jacketed kettles. They cook the sausage uniformly.

Save the fat and grease skimmed off in cooking sausages. Add it to the rendered lard if not too highly spiced; otherwise, add it to the grease pot and sell it to the tallow man.

If the skimmed grease is not white enough bleach it with the following mixture: 3 oz. borax, 1½ oz. sal ammoniac and 9 oz. sal soda, dissolved in water to each 350 lb. of grease. Boil up the grease and the mixture together. Then boil together two hours. Then let settle and take off the white grease.

Only use potato flour as a filler in bologna sausages and cracker meal, cracker or sausage meal alone or together in pork sausage.

In "dry" sausages, such as salami, summer sausages, etc., add no water or fillers. The object is to exclude the chances of moisture to aid ripening.

No preservative should be put in "dry" sausages as antiseptics prevent or retard their ripening. The absence of water and the presence of the necessary amount of salt for seasoning will keep this class of sausages sufficiently.

### TO IMPORT CANADIAN PRODUCE.

The Earl of Aberdeen, Lord Balfour of Burleigh and Sir William Purdie Trevoar are forming a company, capitalized at £550,000, to import Canadian produce on a large scale. Canada should supply one-third instead of one-seventh of Great Britain's fresh food import of £140,000,000. The company are to estblish cold storage warehouses at the principal English ports, and have wholesale houses and restaurants in

CENTRAL Business College.
STRATFORD, ONT.
One of the best Commercial Schools on this Continent. Write for Catalogue.
W. J. ELLIOTT, - Principal.




C. P. FABIEN
Manufacturer of Refrigerators and Ice Chests. Diplomas awarded at Montreal, Toronto and Ottawa Exhibitions. Over 50 patterns to choose from. Proprietor of Aubin's Patent Grocery Refrigerator, New Dominion, Imperial Dominion, special improved Dairy Palace for Hotels—all hardwood.
3169 Notre Dame St., MONTREAL.

FISH AND OYSTERS
WHOLESALE.
The F. T. JAMES CO., Limited
76 Colborne Street, TORONTO.

As a strictly reliable Oil Paper for
Grocer's Use
our Oil Papers have few equals.
The price is right and the paper is right. Our order book shows that grocers appreciate it.
CANADA PAPER CO., Limited
TORONTO and MONTREAL.

Sovereign Molasses Candy
100% PROFIT FOR THE GROCER.
A new and delicious Taffee put up in neat boxes to retail at 10c.
Free Sample.
THE GLOBE MFG. CO., 103 Adelaide St. West, TORONTO.

Austrian Sugar
ON SPOT---TO ARRIVE or FOR IMPORT.
Samples and quotations on application.
ALEX. WILLS, 27 St. Sacrament Street, MONTREAL

All first-class Grocers and Provision dealers should handle the
"L. & S." and "Imperial"
Brands of Smoked Hams, English Breakfast Bacon, Backs, Lard, Etc.
Long Clear Bacon.
New cured, free from rust, light or medium weights. Write or wire us for quotations in case or car lots.
Fowler's Canadian Company, Limited
HAMILTON.

the cities. Wheat, fish, live stock, fruit, cheese, butter, eggs and poultry will be imported.

### THE PROVISION MARKETS.

TORONTO.

There has been a moderately active demand for beef and dressed hogs during the week at prices which are unchanged. The arrivals of hogs have been fairly free, and there is enough beef to supply the demand. The prices of live hogs have declined 25c. We quote as follows: Dressed hogs, $8 25 to $8.75; beef carcasses, $5.25 to $8.00 per 100 lb.; hind quarters, $6.00 to $9.00 per 100 lb.; front quarters, $4.00 to $5.50 per 100 lb.; veal, 7 to 9c. per lb., and lambs, 6½ to 7c. Select live hogs are worth $6 25 and fat and lights, $6.00 per 100 lb. Choice export cattle are worth $5.25 to $5.75 per 100 lb., and lights, $4.25 to $5.

These is a good business still being done in provisions. The lard market is gaining strength and stocks are light. We quote: Long clear bacon, 11 to 11½c.; smoked breakfast bacon, 14½ to 15c.; roll, 12 to 12½c.; medium hams, 13½ to 14c.; large hams, 12½ to 13c.; shoulder hams, 11 to 11½c., and backs, 14½ to 15c.; Canadian heavy mess pork, $21.50; short cut, $23.50 to $24; lard, in tierces, 10¾ to 11c. per lb.; tubs, 11 to 11¼c., and pails, 11¼ to 11½c.; compounds, 8¾ to 10c.; plate beef, $15 per 200-lb. bbl.

MONTREAL.

The market for hog products has been rather quiet, though steady, during the past week. Not much change in price is reported. Light Canada short cut clear pork is lower. Pure and compound lard are moving fairly well, and for bacon and hams there is a good demand. Dressed hogs have again declined, this week being 25c. per 100 lb. below last week's prices. At present, fresh killed abattoir dressed hogs are selling at $9 to $9 25 per 100 lb. Our quotations are now as follows: Pure Canadian lard, $2.37½ to $2.40 per pail; Fairbank's "Boar's Head" lard compound, 9⅝c. tierce basis, with extras as follows: 60-lb. tubs, ¼c. over tierce: 20 lb. tin pails, ¼c.; 20-lb. wood pails, ½c.; 10-lb. tins, ¾c.; 5-lb. tins, ⅞c.; 3-lb. tins, 1c. Snow White and Globe compound, $1.80 to $1.90 per pail; Cottolene, 11¼c. for 20-lb. pails, and 11⅛c. for 60-lb. tubs, for Quebec and Ontario; hams, 12 to 14c.; heavy Canadian short cut mess pork, $23.50 to $25.00; Canadian short cut clear pork, $23 50 to $24.00; American short cut clear pork, $24 to $24.50; American fat back, $24.50 to $25.00; bacon, Wiltshire, 14 to 15c. per lb.; extra plate beef, $14.50 to $15.00 per bbl.


TRY A CASE 2-oz. size, put up 3-doz. to case, with Show Card, $4.50 per case. Grocers' and Druggists' trade, order direct, or through your jobbers.

W. J. NICHOL & CO.

FIRST HANDS FOR BEEF EXTRACTS AND PEPSIN,

11 and 13 Front St. East, TORONTO, CANADA.




Agents Cudahy Packing Co., "Rex" Brand Beef Extracts and Pepsins.

# TRADE IN COUNTRIES OTHER THAN OUR OWN.

### TOMATOES ON THE COAST.

REFERRING to tomatoes Coast mail advices say: "The hot weather in this State has seriously injured the tomato crop. The shortage will be heavy and packers will be compelled to make pro rata delivery. Some of the early heavy sellers at 85c. delivered east will no doubt be called upon to settle, as they will not be able to make deliveries. The cold wet weather in the east and south has cut the tomato crop and pack, and eastern packers are in trouble. Dealers will be unable to supply their wants in this line this year. Last season the short crop and heavy demand cleaned up the entire country of tomatoes, and this season growers, packers and jobbers made extra preparations to fill up the retailers' shelves, but they will have to wait until 1903 to lay in a stock.
wait until 1903 to lay in a stock."

### STOCKS OF RAISINS IN SPAIN.

A cable from Denia reports the market there on Valencia layer raisins as practically exhausted of supplies. Holders on the spot have advanced to 9 @ 9¼c. and to 9c. on goods to arrive. Sultanas are also more firmly held on new fruit to arrive in sympathy with stronger cable advices from Smyrna.—N. Y. Journal of Commerce.

### TEA IN NEW YORK.

The tendency of prices continued toward a higher basis and at the close 18½c. in bond was quoted as lowest for Formosa and 13c. in bond for Foochow Oolongs. It is understood that during the week a fair volume of business has been transacted, but the sales that have been reported show only moderate totals. The line business has been fairly active.—N. Y. Journal of Commerce, October 13.

### SHIPMENTS OF SMYRNA FIGS.

Private mail advices from responsible sources in Smyrna under date of September 15 state that the total shipments of bag figs to that date did not exceed 19,000 bags, compared with a total to the same date last year of 69,000 bags. The shipments of bag figs are extremely light, and it is believed here that heavy short sales have been made and that shippers under present conditions will be unable to deliver but a small proportion of the stock purchased.

### SITUATION IN SUGAR.

Willett & Gray say of raw sugar: "As long as the receipts continue to exceed the requirements, present conditions will continue, and inasmuch as the requirements will shortly be reduced, owing to the decreased demand for refined at the Atlantic ports, a material improvement in raws may be delayed, unless some damage occurs to the European beet crops, more than is evident at the moment. Official figures of stock in principal countries on the even date of September 1 are only just obtainable and amount to 1,773,130 tons, which is smaller than was expected and indicates either a heavy increase in actual consumption or a large invisible stock in Germany, Austria or France. The invisible stock in the United Kingdom is not large, and in the United States it is unusually small."

### CANNED MUSHROOMS AND SARDINES.

In connection with canned sardines and mushrooms (imported) Mr. Charles Back, representing J. Ramell and the United Cultivators of Mushrooms of Paris, France, in a recent interview in New York said: "The supply of mushrooms for canning purposes has been only one-third of the usual quantity available in late years. The market, when I left Paris ten days ago, was strong, with an advancing tendency. The pack of sardines has been smaller than usual, and the fish generally have run to large sizes. A New York firm has bought up the bulk of the supply of small fish. My firm is entirely sold out of sardines. The supply of sprats is better, and this year the quality is good. Many factories in France will not be able to keep their engagements this season on account of the poor pack of sardines."

### COAST SEEDED RAISIN TROUBLE.

According to private advices from the Coast the negotiations conducted with a view of bringing together the outside raisin seeders and the combine has been abruptly brought to an end, leaving the several interests as wide apart as they were before. The advices in the shape of telegrams hold out little prospect of a settlement of the existing differences and state that on the present basis for seeded, 6¾c. for fancy in 1-lb. cartons, outside seeders are not disposed to confirm freely. Private mail advices in this connection from outside sources say: "The prices are so low that seeders are losing from $40 to $50 per carload. This is all brought about by the fact that the combine—the Pacific Coast Seeded Raisin Co.—made a price so low as to show no profit in order to drive out the outside seeders. The effort to bring about an adjustment of existing differences has resulted in failure, the terms proposed by the combine not meeting the views of the outsiders. As a result the combine has thrown down the gage of battle and it is a fight, but one which may be settled at any time." It is intimated here on the strength of Coast advices from confidential sources that the main difference between the two interests was the question of an advance in prices. It is claimed that the combine objected to the advance asked for on the ground that to do so would defeat the object for which the low price was made, namely, that of cutting out the eastern seeding interests, or at least reducing their importance as a competing factor. The advices intimate that the outside seeders may ultimately accomplish their object, and in that event an advance may be looked for.

One advice received here states that a Coast interest is getting seeded raisins at a delivered price equivalent to ⅝c. to ¼c. reduction from the Fresno opening price, and this in face of the fact, the advice states, that the Association is not rebating to seeders from the opening figures. Advices here from large cities in the Middle West show that a heavy business has been done in seeded raisins.—N. Y. Journal of Commerce.

### COLOMBO TEA AUCTION.

Dodwell & Co., Limited, Colombo, under date of September 3, report: "Of 12,512 packages, equal to 1,051,708 lb. brought forward, 9,876 packages, equal to 814,162 lb., found buyers. The auction dragged somewhat owing to the disinclination of buyers to start bidding, but once the teas were 'put in' competition was fairly brisk. The demand still continues strong for broken grades, and recent rates were well maintained. Good common leaf teas received less support than recently, and prices may be quoted 1c. lower for orange pekoes. Common sorts were firm. Quality.—From some of the high districts is very good, but from others there are indications of falling off. The average price for the sale held on the 20th ultimo was 33c., as compared with 33c. for the previous sale."

### CALIFORNIAN APRICOTS AND PEACHES.

A letter from a San Francisco house refers as follows to peaches and apricots: "The demand is good, causing a fairly active market, although some of the trading is of a speculative nature. Choice, unpeeled bleached peaches are not so plentiful as early estimates would indicate. Lack of help and shortage of trays have cut down the possible output of cured fruit very materially and the crop of cured peaches is certainly 20 per cent. short of early estimates. Fancy and extra choice fruit is scarce, owing to the enormous size of the crop and unfavorable conditions for handling the fruit as fast as it is ripened. It required rapid work to save the crop, hence neglect of details. Fancy Moorpark apricots are out of the market."

### CANNED GOODS AT BALTIMORE.

In this market tomatoes are quoted for standard No. 3 at 95c. to $1, and still

YOU SHOULD PLACE YOUR ORDER NOW FOR OUR GUARANTEED BRANDS OF

NEW California Seeded Muscatels

"EUREKA"—4-CROWN, 16-OZ. PACKAGES; "GUARDIAN"—3-CROWN, 16-OZ. PACKAGES;
"SENTINEL"—3-CROWN, 12-OZ. PACKAGES.

ALSO THE WELL-KNOWN BRANDS, "G & S," "NONPAREIL," AND "MONOGRAM," 16-OZ., AND "ROYAL," 12-OZ. PKGS.

OUR QUOTATIONS ARE THE LOWEST IN THE TRADE. SHIPMENT ABOUT NOVEMBER 1ST.

THE EBY, BLAIN CO., LIMITED

WHOLESALE GROCERS, TORONTO.

some few tomatoes are arriving in the city which packers are eagerly taking. Harford county corn is quoted here at 67½c.; dry packed at 85c. and extras at $1. These prices on corn here in Maryland, which has been admittedly favored on its corn pack, tell better than anything else the strong position this article has taken from scarcity. Peaches of all kinds are about 5c. per dozen higher than last week's quotation. The cheaper grades have advanced the most. No. 3 pies are quoted at 80 to 90c.; gallon peeled pies are held at $3.25; No. 3 seconds at 90c. to 95c.; standards at $1.15 to $1.20. Pineapple has also advanced slightly. Gallon pie grated in water are now quoted at $2.35.—The Trade, Baltimore, Md., October 10.

### UNITED STATES SALMON PACK.

San Francisco mail advices say of salmon: "According to a report from an official of the Alaska Packers' Association, the salmon season has turned out better than was anticipated. The total pack will be nearly 4,000,000 cases. The Alaska Packers' Association will have a larger pack than last year's and their relative position is better. All of their vessels from Bristol Bay have returned, and there have been no disasters whatever. During 36 hours on last Saturday and Sunday six vessels came through the Golden Gate with a total of 235,000 cases of salmon for the Association. This is the largest quantity of salmon that has ever arrived in such a length of time. At 500 cases to a carload these cargoes would fill 470 cars. The salmon is now being reshipped in all directions."

At a large and representative meeting at Sydney, C.B., a few days ago, The Cape Breton Brewing Co., Limited, was organized, and the company will be immediately incorporated, with a capital of $25,000. A large brewery is to be erected either at Sydney or Glace Bay. A number of local men and one or two outsiders form the company.—Summerside Journal.

## AN ARBITRARY ACT.

THE dispute between the tea-clearing house and those who object to its monopoly is thus commented on by a British grocery paper. The resolution of the Tea Buyers' Association, published last week, calling on the Tea Clearing House to expunge Rule 3, "which practically gives that Association a monopoly of all the tea imported into London," has been promptly met with the refusal of the latter body on the ground that the rule is "the only obligation on the part of the tea trade in consideration of the privileges received by the subscribers of the Tea Clearing House Association, and the cancelling of such rule would strike at the foundation of the Tea Clearing House." The two positions are thus sharply defined, but the prevailing opinion amongst the trade is that the Clearing House Association will have to recede from the attitude they have taken up. It is considered that economies in warehouse charges are both essential and expedient, and it is only because the promoters of these reforms are desirous of moving with the spirit of the times that any reductions in the wharfage charges for warehousing, sampling, etc., are introduced. The whole question has arisen through the Customs having lately given permission for the opening of a new bonded tea warehouse at Gun Wharf, which offered lower rates than those formerly established. A leading merchant availed himself of those more favorable terms, and entered into an agreement to have his teas placed there for a period of five years. The proprietors of Gun Wharf were refused admission to the Clearing House, which body, in order to meet the new competition, also quoted a lower quay rate, and expelled those of their members who had bought teas warehoused at Gun Wharf. Beyond one or two bidders these teas have been more or less since boycotted at the public sales, and several breaks have been withdrawn from want of proper offers, or else sold at very low prices. This week, however, Gun Wharf teas have met with a far better reception at the auction, and as the names of fresh buyers have been announced a cheer has gone up, followed by the jocose remark that "you will be turned out." It may be remarked that since its formation in 1888 the Clearing House has proved itself more than useful to the trade at large; but, while admitting this much, the attempt to compel buyers to purchase at particular warehouses is looked upon as arbitrary and unwarranted, and neither merchants nor buyers could reasonably be expected to support so retrograde a movement."

## BUSINESS.

What is business? Ask the Jew;
Ask the crafty Yankee, too;
Ask the Briton, if you please,
Haughty trader of the seas;
Ask the German and the "Jap"—
Aye, ask any clever chap;
All will tell, at least they know,
For their trades like pistons go.
What is business? Ask the sage,
And he'll stammer in his rage:
"Business is a thing apart—
Neither science, neither art;
For itself and all the time,
Makes no claim to be sublime;
Greedy grab and stingy mint.
Religion, learning, love and all
Wither 'neath its blighting fall.
All they say is: 'Well—um—ah—
Business, sir, is business'—bah!"
What is business—the real thing?
Ask an honest business king:
"Business is the thing to do,
And the way to put it through;
Honest as the yard is long—
Honest as the pure is strong;
Honest as a pound in weight;
Honest as a plummet's straight;
Prompt as planets in their swing
Round their orbets journeying;
Self-commanding as the right,
As a Chesterfield, polite;
Damon's honor binds each deal—
All is for the common weal;
And the vision of a seer
Must all enterprises steer."
Business is a cubic thing;
Square in all its bargaining;
Square to God and square to man;
Square to self on any plan;
Square to all the winds that blow—
Squarest thing that mortals know.
Business that is not four-square
Isn't business—see? Now, there!
—Walter F. Longacre in N. Y. Commercial.

# *In Business To Make Money ?*

The grocer who sells pure, white, dry, crystaline Windsor Salt is absolutely sure of satisfying the man or woman who buys it. **Satisfaction is a pearl of great price,** but you can't measure it in dollars and cents, because you can't sell it. Since "Windsor Salt" and "satisfaction" mean exactly the same thing, you sell a pearl of great price when you sell Windsor Salt.

If you are in business to make money there is no safer way to do it than to sell the best of its kind in staple goods—Salt is one of the staples. **Windsor Salt is best by test!**

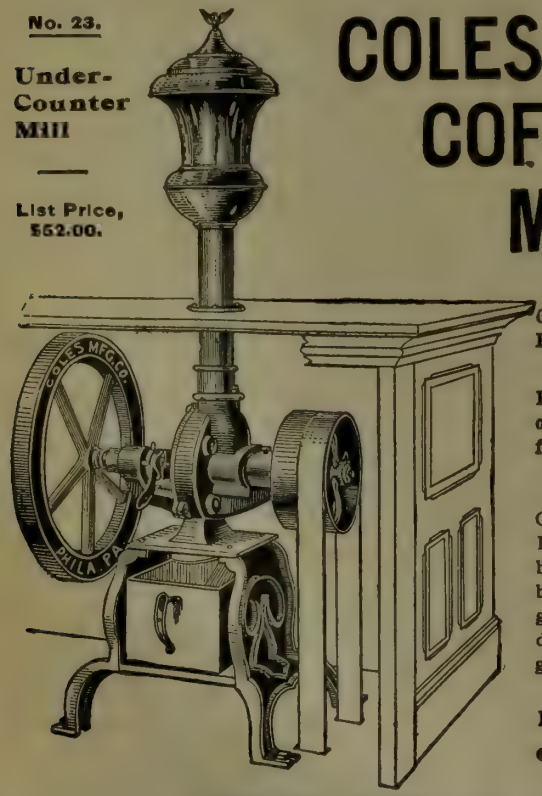
## *Windsor Salt Will Help !*

The Canadian Salt Co., Limited, Windsor, Ont.

No. 23.

**Under-Counter Mill**

**List Price, $52.00.**




# COLES COFFEE MILLS

**None better for Granulating or Pulverizing.**

**Our mills will Pulverize without heating Coffee.**

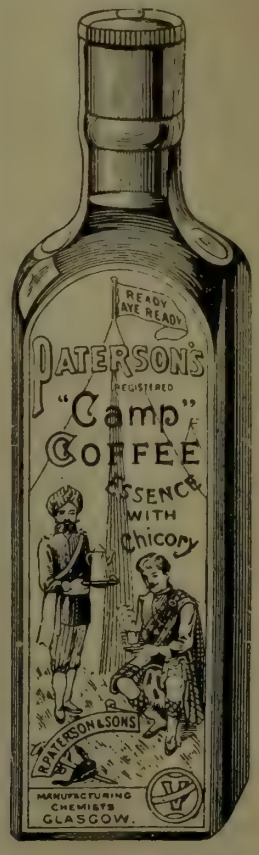
Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

**A GREAT LABOR-SAVER.**

**Our Grinders wear longest.**

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DEARBORN & CO., St. John, N.B.
FORBES BROS., Montreal.
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**COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.**




# PATERSON'S CAMP COFFEE

## ESSENCE

**Sells easily at a good profit**—and that's about all any grocer wants.

ROSE & LAFLAMME,
Agents, Montreal.

THE CANADIAN GROCER

*President:*
*JOHN BAYNE MacLEAN,*
*Montreal.*

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WHEN WRITING ADVERTISERS PLEASE MENTION THAT YOU SAW THEIR ADVERTISEMENT IN THIS PAPER

## CANADIAN FLOUR PROVED THE BEST.

SOME time since a trial shipment of flour from Manitoba wheat was sent to Japan. Shortly afterwards a report came back to the effect that the flour was not suitable for that market and not of good value. Mr. Wm. Hutchison, Dominion Exhibition Commissioner, immediately set out to investigate. He selected nine barrels of Oregon and Washington flour and also an equal number of flour from Manitoba hard wheat. This he submitted to the leading bakers at Ottawa for the purpose of securing a practical test. The result of this test is eminently satisfactory, as far as flour from Manitoba wheat is concerned, the flour from the latter yielding 21 lb. more of bread than the flour made from the Oregon and Washington samples.

As we heve already said, this is most satisfactory for Canadian flour, for, although at present we do but a small business with the Orient in flour, the possibilities for trade in that direction are bright. This may be gathered from the fact that such countries as China and Japan are large importers of wheat flour; and then it must not be forgotten that the United States is a large exporter to those countries. For example, for the fiscal year ending June 30 last, they exported the following amounts: To the Chinese Empire, $291,252; Hong Kong, $4,164,693; Japan, $137,793. In fact, their total exports of flour to Oriental countries reached nearly $5,000,000. How small is the amount of flour exported from Canada to the Orient may be gathered from the fact that last year it was valued at less than $9,000, and of this amount nearly the whole went to Japan.

The total export trade in flour of the United States to all countries is over $65,600,000, while that of Canada is scarcely $4,000,000.

The development of the flour trade of the United States with the Orient has, no doubt, been very much aided by the direct steamship lines which the Northern Pacific Railway have put on from Pacific Coast ports. Mr. Hill, as our readers are aware, is a Canadian and it is to be hoped that some of the Canadians who have remained in their own country will eventually succeed in developing a trade in flour with the Orient that will compare more favorably in value with that of the United States than is now the case. Mr. Hutchison has certainly by his efforts clearly demonstrated that Canada can produce flour which is superior in quality to that made from Oregon and Washington wheat.

But this is not the first time the superiority of our flour has been demonstrated. A couple of years ago the British Admiralty, after a severe test, decided that Canadian flour was superior to all others for use in the navy.

## SHORT BROOM-CORN CROP.

AN investigation has been made of the broom-corn crop of Illinois, U.S., and the plant was found to be fully 25 per cent. less than last year. The old stock left over from former years is the smallest since 1899. The yield indicates that it will hardly be up to last year, the old crop as a whole being deficient in hurl. Heavy yields with long corn is expected. The long and heavy rains and cool nights of the summer produced a large growth of stalk, but the cold nights during the maturing season of the bush served to shorten up the length of the same.

The broom-corn harvested in August, during the excessive rainy season, is much off color, rather poor growth and much of it shed stained; but the bulk of the crop has been harvested in September, under more favorable weather conditions, and shows the best fibre for years—plump in growth, fair to good color, and, as a rule, may be classed as tipped corn, very short of hurl, but, as a whole, very profitable stock to manufacturers, and it is thought will show more dozens per ton than former years.

Three-quarters of the broom-corn of the world is grown in Central Illinois.

## ADVANCES IN PICKLES.

THE prices of the cheaper grades of Canadian bottled pickles have been advanced 25c. per dozen, and of those in bulk 50c. per gallon. This is owing to the shortage in the cucumber crop, which is only from ¼ to ⅓ that of last year. The rains and unfavorable weather during the summer were the cause of this, and now that the vines have been killed by the frost, the extent of the shortage is known. Prices may go still higher. The imported article is also a serious competitor with the home product, and this will have the effect of keeping down the prices here to some extent, however. But the crop in the United States is reported to be in a condition similar to that in Canada, and as large quantities of cucumbers in brine are shipped every year to Great Britain to be made into pickles, this may have the effect of stiffening the prices there too. But Holland and France are the heaviest contributors of pickles in brine to the Old Country market, and unless the crop in those countries is a poor one the English pickles are not expected to advance to any extent.

Onions of pickling size are also scarce this year, as the moisture caused this vegetable to grow to a large size.

Cauliflower is reported a good crop, and so pickles into the manufacture of which this vegetable enters largely ought not to be very high in price.

## BUSINESS MEN IN PARLIAMENT ORGANIZE.

VARIOUS expedients have been devised at different times by the business men of Great Britain to meet the growing competition of United States manufacturers, but none seems to be so much to the point as the latest move, recently explained in a letter to The London Times. This is no less than a commercial committee of the British Parliament. This regularly constituted committee has been the outcome of a series of meetings attended by such members of the House of Commons as were interested in the development of the trade and commerce of the country. They met with the belief that, by means of their concentrated action in Parliament, more could be accomplished than if the initiation of movements rested solely with individuals or with the Government.

A committee of 130 members was accordingly drafted, in which all the political parties were represented, with the expressed object of studying from a non-partisan standpoint the commercial needs of Great Britain and giving legislative effect to the points decided upon in conference. The name of British Parliamentary Trade Commission was bestowed on the new organization.

The movement forms a practical demonstration of what THE CANADIAN GROCER has long advocated. Its readers will recall many instances in which it has referred to the election of business men to Parliament with the utmost approbation. The idea of combining these business men into a working committee carries but a step further this predominant idea, and this has been the second plank in THE GROCER'S commercial policy. No legislative movement can be made except through Parliament. Manufacturers' associations and commercial commissions may serve as educative and executive factors but it remains for Parliament to carry legislative reforms. Obviously, if the Canadian Parliament or any other Parliament be composed mainly of representatives of those classes in the country, which are but indirectly in sympathy with commercial movements, little practical good can be accomplished. Business men are needed right at the centre of activity and if these business men are so organized as to make their influence more widely felt, so much the better for the nation.

At present in Canada there are a few business men in Parliament who exercise purely an individual influence, or, at best, but a party influence. Now that deep commercial problems are looming up more prominently, it is becoming daily more necessary for the business men of Parliament to come together, and, putting party considerations to one side, go to the very root of the matter and decide what line of policy it behooves them to adopt.

Being in touch, as they doubtless are, with the commercial organizations of the country, they are in a position to know the feeling of their business constituents. To get for this feeling its proper consideration, some organization and combined effort in Parliament becomes absolutely necessary. Such an organization THE CANADIAN GROCER advocated prior to the last session of the Dominion Parliament and it again takes this opportunity of doing so.

The vexed question of the tariff will soon be up for consideration. At such a time unbiassed opinions and an unbiassed action are desirable. So long as business members adopt the party views of the question without getting together and uniting on the best policy for the nation's welfare, there is little reason for expecting that the best results will follow.

## BUSINESS MEN OF THE EMPIRE.

AT the meeting of the council of the Montreal Board of Trade on October 9, it was decided to recommend that the next meeting of the Chambers of Commerce of the Empire be held in that city, beginning on August 17. If this were done the members could proceed at the close of the conference to Manitoba in order to inspect the wheat harvest.

A letter favoring this plan has been received from the London Chamber of Commerce, in which the opinion was expressed that the different Chambers of Commerce throughout the Empire would be willing to make Montreal their next place of meeting.

The importance of this to Canada can scarcely be overestimated. The delegates, being practical business men, will naturally take a business interest in the Dominion, which is, of course, the interest most to be desired.

The Montreal Board of Trade is to be congratulated on its enterprise, and it is to be hoped it will receive the hearty cooperation and aid of every commercial body in Canada.

## OUR FRUIT IN ENGLAND.

LEGISLATION in Canada which concerns the export trade is being watched a great deal more closely in Great Britain than a good many people might think.

The Act recently passed by the Dominiom Parliament, having for its object the better packing of fruit and the prevention of fraudulent practices is attracting quite a little attention in Great Britain.

One of our contemporaries in London in a recent issue contained quite a nice eulogium in regard to the action of the Dominion Parliament in this particular. It claims that it is having a remarkably good effect upon the Canadian trade, and it expressed the opinion that when "buyers in Great Britain became fully aware of the precautions which are being taken in Canada to secure a high and uniform quality the increase in the demand for the Canadian produce cannot but secure a permanent increase."

We are firmly of the opinion that it pays to put up not only good goods but to put them up in the very best possible manner. The intention of the Act is to compel the recognition and practise of these principles. And it is bearing fruit evidently.

Our exports of green fruit to Great Britain last year were a little over $1,500,000 worth. This, as our readers are well aware, is a very small quantity, when compared with the requirements of the British market in this line.

## CANADIAN FAILURES.

Last week the number of failures in Canada for the third quarter of 1902 was noted in this column. This week a more detailed statement of these failures can be supplied. Among manufacturers there were seven failures each in the wood manufacturing and milling industries, four in the clothing industry, three each in the printing and leather industries, two in the tool industry and one each in the iron, wool, liquors and earthenware industries. Besides there there were nine miscellaneous failures.

Of trading businesses, 54 general stores and 30 grocers form the largest class of failures.

## GROCERIES CHANGE: THE GROCER IS THE SAME.

IT is a law of nature that old methods are constantly giving place to new ones, but human nature is the same throughout the world from the beginning. The Retail Merchants' Review has the following article on the changes in groceries during the last generation :

A generation ago the dry goods stores were selling calicoes, muslins, silks and other fabrics, principally in an unmade-up state, and grocers were buying goods in bulk and selling them from barrels, bins and caddies. To-day the customers of the dry goods stores largely buy the made-up fabrics, the underclothing, wrappers, sacques, dresses, instead of the materials, and the grocers are selling more goods in cartons and tins of small capacity than they sold in bulk form a generation previously.

The grocer is still much the same in training, ambitions and methods, but the groceries have experienced a wonderful "sea change." Probably the next 25 years will see equally great changes in the methods of preparing and packing food products and other groceries, but because improvement continues in that direction, it does not follow that the "family grocer" will be displaced by other agencies for the distribution of groceries. He is the finished product of thousands of years of storekeeping, and nature and art will not wilfully throw aside what has required so long a period to develop.

It might amuse a vivid imagination to attempt to forecast the subsequent development of the manufacturing and packing branches of the grocery trade. The dullest mind, however, can understand, without aid from the fancy, how the labor-saving factor will come more and more to the front in the grocery trade. Instead of selling coffee and tea in their present forms the grocers of the next generation will sell the prepared articles, which will be packed under labels denoting whether the infusion is sweetened or unsweetened, and does or does not contain milk.

Molasses will not be sold in its present shape then. Instead of troubling to make those articles of diet in which molasses is used, the housewife will buy them at the grocer's, in the bakery department.

Even salads will be found at the grocer's, all ready to use, side by side with the materials for making salad ; and the canned meats, fish and vegetables will probably be packed with some chemical or electric attachment by which the goods in the receptacles can be warmed at a moment's notice, without trouble, dirt or additional expense.

Some way will doubtless be found to prepare even buckwheat and wheat pancakes, so that they can be packed in air-tight jars or cartons ready for use on the table, after a slight rewarming over a gas-jet or an electric heater.

Flour in barrels will hardly ever be seen, and may become rare in bags. Same with cornmeal. Rice may become a really popular article of diet, owing to the manner in which it is prepared for the mouths of the many-headed, many deilcious dishes being thus placed within the consumer's reach at a nominal cost.

The talk of highly condensed foods is all based upon a chemist's dream. The tabloid dinner will always be a mirage of the future, ever evading the eager grasp of the wayfaring food-packer, but the labor-saving age is a different thing. We are in its grasp even now, and discovery and enterprise need be carried but little further in order to produce great changes in the grocer's stock.

## LOBSTER CULTURE.

Of late, much attention has been given to replenishing the somewhat lessened lobster supply in the Maritime Provinces. The lobster hatchery in Pictou, N.S., was the first to be established, and it succeeded in turning out 150,000,000 lobsters annually. This hatchery having proved so successful, it is understood that the sanction of the Minister of Marine and Fisheries has been obtained for the erection of three new hatcheries on the Nortumberland Straits—at Shippegan Island, Shemague, near Cape Tormentine, and on Hillsboro' Harbor, Prince Edward Island. They will have an annual productive capacity of between 500,000,000 and 600,000,000 lobsters.

## CANADA AT JAPAN EXHIBITION.

The plans of the International Exhibition of Osaka, Japan, have been received by the Minister of Agriculture. There will be 19 buildings scattered over a large area. The Canadian building is about the centre of the grounds and has a space of 7,200 ft.

Mr. George Anderson, of Toronto, was commissioned by the Department of Trade and Commerce about five years ago to proceed to Japan to investigate the chances for Canadian trade. He reported that there were many openings for our goods, and strongly recommended manufacturers to look after their interests in the ever-increasing markets of the East. Some of the specially mentioned articles were flour, canned goods, condensed milk, biscuits, foodstuffs generally, leather, rubber and gutta percha goods, books and stationery, asbestos, cotton, lumber, pulpwood, paper, electrical apparatus, etc., so this Exhibition will be a good opportunity, and all interested should communicate with the Commissioner of Exhibitions at Ottawa.

## BURNING SOFT COAL AND COKE.

A READING, PA., firm is sending out a little circular giving hints for using bituminous coal or coke as follows :

TO START A FIRE.

See that all dampers above the fire are open.

Use same amount of kindling as for anthracite coal.

Add coal or coke in smaller quantities than is used of anthracite coal or the fire will smother ; or gas may accumulate and puff the doors open.

Don't have too much draft under the fire until the coal is well ignited or there will be more smoke than can escape in the pipe, and it will come out into the room.

Use a good body of coal, but do not fill the fire-box too full, as bituminous coal expands when it begins to burn.

Use a poker to break up the coke which forms, and don't fear to do it well. Experience will teach how frequently this will be necessary.

Buy what is called domestic size bituminous coal, or crushed coke if possible.

No matter what the fuel—look well to the chimney.

Use pipe the full size of collar.

TO KEEP FIRE OVER NIGHT.

Have a good fire.

Add fresh coal enough for the night.

Let full draft on a few minutes to burn off some of the gas. This will melt the coal into a cake, or "coke" it.

Close all dampers below the fire and open all dampers above the fire—or take off the draft.

Chimneys differ as to draft, so experiment until you learn just how to adjust dampers.

Sometimes it is well after the fire is fixed as above to take the poker and punch a few small holes through the top of the coal. This will help if the chimney is dull and the fire dies out.

In the morning stir the fire, put on draft and a good blaze will come quickly. Keep flues well cleaned.

## Pocket Your Skepticism and Face the Facts.

Three years ago the imports of Japan Tea amounted to 11,667,757 lbs., this year they amounted to 5,736,495 lbs. They have fallen of 2,000,000 lbs. a year.

**Our prediction that**

# "SALADA"

**Natural Leaf Ceylon Green Tea**

would soon displace Japan tea is coming true at the rate of about two million pounds a year.

Are you selling this **up-to-date tea?** If not, why not?

We will gladly send samples and all information to you or your customers on application.

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Offices at Boston, Buffalo, Pittsburg, Detroit, Philadelphia, Cleveland, New York, Washington, Newfoundland, Toledo, Wheeling, W. Va.




Have **YOU** bought the

# Old Reliable?

For sale by every wholesale grocer from the Atlantic to the Pacific.

Packed only from the finest Red Sockeye Salmon.

EVERY CAN GUARANTEED.



## *LILY WHITE GLOSS STARCH*

is packed in

Handsome 1-lb. Packets.
Beautiful 6-lb. Trunks and Tins.
100-lb. Kegs—extra large crystals.

**Strongest, Whitest, Purest.**

## The Brantford Starch Works,

LIMITED,

**Brantford, Ont.**

# MARKETS AND MARKET NOTES

## ONTARIO MARKETS.

Toronto, October 15, 1902.

### GROCERIES.

BUSINESS in wholesale groceries is keeping up well this week and there is little change in the prices of any lines. Shelled walnuts are held considerably higher than they were last week, and as much as 28 and 30c. per lb. is now being asked for them by some of the jobbers, as compared to 21 and 23c. a week ago. The prices of bulk pickles have gone up 50c. per gallon and of the cheaper grades of bottled, 25c. per dozen. In vegetables, canned beans are firmer and are good buying at the present prices prevalent. Salmon continues strong and will keep so for some time. Stocks on the Coast are well cleaned out and nothing any good is offering from there now. Sardines are firm and are likely to advance, owing to the very small run of the fish in France. Sugars are unchanged and a fair demand for them is reported this week. There is a fair demand for teas and Japans and young hysons still keep high. Currants this week are showing more strength on the primary markets and Valencia raisins promise to be very high and firm this year, as already the stocks on the primary markets have become almost exhausted. There has been a better inquiry for syrups and molasses.

#### CANNED GOODS.

The situation in vegetables is still strong as far as tomatoes, corn and peas is concerned. Latest advices from the corn-packing localities of the United States say that the shortage in the corn pack there will be considerable, but the yield will be much better than was estimated in the forecast made a month ago. The shortage in old-stock mentioned some time ago is large, but it is claimed a considerable quantity is being held back by speculators, who are waiting for an advance in prices. Beans, here, are held at 90c., and are considered at present good buying at that figure, as reports from the bean-growing localities all state that the continued rains of the year have caused the vegetable to rot in the pod and that the vines have, to a great extent, gone to stock. The salmon market is fairly active and the prices are firm. Sardines are likely to go up in price, as the catch of French sardines, which is now about ended, is very small and already prices in the United States have advanced from 50c. to $2 per case, the lower figure being on cheap grades. Very small deliveries are expected, and some packers have announced that they will have to fill their orders altogether with old goods. Our quotations are as follows: Salmon, Fraser River sockeye, $1.50 to $1.52½; Horseshoe, $1.50 to $1.52½ and Northern, $1.40 to $1.45.

#### COFFEES.

Trade, locally, in coffees is quiet and the prices are unchanged. The outside markets were dull and slightly easier. The Brazil market was steady, and we now quote: Green Rio, No. 7, 7¾c.; No. 6, 8c.; No. 5, 8¼c.; No. 4, 9c.; No. 3, 10 to 12c. per lb.

#### NUTS.

Business, locally, in nuts is light. Shelled walnuts are advancing steadily in sympathy with firm outside reports, and now some holders here are asking 28 to 30c. per lb. for them, as compared with 23c., which was the top price a week ago. Nuts outside are firm in all lines, the market presenting a strong tone. Cocoanuts outside are rather more active and holders are showing more firmness.

#### RICE AND TAPIOCA.

A little business is doing in rice and tapioca in small lots. New Orleans advices report the new crop of rice to be moving freely with a steady demand. A report has gained ground outside to the effect that about only 25 per cent. of the present crop of rice will be from Japan seed, and this is stimulating the demand for the Japan rice. Our quotations are: B rice, 3¼c.; Japan, 5¼ to 6c.; sago, 3¾ to 4c.; tapioca, 3¼ to 3¾c.

**See pages 43 and 44 for Toronto, Montreal, St. John and Halifax prices current.**

#### SYRUPS AND MOLASSES.

The improvement in the sales of syrups and molasses noted last week continues and business now is reported quite large. Advices from Louisiana regarding the cane crop have been more favorable, but it is generally conceded that the yield will be short of last season and the crop a late one. This, coupled with the small available supplies of molasses, will keep the markets firm for that product.

#### SPICES.

There is an active demand for pepper, which, here, is firm, owing to the strong tone of the outside markets which are characterized by light stocks of that spice and spices in general. Cloves and nutmegs were also firm and scarce outside.

#### SUGAR.

Since last week the European sugar markets have developed some weakness and raw beet sugar of 88 deg. test is now worth 7s. ¾d. for October and November delivery f.o.b. Hamburg. The tone of the market was barely steady. In New York the prices are nominal at $3.50, with extremely small transactions on this basis, as buyers and sellers were both indifferent. The prospects of the European beet sugar crop are better than reported some time ago and the yield is expected to approach 6,000,000 tons. In the United States there is a decreased demand for refined sugar at the Atlantic ports, as domestic beet granulated is now on the markets at the West more freely and at reduced prices below the parity of the seaboard quotations. In Canada, refined remains unchanged both as to business and market conditions. The demand for second grades is slow, but there is no great pressure to sell. The prices of the new grade of granulated sugar recently listed should have been $3.58, Toronto basis, instead of $3.88 as quoted. The Redpath refiners have advised the trade that they are ready to offer granulated and yellow sugars, in 100-lb. bags, at no extra charge over quotations for barrels.

The receipts at the four United States ports for the week were 57,198 tons and the meltings, 45,000 tons, and the total stocks in these four ports were 164,143 tons, against 151,945 tons last week and 163,615 tons last year.

#### TEAS.

Trade in Indian and Ceylon teas on the local market was fairly brisk. Indian greens, of Japan make, are still attracting attention, and the few Japans and young hysons offering are very high in price. According to advices by mail from London, Eng., the market there for teas is in a strong and healthy condition, and the market prices should be on a higher level than the current quotations would indicate. The demand for Indian teas was fair and the prices were about maintained. Ceylon teas were well competed for and a few of the better liquoring broken pekoes realized slightly improved prices.

### FOREIGN DRIED FRUITS.

CURRANTS.—The Greek currant market is held on a steady basis, according to late cables. The demand here is fair and the prices are unchanged. We quote: Fine Filiatras, 5 to 5¼c.; Patras, 6 to 6¼c. and Vostizzas, 7 to 8c. per lb.

VALENCIA RAISINS.—The demand, locally, for shipment from stock is good and prices are firmly maintained. The primary market is reported exhausted of supplies. We quote: Fine off-stalk, 7¼ to 9c.; selected, 9c. and layers, 11c. upwards.

DATES.—There is not much yet doing in dates. Quotations are unchanged at 4½c. for dates in bulk and 6¼ to 6½c. in packages.

CALIFORNIAN FIGS.—Prices of figs have been increased over last quotations. We quote: 1-lb. paper cartons, in 10-lb. boxes, choice, 80c.; fancy, 90c.; 3-crown bricks, fancy brands, 10-lb. boxes, 75c.; 4-crown bricks, fancy brands, 10-lb. boxes, 80c.; 6-crown bricks, fancy brands, 10-lb. boxes, 90c.; ½-lb. bricks, 25-lb. boxes, $2; ¾-lb. bricks, 36 to case, $2.25; 4-row layers, 10-lb. boxes, 75c.; 5-row layers, 10-lb. boxes, 70c.; choice figs, 50-lb. boxes, 4½c. per lb.

PRUNES.—These are now being received in the San Joaquin Valley, Cal., but the

early deliveries run very small so that exporters believe they will have to substitute some other sizes for the 40-50 and 50-60. The later deliveries are expected to give larger sizes. Quotations are now as follows: Californian prunes, 100-110, 5c.; 90-100, 5½ to 6¼c.; 80-90, 6½ to 7c.; 70-80, 6⅞ to 7¼c.; 60-70, 7½ to 8c.; 50-60, 8 to 8½c.; 40-50, 8¾ to 10c.

CALIFORNIAN RAISINS.—A very heavy business, particularly in seeded raisins, is doing on the Coast, but packers are hindered in their operations by the scarcity of help. Delays in shipment are inevitable. We quote: Californian loose muscatels, 5c. for 4-crown, Griffin & Skelley brand, 4½c. for 3-crown and 4c. for 2-crown, f.o.b. Fresno, in 50-lb. boxes.

CALIFORNIAN EVAPORATED FRUITS.—Apricots and peaches continue firm on the Coast, and our quotations are as follows: 11 to 14c. for peaches and 9 to 13c. per lb. for apricots. Santa Clara apricots are quoted f.o.b. the Coast at 7c. in 50-lb. boxes and 7½c. in 25-lb. boxes in carload lots.

### GREEN FRUITS.

Considerable quantities of peaches continue to come in and the demand for them keeps steady. Lots of fall apples are now offering, and grapes are plentiful. Quite a few quinces are being sold, and the prices are steady at about the same quotations as last week. Jersey sweet potatoes have declined 50c. per barrel and cranberries have gone down $1.50 per barrel. The crop of the latter this year is reported large. We quote: Tomatoes, 15 to 30c. per basket; peaches, 20 to 50c.; pears, 20 to 40c. per basket; grapes, 17½ to 22½c. for small baskets and 30 to 45c. for large; apples, 10 to 25c. per basket and $1 to $1.75 per bbl.; crabapples, 25c. per basket; lemons, $2.50 to $5 per box; onions, ordinary, 75c.; Spanish, 90c. per case; peppers, green, 15 to 30c. per basket; ripe, 75c. to $1.00; oranges, Jamaica, $3 to $3.25 per box and $6 per bbl.; Jersey sweet potatoes, $2.50 to $3 per bbl.; cocoanuts, $3.50 per sack; quinces, 25 to 30c. per basket; cranberries, $8 per bbl.; butternuts, 25c. per basket; Malaga grapes, $6.50 per bbl.; Californian lemons, $4.50 to $5.00 per case.

### VEGETABLES.

Prices on the vegetable market are about the same as last week, excepting that potatoes are higher in price. We quote: Lettuce, 30 to 40c. per dozen; radishes, 20 to 25c.; mint and parsley, 20 to 25c.; turnips, 30c. per dozen; cauliflower, 50c. to $1.50 per dozen; cabbage, 30 to 50c. per doz.; carrots, 40 to 50c. per bag; beets, 40 to 50c. per bag; potatoes, 85 to 95c. per bag; beans, 20c. per basket; celery, 50 to 75c. per dozen; vegetable marrow, 75c. per doz.; corn, 8 to 15c. per doz.; squashes, $1 to $1.50 per doz.; egg plant, 50 to 75c. per basket; pickling onions, 75c. per basket; ditto cucumbers, 75c. to $1 per basket.

### COUNTRY PRODUCE.

EGGS.—The receipts of eggs have fallen off considerably during the week and the market is firm for strictly fresh stock. We quote: Strictly fresh, 18 to 19c.; store gathered, 16 to 17c. Sixteen cents will be paid f.o.b. Toronto for country store gathered stock.

BEANS.—Small offerings of beans are reported and the prices are firm. We now quote $1.30 per bushel, in carload lots.

DRIED AND EVAPORATED APPLES.—There is as yet little demand for these. Prices are steady at 7½c. for evaporated and 5½c. for dried apples.

HONEY.—There have been rather small offerings of this product during the week at outside points, and the market is stiffening. We quote: Extracted, 8 to 8½c. for large quantities and 9 to 9½c. for small lots. Comb, $1.25 up. These prices are what is being paid outside.

POTATOES.—Prices are 5c. higher than last week with fair receipts and no surplus stock. We quote 70c. per bag in carlots and 75c. in less quantities.

### BUTTER AND CHEESE.

BUTTER.—A slight improvement is reported for the finest grades of dairy tubs. The receipts continue fairly liberal and are larger than the arrivals of this time last year. The accumulations of low grades are being gradually worked off and the general tone is healthier. Large rolls are coming along and are meeting with a fair demand. We quote: Finest 1-lb. rolls, 17 to 18c.; selected dairy tubs, 15½ to 16c.; store packed, uniform color, 13½ to 14½c.; low grades, 12 to 13c. Creamery prints, 19 to 20c.; solids, 19 to 19½c. per lb.

CHEESE.—The market for cheese is very firm and sales were made at Ingersoll at 11¼ to 11 3-16c. The export demand is brisk. We quote: Finest grades, 11½c. and seconds, 11 to 11¼c. per lb.

### FISH.

Trout this week is a little easier under free receipts. Trade for all lines is fairly brisk and prices, generally, are unchanged. The receipts of all lines continue fairly large. The demand for oysters is fair. Our quotations are now as follows: Fresh fish—Lake Erie herring, 1 to 5c.; perch, 4 to 5c.; trout, 7 to 9c.; pike, 6c.; British-Columbian salmon, 15 to 20c.; whitefish, 7 to 9c.; blue fish, 15c. per lb.; mackerel, 15 to 20c.; rock bass, 4c.; speckled trout, 25 to 30c.; halibut, 15c.; blue pike, 4c. per lb.; live lobsters, 25c. per lb.; oysters, $1.25 to $1.35 per gallon; smoked ciscoes, $1.25 per basket; Digby herring, 50c. per bundle of six baskets; finnan haddies, 7½ to 8c. per lb.

### POULTRY AND GAME.

POULTRY.—There is a good demand for poultry, owing to it being the week of Thanksgiving Day, but the receipts of turkeys and geese are small, as the birds are not yet in a condition to kill. We quote: Turkeys, young, dry picked, 12 to 14c. per lb.; geese, 7 to 8c. per lb.; ducks, 60 to 85c. per pair; chickens, young, 50 to 75c. per pair; old, 50 to 60c. per pair.

GAME.—The warm weather continues to retard the deliveries of game, for which there is as yet little inquiry. We quote: Teal, 20c.; pin tails, 30 to 35c. and black duck, 70 to 75c.

### GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.—The arrivals of grain on the local street market were light and consisted principally of barley and fall wheat. Very few peas are offering. We quote: Red wheat, 69 to 69½c.; white wheat, 68 to 70c.; oats, 34 to 34½c.; barley, 42½ to 45c.; buckwheat, 53c. and rye, 50c. per bushel.

FLOUR.—There is a fair demand for flour and the prices are steady and unchanged. Our quotations are now as follows: Ontario patents, in bags, $3.60 to $3.70; Hungarian patents, $4.00 to $4.10; Manitoba bakers', $3.75 to $3.80; straight roller, $3.30 to $3.40 per bbl.

BREAKFAST FOODS.—There is an active market for oatmeal and prices are strong with an upward tendency. Rolled wheat is also in good demand and the prices are firm. Quotations are as follows: Oatmeal, standard and granulated, in carlots on track here, $3.20; standard rolled oats in carlots on track here, $4.00 per barrel; in wood, 15c. extra; broken lots are 25c. per bbl. extra; rolled wheat, $2.25 in 100-lb. bbl.; cornmeal, $4; split peas, $4.75; pot barley, $4.25 in 196-lb. bags, or $4 in bags.

### HIDES, SKINS AND WOOL.

HIDES.—There has been a decline of ½c. all round in the prices of green hides. Trade in hides is quiet and the Chicago market is very weak. Dealers here will do nothing until the prices are steady over there. We quote: No. 1 green, 8c.; No. 2 green, 7c.; No. 1 green, steers, 8½c.; No. 2 green steers, 7½c.; cured, 8½ to 9c.

SKINS.—These are in good demand at unchanged prices. We quote as follows: Veal skins, 6 to 14 lb. inclusive, No. 1, 10c.; No. 2, 8c.; do., 15 to 20 lb. inclusive. No. 1, 9c.; No. 2, 7c.; deacons (dairies), 60 to 70c. each; shearlings, and lambskins, 50 to 55c.

WOOL.—The prices of wool are weak and unchanged. We quote: Fleece, 13½c. and unwashed, 7½c. per lb.

TALLOW.—The prices are unchanged at 6⅞ to 7c. per lb.

### SEEDS.

Owing to an improved export demand alsike is again higher and good stock is worth $6 to $7 per bushel outside. Red clover is also firmer, on account of reported damages to the crop. Prices ranged from $5.50 to $6 for prime and choice seed at outside points. Timothy is worth $1.40 to $1.60 per bushel. Extra choice to fancy seed will bring a little more than the above prices, while low grades would have to be bought at considerably lower figures to yield a fair profit.

### MARKET NOTES.

New-laid eggs are firmer.

Cheese has advanced ¼c. per lb.

Green hides have declined ½c. per lb. all round.

Shelled walnuts are 5 to 7c. per lb. higher.

Bulk pickles have advanced 50c. per gallon and cheaper grades of bottled pickles, 25c. per dozen.

W. G. Lambe & Co., Toronto, agents for The Griffin & Skelley Co., of San Francisco, Cal., have their first shipment of loose muscatels on the road. This is unusually early.


**FOR SALE.**

10 SACKS BIG GUN PEANUTS, 7½c. per lb. in Toronto. S. A. Brubacher, Berlin. (42)

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the unequalled cleaner. People who once use it, **want it**, and we will do some sampling for you. **34 Yonge St., Toronto.** All wholesalers sell it.

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We are f.o.b. buyers. Write us saying what you have to offer and price.
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Consignments Solicited.
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**CLEMES BROS.**
Wholesale
Fruit and Commission Merchants.
Special attention given Mail and Telephone orders.
Your consignments, produce and fruit carefully handled.
WRITE US FOR PRICE LISTS.

## QUEBEC MARKETS.

Montreal, October 15, 1902.

### GROCERIES.

THE fall business in groceries is in full swing and jobbers report that they are well satisfied with the outlook. Buying has not been better for a long time, and this in spite of the fact that in several lines prices are unusually high. Among the changes of the week are canned pork and beans, which, in sympathy with the dry bean market, have advanced 5 to 10c. per dozen, according to size of can. Some new-season Scotian herring are now on the market and are being sold at $3.10 per half barrel. No. 1 green cod is reported scarce. It sells as high as 3c. per lb., or $6 per barrel. Common clothes pins have advanced and are now worth 62c. per box of five gross. "Beaver" brand hops are also higher, having sustained an advance of 3c. more than the previous rise in price. They are quoted at present at 17½ to 18½c. per lb. Prime white pea beans continue very scarce, as growers have placed but little on the market, and they sell at 1c. per lb., or $2.40 per 60-pounds.

SUGAR.

One of the Montreal refiners has put on the market a second grade of granulated sugar in barrels, which he is quoting at $3.50 per cwt., Montreal. Apart from this there has been no special feature on the local sugar market during the week. A decline in the price of refined sugar took place on the New York market, but had no effect here, and granulated has sold at $3.70 and yellows at $3.05 to $3.55. There is a good demand for sugar, and the tone of the market is firm. In New York the market for refined sugar is active and full prices are being obtained.

TEAS.

Ceylon green teas are still selling well, ranging in price from 15 to 22c. Ceylon blacks as well as China blacks are in fair demand and the tone of the market is steadier. Jobbers are looking for an unusually heavy demand for Ceylon teas during the coming months, the high price of Japans having limited the sale considerably, and Ceylons being taken in their place. In Japan teas a report states that no further orders can be filled at any price, and some orders on the best terms have already been refused, as there was no tea to be had.

SYRUPS AND MOLASSES.

Corn syrups continue to move quietly, much of the demand that would ordinarily be experienced for this syrup, being felt on Barbados molasses instead, on account of the low price of the latter. We quote corn syrups as follows: In bar-

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OLD GOLD.
CIGARETTES . . . .
RICHMOND STRAIGHT CUT,
SWEET CAPORAL,
ATHLETE, DERBY.

Fancy Sweet Potatoes
Full-sized Barrels, this week, $2.75 bbl.
Jamaica Oranges
Fine juicy stock, all sound.
Sizes, 126s, 150s, 176s, 200s, 216s, $3.50 box.
Special prices on large lots.
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Commission Merchant
and Broker.
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rels, 3c.; half barrels, 3¼c.; quarter barrels, 3½c.; 38½-lb. pails, $1.40 and 25-lb. pails, $1.10. As to molasses there is some demand for Barbados in small lots, the price being around 23c. Antigua molasses sells at 24c. and Porto Rico at 38c.

RICE AND TAPIOCA.

Nothing of importance has transpired on this market since our last report. There is still a fairly good and steady demand for both the above articles at the prices here quoted, which are unchanged: B rice, in bags, $3.02½; in ½ bags, $3.07½; in ¼ bags, $3.12½; in pockets, $3.17½. In 10-bag lots an allowance of 10c. is made. CC rice, $2.92½ in bags; $2.97½ in ½ bags; $3.02½ in ¼ bags and $3.07½ in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4 to 5c. per lb. and tapioca, 3½c.

SPICES.

The situation in the spice market has not materially changed. The general tone of the market continues strong, though there are no quotable changes to report. The market has been fairly active during the week. We quote: Nutmegs, 35 to 55c. per lb., as to size; penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 22c., according to grade; white, 25 to 27c.; ginger, whole Cochin, 15 to 17c.; Japan, 13 to 14c.; Jamaica, 16 to 20c.; Afghan, 12 to 13c.; ground, Japan, 15c.; Cochin, 16 to 17c.; Jamaica, 20 to 22c.; and Afghan, 13 to 14c.

CANNED GOODS.

Again have tomatoes been advanced in price by Montreal jobbers, who are now quoting spot goods at $1.50, and a little over that figure, and hint that a further advance may be expected in a short time. The severe frost of last week practically finished the tomato crop, and canners from all sides report that the pack this year will not be greater than 50 per cent. of an average one; the shortage of tomatoes is unprecedented. Buyers are apparently willing purchasers even at the advanced prices, although wholesalers have found it necessary to restrict their sales to every customer. Our quotations are as follows: Tomatoes, $1.50; corn, 82½ to 85c.; peas, 82½c. to $1.20; string beans, 82½c. to 85c.; strawberries, $1.45 to $1.60; blueberries, 87½ to 90c.; raspberries, $1.45 to $1.60; gooseberries, $1.45 to $1.60; pears, 2's, $1.60 to $1.70; 3's, $2.10 to $2.15; peaches, 2's, $1.65 to $1.70; 3's, $2.50 to $2.75; 3-lb. apples, 85 to 90c.; gallon apples, $2.10 to $2.20; 2-lb. sliced pineapples, $2.20 to $2.30; grated pineapples, $2.50; pumpkins, 95c. to $1; spinach, $1.50; sugar beets, 95c. to $1.00; salmon, pink, 92 to 95c.; spring, $1.25; Rivers Inlet red sockeye, $1.30; Fraser River red sockeye, $1.40.

### FOREIGN DRIED FRUITS.

CURRANTS.—Prices on the local market are unchanged, though in New York an advance of ¼c. per lb. was made. The ss. Escalona has arrived, and is said to have a heavy cargo for this market. We quote as follows: Fine Filiatras, 5¼c. to 5½c. in ½ cases; cleaned, 5⅝ to 5¾c.; in 1-lb. cartons, 6½ to 7c.; finest Vostizzas, 6¾ to 7c.

SULTANA RAISINS.—There has been an advance of 3s. on the primary market. Locally, prices are firm, but no change has occurred, and 9½c. per lb. is still quoted.

VALENCIA RAISINS.—The market has advanced and at the ruling prices is firm. About 60,000 boxes of Valencia raisins are expected off the ss. Escalona. We quote: Finest off-stalk, 6½ to 7½c.; selected, 7¾ to 8c. and layers, 7½c. to 8¼c., according to brands.

CANDIED PEELS.—The demand for these is of fair proportions and the masket is steady. We quote: Citron peel, 15c.; orange, 11½c. and lemon, 10½c. per pound.

MALAGA RAISINS.—No new developments have occurred on this market, which is steady under a good inquiry. Our quotations are as follows: London layers, $1.50 to $1.60; "Connoisseur Clusters," $2.15 to $2.25; ¼'s, 65 to 70c.; "Royal Buckingham Clusters," $3.30 to $3.35; ¼'s, $1.05 to $1.10; "Excelsior Windsor Clusters," $4.50 to $4.60; ¼'s, $1.30 to $1.40.

FIGS.—There is some inquiry for these, and Comadre figs are quoted to arrive at $1.17½ per tapnet.

DATES.—New-crop Hallowee dates, for delivery during end of November, are quoted at from 4¼c. up.

CALIFORNIAN RAISINS.—The position of these raisins has not materially altered, and nothing of importance has occurred on the local market. Seeded raisins are quoted at 9¾ to 10½c. per lb.

PRUNES.—A carload of Californian prunes were distributed among the Montreal jobbers last week and met with a good demand. Other cars of Santa Clara Vicalias are expected immediately. We quote: 8½c. for 40-50's; 8c. for 50-60's; 7¾c. for 60-70's; 7½c. for 70-80's; 6¾c. for 80-90's; 6½c. for 90-100's.

NUTS.

Another advance is reported in Brazil nuts of ½c., and the market is firm all round. In Grenoble walnuts, especially, the tone of the market is very strong. Quotations are as follows: Walnuts, 11c.; Tarragona almonds, 12 to 13c.; shelled walnuts, 17½ to 18½c.; shelled almonds, 28 to 30c.; filberts, 9½c.; Pecans, 17 to 17½c.; Brazil nuts, 11 to 15c. per lb.

### GREEN FRUITS.

Jamaican oranges have arrived on this market in boxes in limited quantities and are selling freely at $3.25. Red onions, in barrels, are also on the market. They are quoted at $2.25 per barrel. Cocoanuts have been advanced and are now 25c. higher per bag of 100. Peaches and plums are both 25c. lower, and Delaware grapes have declined 5c. per basket. We quote as follows: Jamaica oranges, in barrels, $5 to $5.50, boxes, $3.25; Messina lemons, $1.00 per box; cocoanuts, $3.50 per bag of 100; bananas, No. 1, $1 to $1.50 and 8-hands, 75c.; cucumbers, 11c. per dozen; Canadian cabbage, 25 to 40c. per dozen; potatoes, $1.15 to $1.30 per barrel; muskmelons, $3.50 per crate; peaches, $1.00 per box; plums, $1.25 to $1.50 per box; pears, $3.25 per box and limes, $1.50 per box; Canadian peaches, 35 to 65c. per basket; plums, 60 to 75c. per basket; Canadian apples, in bbls., $1.50 to $3, in baskets, 20 to 30c.; egg plant, 50c. per basket; Canadian pears, 40c. per basket; Spanish onions, 50c. per crate and $2.10 per case; sweet potatoes, $3.00 per barrel; Canadian blue and white grapes, 18 to 20c. per basket; Delawares, 35c. per basket; Malaga grapes, $5.50 per keg; red grapes, 25c. per basket; cranberries, $7.50 to $8.25 per bbl.; red onions, $2.25 per barrel; chestnuts, 12½c. per lb.

### FISH.

Business doing in fish this week continues fairly good. Most lines are plentiful, but there is some scarcity in green and dried cod. The former has advanced 25 to 50c. per barrel. Holland herring are arriving freely and are steady in price. Malpeque shell oysters are now quoted 50c. to $1 per barrel higher. We quote: Haddies, 6½ to 7c.; smoked herring, 9c. per box; fresh haddock and cod, 4½c. per lb.; whitefish, 7½c.; dore, 7 to 7½c. per lb.; pike, 6c.; halibut, 12c.; salmon, 15c.; trout, large and medium, 8c. to 9c.; No. 1 herring, Nova Scotian, $5.25 per bbl. and $3 per half bbl.; No. 1 Holland herring, $6.50 per half bbl.; No. 1 Scotch herring, $6.50 per half bbl. and 95c. per keg; Holland herring, 70 to 80c. per keg; No. 1 green codfish, $5.25 to $5.50, and mackerel, $12.50 per bbl.; boneless cod, 1 and 2-lb. blocks, 6c. per lb.; loose boneless cod, 5c. per lb. in 40-lb. boxes; dried codfish, $5.00 per 100-lb. bundle; No. 1 Labrador salmon, $18.00 in tierces, and in barrels, $12.50; No. 1 British-Columbian salmon, $6.50 per ½ bbl. and $12 per bbl.; standard bulk oysters, $1.30 per gallon; Marshall's kippered herring, $1.45 per doz.; Canadian kippered, $1 per doz.; Canadian ¼ sardines, $4.00 per 100; canned Cove oysters, No. 1 size, $1.30 per doz.; canned Cove oysters, No. 2 size, $2.20 per dozen; Malpeque shell oysters, $1.50 to $6 per bbl.

### BUTTER AND CHEESE.

BUTTER.—Although trade has been quiet and the market somewhat easy during the week, no quotable declines have taken place and butter sells at last week's quotations: Saltless creamery, 21c.; finest Townships do, 20¼ to 20½c.; finest Quebec do, 19½ to 20c.; finest Ontario do, 18½ to 19c.; dairy, 15 to 16c. per lb.

CHEESE.—The cheese market is still higher and quite firm at the advanced prices, which are from ¼ to ⅜c. above last week's quotations. Cheese is pretty well sold up in the country, and locally, there is a fair demand. A moderate amount of export business is doing. We quote: Finest Townships, white and colored, 11¼ to 11½c.; finest Quebec, 11 to 11¼c.; finest Ontario, 11¼ to 11⅜c. per lb. Seconds sell at 10¾ to 10¾c.

### COUNTRY PRODUCE.

EGGS.—Another ½c. advance is noted in selected eggs and candled stock, while for straight receipts, ¾c. advance is obtained. There is a good demand and the prices are firm. We quote: Selected, 19½ to 20c.; candled stock, 17½ to 18c.; straight receipts, 16¾ to 17¼c.; No. 2, 14 to 14½c. in round lots.

BEANS.—The market is excited, though strong at the recent advances. Farmers are asking very high prices for carlots. Spot prices cannot be quoted at present.

HONEY.—White strained honey is lower this week though the price of comb remains unchanged. Trade is quiet. We quote: White clover, in comb, 11 to 11½c. and white strained, 7½ to 8c. per lb.

ASHES.—There is no change whatever in the market for potash this week, and trade continues dull.. We quote: First pots, $4.35 to $4.40; seconds, $3.60 and pearls, $6.25 per 100 lb.

POTATOES.—The price of potatoes came down again toward the end of last

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**Still we can offer a very fine lot of**

# NOVA SCOTIA AND LABRADOR

in half-barrels and barrels, at a pretty low price.

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## CANDIED PEELS

ORANGE, LEMON, CITRON.

**Fresh Goods. Just Received.**

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Expected for 1st November and ready to quote and book orders for delivery on arrival of steamer :

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|---|---|---|
| 2,000 | Boxes | Fine Malaga Loose Muscatels. |
| 150 | " | Lady Layers, boxes. |
| 100 | " | " " ¼ " |
| 500 | " | Countess Clusters, boxes. |
| 400 | " | " " ¼ " |
| 200 | " | Duchess Clusters, boxes. |
| 200 | " | " " ¼ " |
| 100 | " | 22-lb. Princess Cluster. |
| 100 | " | ¼-boxes, 5½-lb., Princess Cluster. |
| 50 | " | Empress Clusters, boxes. |
| 50 | " | " " ¼ " |
| 200 | " | Valencia Almonds, Shelled, "Bull Brand," 28-lbs. |
| 200 | bags | Tarragona Almonds. |
| 100 | " | Sicily Filberts. |
| 50 | cases | of 20 boxes 1-lb. Duchess Cluster. |
| 50 | " | of 20 " 1-lb. Empress Cluster, very fancy. |

**Write or Wire for prices. No trouble to quote.**
**Orders promptly and very carefully filled.**

---

# Laporte, Martin & Cie, Montreal

week, and bags are now quoted at 60c. in carlots and 75c. in jobbing lots. The market is not active.

MAPLE PRODUCTS.—Busine s in maple products is still dull and no change in price is reported. We quote: Syrup, in large tins, 70 to 80c.; in small tins, 50 to 60c.; in wood, 5 to 5½c. per lb. Sugar, 7 to 8c. per lb.

### FLOUR AND GRAIN.

FLOUR.—The only quotable change to note this week occurs in straight rollers, which are 10 to 15c. lower. A fair amount of business is doing. We quote: Manitoba spring wheat patents, $4.00 strong bakers', $3.30; straight rollers, $3.65 to $3.70; winter wheat patents, $3.75 to $4.

GRAIN.—Business in most lines of grain has been quiet. The demand, for oats, however, from exporters has been fairly good and offerings being somewhat light, the market is firm. Corn is 1c. higher this week and firmer. Rye is quoted 2c. lower. Barley has advanced 1c. We quote: No. 1 Maoitoba hard wheat, 17½c.; rye, 53½c.; peas, 77c.; corn, 72c.; buckwheat, 51½c.; barley, 48½c. and oats, 33½c.

FEED.—Prices of shorts have declined somewhat, and in Manitoba bran also 50c. lower per ton is quoted. There is a fair trade at present. We quote: Manitoba bran, $15 to $16; Ontario bran, $14.50 to $15; shorts, $20 to $21, in bulk; mouillie, $23 to $30, as to quality.

OATMEAL.—The tone of the market for rolled oats is still easy, though no further decline in price is reported. Business is dull. The price of rolled oats is now $4.50 per barrel and $2.25 per bag.

BALED HAY.—There is a fairly good trade doing in baled hay. No. 1 is quoted a little higher. We quote: No. 1, $8.50 to $9; No. 2, $7 to $8; clover, $6 to $7.50 per ton in carlots.

#### MONTREAL NOTES.

Brazil nuts are ½c. higher.

Cheese has advanced ½c. to ⅝c. per lb.

No. 1 green cod is 25 to 50c. per barrel higher.

Canned tomatoes, to arrive, have been advanced to $1.50.

## NEW BRUNSWICK MARKETS.

St. John, N.B., October, 14, 1902.

THIS has been quite an active week. We have had for the past week a fall carnival; cheap fares from all outside points and special attractions in the city. It has given a splendid chance for those outside to combine pleasure with business in getting their fall and winter supplies. Coal is a matter of great interest, the more so, as we had a little snow during the past week, being much earlier than usual. It is still, however, some time before winter, if not before fires are needed. In markets, beans are still the chief interest, with an advance of about $5 per barrel. Western shippers are not offering at all freely. Cream of tartar is higher and held firm.

OILS.—In burning oils there is an increased consumptive demand besides the large business being booked for a little later shipment. The prices are quite low and have been unchanged for some time. In lubricating oils, sales are lighter, but a good trade is still doing. Values are unchanged. Paint oils, which show no change in quotations, have but a light sale at this season. Cod oil is in fair receipt.

SALT.—In Liverpool coarse salt the higher freights, which have been demanded by the steamers, causes dealers to hold stocks at firmer figures. There is a fair stock held. In fine, while some Liverpool is offered, and rather under the price of Canadian, the large sale is for the latter. Our quotations are as follows: Liverpool, coarse, 52 to 60c.; English factory-filled, 95c. to $1.00; Canadian fine, $1 per bag; cheese and butter salt, bulk, $2.40 per bbl.; 5-lb. bags, $2.75 to $2.85 per bbl.; 10-lb. bags, $2.60 to $2.65 per bbl.; 20-lb. wood boxes, 22-23c. each; 10-lb. wood boxes, 14c. each; cartons, $2 per case of two dozen; English bottled salt, $1.25 to $1.30 per doz.; mineral rock salt, 60c. per 100 lb. (Selected lumps.)

CANNED GOODS.—The arrival of new apples has caused a drop in price. New tomatoes are daily expected, but there will be little, if any change, from the present full prices. The eastern pack will be much lighter than was expected. Corn and peas are unchanged. In fruits, a fair business is doing. The market is an even one, with blueberries the only line showing short. There is quite an interest in pork and beans, and higher prices are expected, as buyers have been anticipating needs. In salmon, firmer prices rule. Domestic sardines are more firmly held, as the pack so far is disappointing.

GREEN FRUITS.—In this line dealers are at this season always on the move. Perishable goods must be handled quickly. Grapes are large sellers. Ontario stock received is good. A few Canadian peaches are still seen. Very few pears of any kind are offered. In bananas, sales are much lighter, and the big business is over. In oranges, Jamaicas of good quality are offered at even figures. Lemons are high and held firm. A few keg grapes are to be seen, but they find no sale. Cranberries show quite a range. Local-grown lack the color of the Cape Cods, and sell cheaper. In apples, nice New Brunswick stock is still offered, but our fruit will not keep. Gravesteins will be a small crop, and the quality is not as good as usual. The Nova-Scotian crop is light.

DRIED FRUITS.—Some new Valencia raisins have been received. The price asked is high. According to the last Denia prices received Valencia layers will cost as high as Californian or Malaga loose muscatels. This is unusual. In currants, prices this season are much lower than last year. Cleaned, in cartons, will hold the trade very largely this year. New figs are here and find a good demand; they show a good profit. The dealers are getting anxious for their peels. The market is bare. Evaporated apples are a little easier. Some western shippers say the present low prices cannot hold. Onions are rather easier. There is quite an active demand.

DAIRY PRODUCE.—In butter, values are unchanged, stocks are not large, and cheap butter is scarce. Eggs are not active. For strictly fresh full prices are asked. Cheese is rather higher. Local stock is light.

SUGAR.—The small advance is held, the market being firm. The sale is large. The bag sugar seems to have increased demand. Some foreign sugar offered is particularly good.

MOLASSES.—The sale is fair. Prices are held firm, though they are still low. The demand is for Porto Rico. New Orleans is not seen here, owing to the low price of Barbados and other lines. Very little syrup is sold in our market.

FISH.—This is a firm market, except in alewives, for which there seems very little demand. While there have been quite free arrivals of pickled herring, the market is still short and full prices will rule. Dry fish, particularly cod, are firm. Smoked herring, while low, are firm. Finnan haddies show more business at quite full figures, and fresh fish are scarce. Our quotations are now as follows: Haddies, 4½ to 5c.; smoked herring, 5½ to 7c.; fresh haddock and cod, 2 to 2½c.; boneless fish, 4 to 5c.; pollock, $1.65 to $1.75 per 100 lb.; pickled herring, $2.00 to $2.25 per ½ bbl.; dry cod, $3.50 to $3.60; pickled shad, $6 per ½ bbl.

FLOUR, FEED AND MEAL.—The interest in beans is the chief factor. Prices in a few weeks have advanced almost $5 per bbl., and even at this figure they are not freely offered. The stock here is small. Oats and oatmeal are rather firmer. In flour, the market is unchanged. Cornmeal is held firm. Barley sells slowly. Peas are very scarce at present. We quote: Manitoba flour, $4.60 to $4.70; best Ontario, $4.10 to $4.20; medium, $3.75 to $4; oatmeal, $4.50 to $4.75; cornmeal, $3.20 to $3.25; middlings, $26.00 to $28.00; oats, 40 to 42c.; handpicked beans, $2.25 to $2.35; prime $1.10 to $1.20; yellow eye beans, $2.80 to $3; split peas, $5.15 to $5.25; barley, $4.40 to $4.45; hay, $9 to $10.

#### PROVISIONS.

In pork, even higher prices rule for barreled goods. Some little domestic packed is now being offered. In beef, the high price of American has caused our buyers to import Ontario packed. The sales in these lines are light. Lard sells freely; this is a large market. In fresh beef, light domestic stock is quite easy. Lamb is plentiful. Pork is still scarce and quickly brings full figures. We quote as follows: Mess pork, $21.50 to $22.50; clear pork, $23 to $24; plate beef, $14 to $16; pure lard, tubs, 12 to 12½c.; pure lard, pails, 12¼ to 12½c.; compound, . to 10c.; Fairbank's refined, 10¼ to 10½c.; domestic beef, 5 to 7c.; Ontario beef, 7 to 9c.; pork, 8c.; mutton, 5c.; lamb, 6 to 6½c.; veal, 5 to 7c. per lb.

#### ST. JOHN NOTES.

Bowman & Angevine landed new Valencia layers last week.

J. Hunter White, representing The N. K. Fairbank Co., delivered a car of refined lard to the trade this week.

Jones & Schofield are now offering Schepps' cocoanut. These goods have always occupied a prominent position in this market.

T. B. Greening, of The Pure Gold Manufacturing Co., Toronto, was this week introduced to the trade by the local representative, R. H. Jardine.

Theo. H. Estabrooks, packer of "Red Rose" tea, is home from a trip to Ontario. He is much pleased with the demand "Red Rose" is having in the west.

A. O. Hastings, representing The Lake of the Woods Milling Co., is home from a trip to Montreal. The demand for "Five Roses" and their other flours is taxing their mills to the utmost. Their mill at Keewatin turned out 3,400 barrels in 24 hours one day last week.




**Seal Brand**
In 1 and 2-lb. Cans only.
(AIR-TIGHT.)

# David Livingstone

took his young wife with him on his first expedition into the "Dark Continent." Once they were reduced to the verge of starvation. Describing their worst privations, he writes: "We endured for a long while a wretched infusion of Native Corn (Wheat) for Coffee!" This illustrates what those of actual experience have learned, that there is little real nourishment in so-called "Cereal" or "Food Coffees." True vitality is found in **Chase & Sanborn's** Coffees.

# CHASE & SANBORN, Importers, Montreal.

The
## Dominion Canister Company
Limited

MANUFACTURERS OF

## The "Perfection" Canister

THE VERY BEST PACKAGE FOR

*SPICES* *BAKING POWDER* *JELLIES*
*TEAS* *STARCH* *JAMS*
*COFFEES* *BISCUITS* *Etc., Etc.*

We are now in our new quarters and have doubled the capacity of our plant and are prepared to fill all orders promptly.

The best advertisement for any concern :

A NEAT PACKAGE. AN ATTRACTIVE LABEL.

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**DUNDAS, ONTARIO, CANADA.**

## Nasmith's Bread and Cakes Will Bring You Business

We would be glad to hear from out of town grocers who are not handling our goods.

**THE NASMITH CO., Limited**
**66 Jarvis Street, TORONTO.**

**Coffees** **Spices**

Now is the time to place your order with us for Coffees and Spices. Goods that sell quickly are the only kind we have to offer. Quality combined with right prices accelerate the sale of our goods. Mail orders receive prompt attention.

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" Merchants 522.
Telephone orders receive prompt attention.

## NOVA SCOTIA MARKETS.

Halifax, October 12, 1902.

IN the grocery business the volume of trade continues satisfactory, and is growing, week by week, to the usual proportions of the autumn business. Many of the outports along the coast, which have no railway communication, are thinking of the season when their harbors may be closed up, and the trades are commencing to put in their winter supplies. In many places, too, the lumbermen are preparing their outfits and supplies for the winter's work.

* * *

Business conditions are reported most favorable throughout the whole district covered by the Halifax grocery travellers, and a continuation of the satisfactory business now doing is anticipated. Payments continue to be promptly attended to in most cases, which gives a healthy tone to business. Money seems to be very plentiful throughout the Maritime Provinces.

* * *

There are some fluctuations to be noted, though as yet all have not affected the local market. The cranberry crop has turned out a little better than expected. Though frost affected the berries in some places, the loss was not great. However, an anxiety to get home-grown fruit off their hands by the producers has caused an easier feeling in the market; $6 to $6 50 is a fair quotation, according to quality. One grower in the Valley who usually has 200 bbls. reports only 60 this season.

* * *

Beans are reported only a half crop in Ontario and a largely reduced one in the United States. The dealers here state that United States buyers are picking up all they can get at $2 and under, and that this fact must affect the market here. Tomatoes are also scarce and high, and jobbers have difficulty in getting their orders filled. As the Maritime Provinces are almost wholly dependent on Ontario crops in both of these articles, there is no doubt but that the high quotations now given will hold throughout the season.

* * *

New Valencia raisins are selling to the retail trade at 8 to 9c. Sugar is unchanged, the reported advance of the local refineries holding good. Pork is reported at an advance of 75c. Prince Edward Island mess pork, which is largely handled here, is very slack in stock; in fact, it may be said there is none. Flour is firm with a tendency to advance. This condition has also had the effect of creating a firmness in the cornmeal market.

* * *

Farm produce of all kinds is now coming in very freely, and there have been considerable arrivals of potatoes from P. E. Island. These are selling considerably lower than Nova Scotian stock, and sales have been made as low as 27c., though the regular quotation is 30 to 35c. Nova Scotias are selling at 40 to 45c., according to quality. There is now an excess of light beef in the market, and price is low. Heavy beef for butchers cutting-up trade brings $8 50 to $9 per 100 lb.

* * *

There is not a great deal doing now in the fish business, as wholesalers and exporters, on account of the state of the West Indian markets, do not care to buy too largely. Considerable Newfoundland cod is coming in, as the prices have been cut in that market.

R. C. H.

---

New lot of Ceylon Young Hysons to hand with Lucas, Steele & Bristol; also golden tip Ceylons, C. & B. ginger chips, Pure Gold preserved ginger and China ginger.

There is no better trade-winner than a good article - Sell your customers

Blue Ribbon Ceylon Tea

address orders to 12 Front St. East - Toronto and they will receive prompt attention

## MANITOBA MARKETS.

Winnipeg, October 13, 1902.

BUSINESS is steadily increasing as more money from the sale of grain goes into circulation. Threshing is going on all over the country, but is still somewhat handicapped on account of shortage of men. The weather, however, has been most favorable. Roads are in good condition, and wherever an elevator is not full to the top farmers are hauling wheat in all day long. In both city and country building operations are being pushed with the utmost vigor in order that everything may be in shape before frost sets in. Lumber, cement and labor are the things that are short so far as building operations are concerned.

FLOUR—Local trade is good. Foreign trade is at present on rather narrow margins, so that millers are not pushing it with any special vigor. Prices for the week are unchanged, No. 1 patent being quoted at $2, and other grades on the same basis.

CEREALS—New rolled oats are offering freely and prices are steady at $2 for the 80-lb sack.

BEANS—White beans are mounting skyward, so far as prices are concerned, and quotations have advanced to $2 to $2.15, and fresh stocks could hardly be laid down for these figures. It is therefore expected that the market will continue to advance. There is always a good demand for beans in this country, not only for ordinary city trade, but for the lumber camps and railway gangs.

CANNED GOODS—The tomato situation remains without change, except that jobbers are chary of selling stock now on hand. Goods of the new pack are expected to arrive next week, but whether this means any change in price is not yet announced. At present the quotation continues to be $2.75 per case, but it is not likely that any jobber would fill a large order at that price. Corn and peas are without new features.

CANNED FRUITS—The market is normal and steady with the exception of blueberries, for which there is considerable sale here. Eastern packers declare their inability to fill more than 25 per cent. of contracts placed with them, and this is a serious annoyance to the trade here.

EVAPORATED AND DRIED FRUITS—The further advance of 8s. on raisins in the primary market goes to prove that later shipments will be practically no cheaper than those already to hand. Fine Valencia off-stalk are quoted at $2.50 per box, and it was fully expected that later shipments would be considerably lower, but, as matters now stand, it looks as if later ar-


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EPPS'S GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. COCOA

NEW GOODS JUST ARRIVED.

Fancy Cape Cod Cranberries
Fancy Malaga Grapes
Fancy Jamaica Oranges
PRICES RIGHT.

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Pure Mustard




Sell your customers Capstan Brand and they will come again. Put up in neat tins to retail at 10c.

Ask your wholesale grocer for it.

THE CAPSTAN MFG. CO., - TORONTO



We want 100,000 Live Chickens annually for our export trade

We will pay the highest possible market price for really prime well-fed birds

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GRIMBLE'S English Malt VINEGAR

Six GOLD Medals

GRIMBLE & CO., Limited, London, N.W., Eng.

rivals would have to be sold at about the same figures.

CURRANTS—Quotations on new goods are 5¼c. for the best Filiatras with 1c. additional for cleaned. In the case of currants, also, it would seem that later shipments will not show the usual marked decrease in price, but that something very near the present figure will be maintained right through the season. Owing to the advance in cost Californian fruits are firmer in tone than they were at the beginning of the season, although there is no advance in price. Apricots are quoted at 8¼ to 8½c. for standards, and 9c. for choice, and peaches are about the same. Evaporated apples are not to be so cheap after all. The evaporator men have run up against the coal situation, and it appears that coal is to be too costly for evaporating purposes, and that much of the apple crop that was to have been evaporated will have to be canned. Jobbers offering from here at what would appear to be very fair figures have had their offers declined. Present quotation on evaporated apples is 8c.

HOPS—Package hops have advanced 3c. per lb., and are now quoted at 18c. on this market. The advance is said to be due to wet weather in the hop sections.

COFFEE — Market is steady with fair demand. Prices for Rios run from 8½ to 9¼c.

RICE—No change in the market has occurred during the week. Japan is quoted at 5½c.; Patna, 5 to 5¼c.; B Rice, 4 to 4½c.

SUGAR—Steady market with good demand and no change of prices. Extra standard granulated, $4.35; bright yellow, $3.75.

CURED AND DRESSED MEATS—Cured meats are in very active demand but quotations remain unchanged: Hams, 15¼c.; breakfast bacon bellies, 15¾c.; backs, 14¾c.; shoulders, 11½c.; short spiced rolls, 12¾c.; long, 13¼c.; smoked long clear, 13c.; dry salt long clear, 11c.; backs, 12½c..

LARD—Demand is very good and prices without change: Tierces, 11⅞c.; 20 lb. pails, $2.50; 50 lb. tubs, $6.05; 10-lb tins in cases, $7.60; 5-lb. tins, $7.65; 3 lb. tins, $7.75.

DRESSED MEATS—Supply in all lines is now good and the demand good also. Prices have not changed for the week. Best dressed beef is worth 5¾ to 6½c.; mutton, 8 to 9c.; lambs, 11½c.; hogs, 9 to 9½c.

BUTTER—Receipts of dairy butter show considerable increase for the week, although the supply is not yet equal to the demand. Prices are steady at 13¾ to 14c., point of shipment, or about 15c. Winnipeg for fresh made dairy in round lots.

CREAMERY BUTTER — Stocks are practically cleared up, and beginning with next week prices quoted in this column will be the jobber's price to the retailer. At present, any lots of October creamery are worth from 20 to 20½c. factories.

CHEESE—Stocks at factories are practically cleaned up, and beginning with this day quotation in this column during the winter will be the jobber's price to the retailer. Present selling price of cheese in Winnipeg is 12½c. per lb., but owing to the recent advance in Ontario it is likely to go higher very shortly. There are a number of cars under order from Ontario and three have already been received.

EGGS—The supplies have not materially increased during the week, and prices are firm, 16 to 16½c. Winnipeg being offered for fresh ease eggs subject to candling.

GREEN FRUITS—Interest in this market centres just for the moment in grapes. The supplies from Ontario are not coming forward well and the prospect of 25c. grapes at retail is not bright. Some retailers are being foolish to cut prices, but grapes cannot be profitably sold at less than 35c. a basket wholesale. Apples are arriving freely. A car of snow apples just to hand are too scabby for sale. Comparatively few of the apples received so far have been up to the standard. Prices remain unchanged at $3.50. A few Solway peaches are still offered, but the season may be said to be over for this class of fruit. Tropical fruits are without change, supply and demand both being fair.

---

Lucas, Steele & Bristol are receiving new kipperenes in pasteboard boxes.


**CHRISTMAS TRADE**

Confectioners will find our Sweet Coatings most excellent.

**COWAN'S** KING EDWARD, Dark Vanilla Flavored
QUEEN ALEXANDRA, Light " "

These are the Choicest Quality.

Dark Coatings without Vanilla—EBONY, BLACK PEARL, BEAVER, etc.

Light Coatings without Vanilla—EMPRESS, MAPLE LEAF, PEARL.

Unsweetened—GEM, RUBY, SUPERIOR, AMBER, GOLDEN, and EXTRA GOLDEN.

**THE COWAN CO., Limited - TORONTO**

**Sole selling agents for Canada and United States for the Vinegars and Pickles of BROSSEAU & CO., and MICHEL LEFEBVRE.**

Write, Telegraph, or Telephone to **THE "OZO" CO. LIMITED**

**For quotations on Teas, Coffees, Spices, Brooms and Vinegars.**

Head Office and Warehouse: **St. Paul St., Montreal.**

Factory at St. Hyacinthe, Que.


## COAL AND BISCUIT MAKING.

The rumor has by some means or other gained circulation that the factory of the Christie, Brown Co., Limited, biscuit manufacturers, Toronto, had been closed down on account of the difficulty in securing fuel. The company, however, notwithstanding the high price at which coal has been selling for some weeks, has secured large quantities of anthracite as well as bituminous coal, and whatever the outcome of the strike may be, they have now in their bins a supply of coal sufficient for some months to come. The company, it might, perhaps, be noted, use anthracite for their reel ovens.

## PERSONAL MENTION.

Mr. J. N. Christie, representing Carter, Galbraith & Co., Montreal, recently passed through Toronto on his way to the Coast.

Mr. P. C. Larkin, Toronto, is away visiting the branches of The "Salada" Tea Co. at New York, Boston, Buffalo, Pittsburg and Montreal.

---

"Empire" syrup in tins, pails, kegs and half-barrels is having large sale with Lucas, Steele & Bristol

# Graham's Jams, Jellies and Marmalade

are well known all over the Dominion as a **standard of quality.** When ordering try them.

AGENTS:
GEO. J. CLANCY & CO.
59-61 Front St. E., TORONTO.

***Canada Preserving Company,***
HAMILTON.

# LISTEN!

We are offering goods at the uniform Association prices.
We solicit your patronage on **the merit of our goods.**
We guarantee the quality of any line of goods packed by us **equal to the best brands packed on the Continent of America.**
We are ready to support this statement with samples. **Don't be sidetracked.**
Your wholesale house will supply our best brands if you insist upon it. If not, write for quotations.

## Delhi Canning Co., Limited, -:- Delhi, Ont.

*"Best in the World."*

**HILL, EVANS & CO'S (WORCESTER, ENG.)**

PURE ENGLISH
**MALT VINEGAR** Delicate in Flavor and Aroma. Splendid keeping properties.

**ROBERT WATERS' QUININE WINE**
Quinine in a palatable form 50 years' reputation.

Export Agents:
Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

# Confectionery

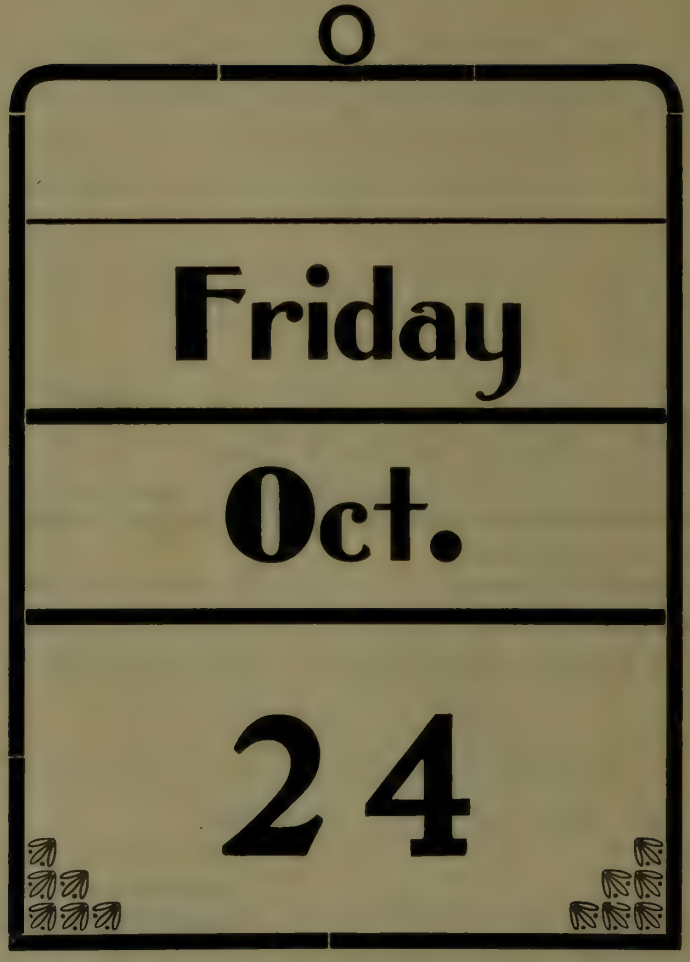
Now is the time to place your orders for the Christmas trade. We make everything in the candy line, from the Finest Bon-Bons and Chocolates to the old-fashioned Sugar Sticks and Bull's Eyes. A big line of one-pound and half-pound fancy boxes, to retail from 10c. up.

# The Canada Biscuit Co., LIMITED

KING ST. WEST AND BATHURST ST., CARS PASS OUR WORKS.

**KING** and **BATHURST STS., TORONTO.**

# The Last Day




for receiving copy for the Fall Number will be Friday, October 24.

Don't forget to send us your advertising instructions. The earlier, the better.

# HAVE YOU EVER TESTED OUR LIBERALITY ?

Our prices are somewhat lower than regular quotations, which accounts for our getting such a large share of business, and if you have not already favored us with an order it will pay you to do so. We have a large stock of New Canned Salmon, Corn, Peas and Tomatoes which we are offering at interesting prices. What about New Cleaned Currants, Raisins and Peels ?

**VINEGARS**—We want to dispose of several more cars of High-Grade Vinegar during the next month. Your inquiries will have our very best attention.

## The R. & J. H. Simpson Co.,

**WHOLESALE GROCERS AND TEA IMPORTERS, GUELPH, ONT.**

Telephone No. 275.

BUY

# Star Brand

**COTTON CLOTHES LINES**

—AND—

**COTTON TWINE**

Cotton Lines are as cheap as Sisal or Manila and much better.

**For sale by all Wholesale Dealers**

See that you get them.

## A LITTLE ADVERTISEMENT ....

Sometimes does as good work as a larger one. We can give you any size you want in this paper, from 1 inch to a full page. Prices gladly submitted.

**The MacLean Publishing Co., Limited, Montreal and Toronto**




# The Australasian Grocer

The Organ of the Grocery, Provision and kindred Trades of the Antipodes.

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# WASTE MEANS LOSS OF PROFITS




FIRST FLOOR DOUBLE OUTFIT.

THAT'S WHY THERE'S SO LITTLE PROFIT IN HANDLING **OIL OR GASOLINE** IN THE **OLD** WAY

## Stop The Waste

CAUSED BY EVAPORATION AND LOSS FROM LEAKY BARRELS AND DIRTY, * * * "SLOPPY" MEASURES BY INSTALLING AN IMPROVED

# BOWSER 3 MEASURE SELF MEASURING OIL-TANK

## IT'S THE NEW WAY.

IT PUMPS A GALLON, HALF GALLON OR QUART, DIRECTLY INTO THE CUSTOMER'S CAN WITHOUT USE OF MEASURE OR FUNNEL.

NO WASTE OF OIL.
NO LOSS OF TIME OR LABOR.
NO DIRTY OIL-SOAKED FLOORS.

WE SHALL BE GLAD TO EXPLAIN MORE FULLY.
ASK FOR CATALOGUE "B," IT'S FREE.

## S. F. BOWSER & CO.

Factory, FORT WAYNE, INDIANA.
65 Front St. East, TORONTO.

## TORONTO RETAIL GROCERS' ASSOCIATION.

A Discussion on Prices.

THE regular monthly meeting of the Toronto Retail Grocers' Association was held in their rooms in St. George's Hall, Elm street, on Monday evening, October 13. President W. J. Sykes was in the chair.

Those present were: President Sykes, Secretary E. B. Nettelfield, R. Bailey Snow, F. W. Johnson, T. Clark, A. White, W. H. Marmion, D. McLean, J. S. Bond.

A letter from the Standard Chemical Co. of Toronto, Limited, explained the action of that company in raising the wholesale price of charcoal from $1 per dozen to 18c. per bag. It was stated that, owing to the scarcity of anthracite coal, the company had received numerous offers from outside towns for their stores of hardwood which they have on hand for making their charcoal next year. Should they sell their hardwood they would have to close down, which would throw about 400 hands out of employment, as charcoal could not be made from green wood. There had been lately, from the city and various parts of the country, an enormous demand for their charcoal, which was much beyond their capacity to fill. So they decided to advance prices.

A resolution was passed requesting the Excursion Committee to hand in their report of the annual excursion of the association, which was held to Niagara Falls last July.

The meeting proceeded to discuss the action of the Wholesale Grocers' Guild in listing a number of articles which the retailer was now compelled to buy of them at a certain fixed price, regardless of the quantity bought. A number of retail grocers had bought previously many of the lines of goods which they carried in stock direct from the manufacturers, thus procuring the articles at a lower price than they could be obtained from the wholesale houses for. Now, the wholesale men had in listing these goods prevented the grocer from buying from the manufacturer, and compelled him to buy of the wholesale grocers themselves. Thus, all would have to pay the same price for their goods no matter how large a quantity he bought at a time. Vinegar was said to be now one of the articles on this list.

In the discussion on this matter some of those present believed that it was just and fair that every man buy his goods at the same price, no matter whether he purchase one dozen or one hundred dozen at a time. The action of the wholesale grocers was called selfish by some, but the retailer was also selfish. Some of the retailers who bought their supplies of some lines of goods direct from the manufacturer were those who did much harm to the trade by cutting prices, and it was thought that the listing and controlling of the prices of groceries by the Wholesale Grocers' Guild would put a stop to this. Then all would receive like treatment.

One thing in the grocery business that was objectionable, it was stated, was the running of liquor in conjunction with a grocery store with only a partition between the two. Thus the business of selling groceries and liquors in practically one and the same store was conducted. This, one or two members present declared should not be allowed.

All the business being finished the meeting adjourned.

## "NERVI" BEEF EXTRACT.

A fluid beef extract, which has been on the market now for some years, and which is increasing in popularity each year, is the "Nervi" brand, manufactured by W. J. Nichol & Co., 11-13 Front street east, Toronto. "Nervi" is the pure extract of the best beef and is sold in bulk or in bottles neatly labelled. It contains all the nutriment of the beef in a condensed form and is invaluable for invalids or any who prefer the strength of meat in liquid form. "Nervi" can be retailed by the grocer so as to give him a neat profit and he need have no hesitancy in recommending it to his customers. The firm are at present shipping it out in large quantities. Full particulars may be obtained from the manufacturers direct or from your wholesaler.

## THE RUN OF COHOE SALMON.

The Province, Vancouver, of October 2 said: "Cohoes are running in great numbers in the upcoast inlets, and it is thought the season is now at its height. Boats, which have been out for the past two weeks, have averaged during that time catches of 2,000 fish, which are sold to the canneries at the rate of 12½c. per fish.

"The tug Tyee this morning arrived at the Brunswick No. 1 cannery, Steveston, with 7,000 cohoes which she secured from the men fishing in Toba and Bute Inlets. In Toba Inlet 30 boats are working, all but six of them being manned by white men, the others being Indians. In Bute Inlet 20 boats are fishing, all of them being manned by whites. The cohoes appear to be running better in Toba Inlet than in Bute, for the Tyee secured but 1,100 of her fish in the latter.

"The fishermen are not bothered by dog salmon this year, and very few are caught. A number of Japs have a dog salmon fishing camp at Bute Inlet, but their catches have been poor up to date."

## MADE IN CANADA.

SAID an old gentleman who has spent a great many years in Canada and the British Isles, who in that time has been closely identified with the grocery and provision business: "What surprises me is the lack of patriotism shown by almost all our jobbers and retailers in the matter of selling Canadian-made goods. They do not push them. Perhaps they think they do. Now we make, for instance, just as good pickles, jams, etc., as can be found in Great Britain, but the reputation that some English brands have acquired on this market fairly overwhelms our merchants, and they do not think for a minute of placing Canadian goods before them. A lot of this is due to the English people coming over here. They get to know a good brand of pickles at home, and when in Canada, with true British prejudice, refuse to take Canadian pickles, which are quite as good in every way. The name is everything. I have lived in England for years, and I can tell you there are some of these goods that enjoy a great reputation all over Canada which are hardly known at all out of their own locality in the Old Country. In one section of the country, one manufacturer's brand is considered the best; in another part, another brand holds the trade. If Canadian dealers would be a little more persistent in selling Canadian brands to English customers and get them to recognize that we make just as good an article as they can get at Home, the great reputation of some English makes of jams, pickles, etc., would collapse, for they have only been built up by the inquiries for them made by English people in this country."

## FISH DEALERS ASSIGN.

Neilson & Trees, wholesale and retail dealers in fish, poultry, etc., 11 Phillips Square, Montreal, have consented to assign on demand of Leonard Bros., wholesale fish dealers, of St. John, N.B., and Montreal. The latter firm are creditors to the amount of $269.12.

Miss Edith Dalziel, organist in the Presbyterian church, and Mr. Herbert Newell, grain buyer for the Lake of the Woods Milling Company, Arden, were married on October 5 in the Knox Church, Minnedosa. The Rev. J. S. Watson officiated, and Miss Ollie Cockburn, of Winnipeg, was bridesmaid. The happy couple received many valuable presents, including a handsome silver salver from the choir of Knox Church.

# Wheatine

**Health Breakfast Food.**

Made in Canada from Canadian wheat.

**WARREN BROS. & CO.**

**TORONTO.**

---

# Perkins, Ince & Co.

**Wholesale Grocers**

FRONT STREET EAST,

**Toronto.**

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# The Telephone

has no equal as a saver of time and money for the buying and selling of goods from distant points.

The travelling salesman found this out long ago. Others are learning the truth daily. Bear it in mind.

**THE BELL TELEPHONE CO. OF CANADA.**

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**Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.**

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# APPLES

IF YOU WANT TO EXPORT OR PURCHASE WRITE FOR PRICES TO

**EBEN JAMES,** Board of Trade, Toronto.

Agent for apple and produce, cold storage and forwarding company, 40.000 bbls capacity storage.

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# "ACME"

## TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50 lb. box.

**TORONTO SALT WORKS, Toronto, Ont.**
**Agents for the Canadian Salt Co., Windsor, Ont.**

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It is acknowledged that in Baking Soda in packages the standard both as to quantity and quality is

## DWIGHT'S "COW BRAND."

Dealers and consumers both acknowledge this fact.

## JOHN DWIGHT & CO.

**34 Yonge Street,** **TORONTO, ONT.**

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# "Sarnia" OIL LAMP

**Equal to best American Oil.** **GROCERS ALL SELL IT.**

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

SAMUEL ROGERS, President.

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# G.O.B. Manitoba Patent

surpasses in whiteness and purity any All-Manitoba patent flour of same price, and has equal strength.

**We have considerable Bran and Shorts to offer in mixed cars.**
**Our CALLA LILY is A 1 family flour.**

**MODEL ROLLER MILLS, Perth, Ont.**

---

# Gillard's Sauce

Is still the best and cheapest.

# Gillard's Pickle

The most delicious English pickle made.

AS SUPPLIED TO

HIS MAJESTY THE KING

AND

HIS ROYAL HIGHNESS THE PRINCE OF WALES, K.G., Etc.

Sole Proprietors:

# GILLARD & CO., Limited, LONDON, ENG.

## BUSINESS CHANGES.

### DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

JOHN CUNNINGHAM, baker, Ottawa, has assigned, and his creditors held a meeting on October 15.

L. Deshais, grocer, Magog, Que., has assigned.

Treffle Lemoine, grocer, St. Hyacinthe, Que., has assigned.

C. D. Fontaine, of Shawenigan Falls, Que., has compromised.

T. M. Heximer, grocer, Hamilton, has assigned to W. G. E. Boyd.

Joseph Picard, grocer, Montreal, has filed a consent of assignment.

A. L. Trudeau, general merchant, of Brompton Falls, Que., has assigned.

C. J. Upton, general storekeeper, of Elmvale, is offering to compromise.

S. Bertrand, general merchant, Notre Dame des Anges, Que., has assigned.

Neilson & Trees, fish dealers, Montreal, have filed a consent of assignment.

Chartrand & Turgeon are the curators of P. Morin, general merchant, St. Tite, Que.

David Genest, general storekeeper, Ste. Gertrude, has assigned to Lamarche & Benoit.

Watts & Co., general merchants, Walsh, Ont., have assigned to Osler Wade, of Toronto.

Hood, Aldridge & Co., wholesale fruiterers, Vancouver, have assigned to Alex. C. Ross.

A meeting of the creditors of Isaie Pigeon, general storekeeper, Montreal, was held on the 14th inst.

Lefaivre & Taschereau have been appointed curators of the estate of O. Arsenault, of Bonaventure River.

Adrien Barrette, general merchant, St. Tite, Que., has assigned, and his creditors held a meeting on October 13.

### PARTNERSHIPS FORMED AND DISSOLVED.

A. Guay & Co., wine and liquor merchants, Montreal, have dissolved.

Reid, Campbell & Co., general merchants, Moyie, B.C., have dissolved.

W. Fallon, general merchant, Atikokan, N.W.T., has admitted —— Hutchings as partner.

W. S. Goodhugh & Co., commission merchants, Montreal, have dissolved partnership.

D. McPherson, general merchant, Basswood, N.W.T., has admitted James Atkin as partner.

Demont & Stevens, grocers, Windsor, Ont., have dissolved partnership. A. F. Demont continues the business.

### SALES MADE AND PENDING.

The stock of J. A. Berube, St. Fabien, Que., was sold for 65½c. on the dollar.

The assets of J. A. Lomme, general storekeeper, St. Johns, Que., have been sold.

The assets of Raoul Aumais, tea and crockery merchant, Montreal, have been sold.

The assets of A. Lafontaine, general merchant, Drummondville, Que., have been sold.

The stock of Mrs. A. E. Hainsworth, general storekeeper, Meadow Lea, Ont., was sold by auction.

### CHANGES.

M. Schachter & Co., bakers, Montreal, have registered.

Oaten & Co., grocers, Toronto, have sold out to G. Noble.

The Dery, Son & Co., seed merchants, Montreal, have registered.

F. A. Moore, general merchant, Petrel, Man., is succeeded by Wm. Currie.

G. H. Miner, general merchant, Moyie, B.C., has closed his branch there.

The Erie Tobacco Co., Limited, Kingsville, Ont., is removing to Windsor.

W. B. Gerow, baker, Blenheim, Ont., has sold out to Chas. E. Whcoran.

T. B. Carruthers, general merchant, of Kimberley, Ont., is retiring from business.

Beaucage & Patenaude, grocers and liquor merchants, Montreal, have registered.

Braun & Krahn, general merchants, of Grimthal, Man., have sold out to H. Finsilon.

A. A. Young, general merchant, of Cypress River, Man., has sold out to H. Fawcett.

Wm. Knox, general merchant, MacGregor, N.W.T., has sold out to H. C. Hamelin.

D. E. Bruneau & Fils, lumber merchants, Ste. Anne du Sault, Que., have registered.

J. K. McLennan & Co., grocers, Winnipeg, are succeeded by J. P. Graves & Company.

R. A. Gibson & Co., bakers and confectioners, Niagara Falls, Ont., are succeeded by C. G. McMilland.

C. J. Goodheart, crockery, glassware and small ware merchant, Barrie, Ont., has sold out to J. A. McLean.

Gorman, Eckert & Co., manufacturers of spices, etc., London, Ont., have been succeeded by Gorman, Eckert & Co., Limited.

The Perkins Mills Lumber Co., Perkins, Que., lumber and general merchants, have disposed of their general store business to Edward Smith.

### FIRES.

Mary Rogers, general merchant, of Atwood, Ont., was burned out.

Day & Hemmersley, millers, Aberfoyle, Ont., have sustained loss by explosion.

George Reid, general merchant, St. Felix de Valois, Que., was burned out; insured.

The premises of C. G. Folkes, general merchant, Manotick, Ont., have sustained damage by fire; partially insured.

Charland & Lacasse, cigar and tobacco merchants, Montreal, had their stock at 1298 St. Catherine street, damaged by fire; insured.

### DEATHS.

J. L. Mathieu, patent medicines, Sherbrooke, Que., is dead.

John Eagan, general storekeeper, of Ketch Harbor, is dead.

Mary A. Tomlin, general storekeeper, of Ashville, N.W.T., is dead.


## SITUATION WANTED.

YOUNG MAN WANTS POSITION AS GROcery clerk. Twelve years' experience. Can do window dressing. References. Address Box 6, CANADIAN GROCER office, Toronto. (42)

## STORE TO RENT.

AN OLD ESTABLISHED CORNER GROcery store to rent; one of the best stands in town for business; good chance for live man. James Cutting, Simcoe, Ont. (41-2)

**Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.**

**HOW TO WRITE SHOW CARDS.**

A full course of instruction by mail for

**Merchants, Window Trimmers and Clerks.**



My book of instruction, at $1.00, has constantly grown in patronage and public favor, and is now recognized as the

FOUNTAIN HEAD

for practical instructions on rapid sign, show card and ticket lettering. It will teach you. Write

W. EDWARDS,
Carleton Place,
Ontario.

**WELFORD BROS.,**
**LONDON, ONT.**
MANUFACTURERS OF
**Brooms AND Whisks**
ROPE, LEATHER AND WEB **Halters**

Having the most improved Broom Machinery and good workmen we are in shape to give satisfaction.
**UNION LABEL** on all our Brooms.
Sample orders of six dozen or more sent to any address, freight prepaid. **Write for Price List.**

GOLD MEDAL, PARIS, 1900.

**Walter Baker & Co.'s**
**PURE, HIGH GRADE**
**Cocoas and Chocolates.**



TRADE-MARK.

**Breakfast Cocoa.**—Absolutely pure, delicious, nutritious, and costs less than one cent a cup.

**Premium No. 1 Chocolate.**—The best plain chocolate in the market for drinking and also for making cake, icing, ice-cream, etc.

**German Sweet Chocolate.**—Good to eat and good to drink; palatable, nutritious, and healthful.

**WALTER BAKER & CO. Ltd.**
ESTABLISHED 1780.
**DORCHESTER, MASS.**
BRANCH HOUSE, 12 and 14 St. John St., MONTREAL.

TRADE-MARK ON EVERY PACKAGE.

# —HAVE CARE!—

## Goods Well Bought Are Easily Sold.

My stock of Teas, Coffees, and Pure Spices is so large, my assortment so complete and my prices so close that I feel sure I can save you money. I have practised what I preach, I have bought well and will give you the benefit of it, if you will only take the trouble to ask for samples.

**NEW LINES JUST IN STOCK.**

**22** Half-chests Moyune Hyson, at - - - - - **15c.**
**43** " Moyune Young Hyson, at - - - - **16½c.**
**73** Catties Ping Suey Young Hyson, at - - - - **16½c.**
**300** Half-chests Ceylon and Indian Green, in half-chests (50 lb. each), at - - - - **15, 17½ and 20c.**
**100** 30-lb. boxes Ceylon Green Young Hyson, fancy leaf, extra choice liquor, at - - - - - **22½c.**
**25** Chests Indian Golden tipped Orange Pekoe Black Tea—"Munaar," a rare one, at - - - **25c.**
**17** Chests Indian or Pekoe Black Tea—"Larsingah," extra fine in leaf and liquor, at - - - **22½c.**
**75** Half-chests new Japan, nice clean leaf, splendid liquor, at **19½c.**

**EX. STR. "TARTAR" NOW AT VANCOUVER.**

**251** Half-chests "Condor XXX" Japan—special run on it for a short time, in 5 and 10 half-chest lots, at - - **21½c.**
**50** Half chests "Condor XXXX" Japan, special run on it for a short time, 5 half-chest lots, at - - - **24c.**

**DON'T FORGET THAT THIS IS THE PLACE TO GET MADAM HUOT'S COFFEE--"NECTAR" BLACK TEA.**

***"CONDOR"***
***Japan Teas***
***Vinegars***
***Baking Powders***
***Mustard—***
The best in the world.

***"OLD CROW"***
***Black Teas***
***Vinegar***
***Baking Powders***
***Mustard—***
High-grade compound.

***"EMD."***
***Vinegars.***
***Baking Powders***
***Pure Spices***

**I HAVE NOT ADVANCED VINEGARS.**

**SPECIALITY OF HIGH-CLASS GOODS IN TEAS, COFFEES, SPICES AND VINEGARS.**

# E. D. MARCEAU,

**281-285 St. Paul Street, MONTREAL.**

## FISH AS FOOD.

THE fact that fish is an important article of diet is one which will be universally admitted, says The Lancet, but it is not generally realized that the British people make so little use of the opportunities which nature has provided for them in the rich supplies which are to be found off the coast. Some statistical tables which are published by the Board of Trade give a good deal of information, and although in their present form they are of little interest to those who have not a general idea of the way in which the fishing industry is carried on, they very clearly show that a large quantity of fish caught is sent abroad instead of being used in this country, and those who buy fish will be struck at the great difference in price which is paid to those who catch it and the price which has to be paid to the fishmonger. The total value of the fish caught and landed in the United Kingdom during the year 1901 was over £9,000,000. Haddocks and herrings produced £2,257,196 and £2,028,781 respectively. A little over a halfpenny a pound was received for herrings (0.62d), and threehalfpence a pound was received for haddocks. Whether considered from the point of view of quantity or of money value these two fishes are the most important of those caught on our coasts. It is to be feared, nevertheless, that a small proportion only of the poor of the country have been able to obtain either of these in an appetizing form at a low price. It is usually said that the poor are not fond of, and will not eat fish. This is a very old idea. It was stated in a series of articles written on the fishing industry more than 50 years ago. It is said to-day. It is perfectly true that the poor of London are not partial to fish which they have to cook for themselves. If any unprejudiced observer possessing a keen sense of smell will walk down the streets in which fish is exposed for sale on barrows he will not be surprised that this is the case. It is by no means true that the poor who live in fishing towns and villages object to fish. It forms the most important part of the nitrogenous food which they take. The partiality for fish extends also amongst the people as far inland as the supply of fresh-caught fish is obtainable at a moderate price. There are, of course, many parts of the country which by the nature of things cannot be so cheaply or so well supplied as the places near to the sea. For this reason it is a matter of national importance that the curing and preserving of fish should be well carried out. In this matter there is room for much improvement. To those acquainted with the common haddock of London it is only necessary to recall its iridescent appearance and ammoniacal odor. Many of these fishes are in a state of partial decomposition when they are cured, and the methods adopted are neither wholesome or cleanly. The local sanitary authorities are often disinclined to interfere with the arrangements of fish-curers, sometimes, perhaps, because they look upon their industry as the mainstay of the place, sometimes, doubtless, because things have been so carried on time out of mind, and what was good enough for their fathers ought, as they say, to be good enough for them, for they are a conservative people. The Lancet has had occasion to call attention to cases in which obvious sanitary rules were disregarded in the process of curing. We wish that the authorities in fishing centres would realize that it is to their true interest, as well as their duty, to carry out the law in regard to nuisances. If the fishcurers were more careful to insure a good and uniform quality in their output they would enormously increase their trade and their profit. It is because fish preserved in this country is of such uncertain quality that the fashion of relying so much on foreign produce has become so very general and that sardines are so highly esteemed. It is said that the English spratt tinned in this country is now transported to France that it may be duly labelled and consigned to England for the benefit of those who eat "sardines" and practice "economy" at the same time. Good bloaters and kippers are superior in all respects to the cheaper sorts of "sardines," but at the present time they are not readily obtainable, although nearly 2,000,000 barrels of herrings were exported last year, chiefly to Germany.

## BREAKFAST FOODS.

Why, in soulful, doleful numbers,
Should poor, foolish man complain
Of his bad and broken slumbers,
Of his aches and bitter pain?
Why, when in his face are staring
Well-known facts, and, having wealth,
Or enough, should he be caring
Constantly about his health?
What's the use of being sickly,
Pale and wan, when we can buy
Something that will very quickly
Make us strong and gay and spry?
Foods that make the blood go tingling
Through our veins, till we rejoice
In our strength—we can't be singling
Any one kind—take your choice.
Foods that make hard bone and muscle,
Full of starch and nitrogen,
Foods that fit us for the tussle
With our active brother men.
Taken with hot water simply
Or with sugar and with milk,
You'll lose your appearance pimply
And will feel as fine as silk.
You will get quite energetic,
On your cheeks the rose will bloom
When they chase your moods splenetic,
Dissipate your fits of gloom.
Why the dickens should you ache and
Why on stubborn ailments brood,
When you've only got to take and
Fill yourself with breakfast food?

## STIRRING UP THE TEA MEN.

Home and Colonial Mail.

WE are reminded by the announcement that one of the large London tea distributing firms is about to extend its operations to India of the changes and developmtnts in the tea trade of recent years. While some of the old Mincing Lane stagers have dropped out, others have taken up the running to some purpose, and although the sale room is not Arcadia, and the tea trade is by no means exempt from the evils of the competitive system, it cannot be denied that the handling of tea at home might furnish some striking examples for a new volume about men who succeed in business, and that, on the whole, the sale of tea in chest or package is a more remunerative pursuit than growing the leaf. Failures will occur in the best regulated commercial circles, but the modern tea distributor, with modern methods and some capital, has no serious fault to find with his lot.

But some of these Napoleons of the tea trade, if plurality is permissible in the case of so great a name, are not content with mere profit-making, which doubtless becomes monotonous after a time. They seek to achieve new triumphs; to gain fresh trade laurels. They either extend their operations by dealing in other articles of produce, or they push in some new direction, which will, if it do not add to their profits, at least enhance their reputation as enterprising men of business. Messrs. Brooke Bond, for instance, have recently essayed to push their teas in India, notwithstanding that the movement for supplying natives of and residents in India has already been started. So long as the demand for tea increases, tea growers can only welcome every effort made to find new markets, and wish luck to those who are plucky enough to aid the work by the outlay of capital and energy. It will occur to the onlooker, however, as somewhat remarkable, that up to now the enterprise of those on the spot, who might years ago have taken steps to popularize tea in India, has been somewhat laggard. Admitting that tea-planting and tea-dealing are, or at any rate were, regarded as distinct occupations in the light of those laws of commercial etiquette which regulate such matters, it must also be recognized that a great change has taken place in recent years. American trade methods may be said to have knocked all these laws out of time. We may not admire the all-embracing system of trade which deals in pork from the cradle to the grave, and turns the pastoral cow into beef for the million by a manufacturing operation, combining every trade under one hat or in one immense building, but the old style in business has unfortunately taken its departure.

# In Demand Because They Deserve To Be

NOV - 4 1902 RETURNED



All up-to-date dealers know that a good, well made package adds much to the worth of the goods. Most dealers know the unapproached excellence of

## CANE'S NEWMARKET BUTTER TUBS

Made from the best selected spruce—welded steel wire hooped—corrugated—allowing for expansion or contraction, so that they keep in perfect condition.

**Look up your stock of Woodenware. If you want anything special for the Fall trade you will be sure to find it here.**

## UNITED FACTORIES, Limited,

**OPERATING:**
**Boeckh's Toronto Factories.**
**Bryan's London Factories.**
**Cane's Newmarket Factories.**

**Head Office: Toronto.**

MONTREAL BRANCH: 1 and 3 DeBresoles St. LONDON BRANCH: 71 Dundas St.

# Pure Gold Jelly Powder

# Pure Gold Flavoring Extracts

# Pure Gold Baking Powder

**WE MAKE THE DEMAND, YOU SELL THE GOODS EASILY.**



# BEAUTIFUL GOODS

## A Choice Holiday Line.



# Pure Fruit Syrups

**In Handsome Fancy French Decanters.**

**1 Dozen in a Case.**
**4 Different Patterns.**
**4 Flavors---Raspberry, Strawberry, Pineapple, Lemon.**

TO SHOW THEM IS TO SELL THEM

Just the line you want for your Christmas display.
Order AT ONCE, for the demand is large and the supply limited.



## HENRI JONAS & CO.

**Montreal.**



# CURRENT MARKET QUOTATIONS

October 15, 1902.

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, St. John, N.B., and Halifax. The prices are solicited for publication, and are of such quantities and qualities as are usually ordered by retail dealers on the usual terms of credit. For Winnipeg market report and prices, see page —.

Goods in large lots and for prompt pay are generally obtainable at lower prices.

All quotations for staple products are under the direct control of the Editors, who call daily upon all the leading houses in the principal centres.

| BUTTER, CHEESE AND EGGS | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| Dairy, choice, large rolls, lb. | $..... | $0 18 | $ 15 | $0 16 | $..... | $0 16 |
| " " pound blocks | 17 | 18 | 17 | 18 | 16 | 18 |
| " tubs, best | 15½ | 16 | 15 | 16 | 17 | 19 |
| " tubs, inferior | 14 | 15½ | 11 | 13 | 14 | 16 |
| Creamery, boxes | 19 | 19½ | 19 | 19½ | 20 | 23 |
| " prints | | 20 | 19 | 20 | 22 | 24 |
| Cheese, new, per lb | 11 | 11¼ | 11¼ | 11½ | 11 | 11½ |
| Eggs, new laid, per doz | 19½ | 20 | 17 | 19 | 16 | 17 |
| **CANNED GOODS** | | | | | | |
| Apples, 3's | ..... | ..... | 90 | 1 00 | 1 00 | 1 10 |
| " gallons | ..... | 2 50 | 2 25 | 2 50 | 2 10 | 2 25 |
| Asparagus | 2 20 | 2 25 | 2 00 | 2 40 | ..... | ..... |
| Beets | 1 00 | 1 00 | 90 | 1 00 | ..... | 1 10 |
| Blackberries, 2's | ..... | 1 30 | 1 50 | 1 70 | 1 50 | 1 80 |
| Blueberries, 2's | 92½ | 95 | ..... | ..... | 95 | 1 00 |
| Beans, 2's | 80 | 90 | ..... | 80 | 90 | 95 |
| Corn, 2's | 82½ | 85 | 82½ | 95 | 80 | 90 |
| Cherries, red, pitted, 2's | 2 25 | 2 30 | 2 10 | 2 25 | 2 30 | 2 40 |
| " white | 2 25 | 2 30 | 2 00 | 2 25 | ..... | ..... |
| Peas, 2's | ..... | 85 | 82½ | 87 | 85 | 90 |
| " sifted | 95 | 1 05 | 90 | 1 00 | 1 10 | 1 15 |
| " extra sifted | 1 05 | 1 15 | 1 20 | 1 25 | 1 20 | 1 25 |
| Pears, Bartlett, 2's | 1 50 | 1 60 | 1 50 | 2 00 | 1 75 | 1 80 |
| " " 3's | 1 90 | 2 00 | 2 00 | 2 40 | 2 00 | 2 25 |
| Pineapple, 2's | 2 00 | 2 40 | 2 25 | 2 50 | 2 15 | 2 25 |
| " 3's | 2 25 | 2 40 | 2 50 | 2 60 | 2 50 | 2 60 |
| Peaches, 2's | 1 75 | 1 85 | 1 75 | 1 90 | ..... | 1 75 |
| " 3's | 2 60 | 2 70 | 2 50 | 2 75 | 2 70 | 2 80 |
| Plums, green gages, 2's | 1 30 | 1 35 | 1 10 | 1 25 | 1 30 | 1 60 |
| " Lombard | 1 20 | 1 25 | 1 00 | 1 10 | 1 30 | 1 50 |
| " Damson, blue | 1 00 | 1 25 | ..... | 1 00 | 1 10 | 1 30 |
| Pumpkins, 3's | ..... | 85 | ..... | 85 | 90 | 1 00 |
| " gallon | ..... | ..... | 2 10 | 2 25 | 2 10 | 2 25 |
| Raspberries, 2's | 1 40 | 1 50 | 1 60 | 1 80 | 1 70 | 1 75 |
| Strawberries, 2's | 1 50 | 1 75 | 1 60 | 1 75 | 1 50 | 1 75 |
| Succotash, 2's | 1 00 | 1 25 | ..... | 1 15 | 1 10 | 1 15 |
| Tomatoes, 3's | ..... | 1 30 | 1 15 | 1 20 | 1 25 | 1 30 |
| Lobster, talls | 2 75 | 3 20 | ..... | 3 25 | 2 50 | 3 25 |
| " 1-lb. flats | 3 00 | 3 75 | 3 50 | 3 70 | ..... | 1 25 |
| " ½-lb. flats | 1 75 | 1 85 | 1 75 | 1 80 | ..... | 1 75 |
| Mackerel | 1 00 | 1 10 | 1 15 | 1 25 | 1 35 | 1 45 |
| Salmon, sockeye, Fraser | 1 47½ | 1 52½ | 1 50 | 1 52½ | 1 50 | 1 75 |
| " " Northern | ..... | ..... | 1 40 | 1 45 | 1 15 | 1 25 |
| " " Horseshoe | ..... | ..... | 1 50 | 1 52½ | ..... | ..... |
| " Cohoes | 1 00 | 1 15 | 1 05 | 1 15 | 1 00 | 1 10 |
| Sardines, Albert, ¼'s | 12 | 12½ | 0 13 | 14 | 14 | 15 |
| " " ½'s | 20 | 21 | 20 | 21 | 20 | 21 |
| " Sportsman, ¼'s | 11¼ | 12 | ..... | 12½ | ..... | 12 |
| " " ½'s | 19 | 20 | ..... | 21 | 20 | 21 |
| " key opener, ¼'s | 9 | 11 | 10½ | 11 | 16 | 18 |
| " " ½'s | ..... | 18 | 18½ | 23 | 10 | 11 |
| " P. & C., ¼'s | 20 | 22½ | 23 | 25 | 23 | 25 |
| " " ½'s | 27½ | 30 | 33 | 36 | 33 | 36 |
| " Domestic, ¼'s | 4 | 4¼ | 4 | 4½ | 4 | 4¼ |
| " " ½'s | 7 | 8 | 9 | 11 | ..... | ..... |
| " Mustard, ¼ size, cases 50 tins, per 100 | 7 50 | 11 00 | 8 50 | 9 00 | 8 00 | 9 00 |
| Haddies | ..... | 1 00 | 1 00 | 1 10 | 1 00 | 1 10 |
| Kippered Herrings | 1 00 | 1 85 | 1 00 | 1 55 | 1 00 | 1 10 |
| Herring in Tomato Sauce | 1 00 | 1 55 | 1 00 | 1 70 | ..... | 2 00 |
| **CANDIED PEELS** | | | | | | |
| Lemon, per lb | ..... | 10½ | 10 | 12½ | 12 | 13 |
| Orange, " | ..... | 11 | 11 | 13 | 12 | 13 |
| Citron, " | ..... | 15 | 15 | 18 | 15 | 17 |
| **GREEN FRUITS** | | | | | | |
| Oranges, Sorrentos, per case | 3 75 | 4 00 | ..... | ..... | ..... | ..... |
| " Jamaicas, per bbl | ..... | ..... | .. | 6 00 | ..... | ..... |
| Quinces, per basket | ..... | ..... | 25 | 0 35 | ..... | ..... |
| Can. Plums, per basket | 0 60 | 0 75 | ..... | ..... | 70 | 80 |
| Lemons, Messina, per box | ..... | 4 00 | 2 50 | 5 00 | 4 00 | 5 00 |
| Bananas, Firsts, per bunch | 1 00 | 1 50 | 1 25 | 1 75 | 1 00 | 2 00 |
| Apples, per bbl | 1 50 | 2 75 | 1 00 | 1 50 | 1 00 | 3 00 |
| Tomatoes | ..... | ..... | 0 15 | 0 30 | 60 | 70 |
| Pears | ..... | 0 40 | 0 25 | 0 75 | ..... | ..... |
| Peaches | 0 35 | 0 65 | 0 20 | 0 50 | ..... | 25 |
| Jersey Sweet Potatoes, per bbl | ..... | 3 25 | 3 00 | 3 50 | ..... | 4 00 |
| Canteloupes, per crate | ..... | 3 50 | ..... | ..... | ..... | ..... |
| Californian Peaches | ..... | 1 25 | ..... | ..... | 1 25 | 1 50 |
| " Plums | ..... | ..... | ..... | ..... | ..... | ..... |
| " Pears | 2 50 | 2 75 | ..... | ... | ..... | ..... |
| Crabapples, per basket | ..... | ..... | ..... | 0 30 | ..... | ..... |
| Apples, per basket | 0 20 | 0 30 | 0 10 | 0 25 | ..... | ..... |
| Can. Grapes, per basket | 0 18 | 0 20 | 0 17½ | 0 40 | 40 | 50 |
| Peppers, green, per basket | ..... | ..... | 0 15 | 0 20 | 40 | 60 |
| Peppers, ripe | ..... | ..... | 0 75 | 1 00 | ..... | ..... |
| Cranberries, per bbl | ..... | ..... | ..... | 8 00 | ..... | ..... |
| Butternuts, per basket | ..... | ..... | ..... | 0 25 | ..... | ... |
| **SUGAR** | | | | | | |
| Granulated St. Law'ce and Red | ..... | 3 70 | ..... | 3 78 | ..... | ..... |
| Granulated, Acadia | ..... | 3 65 | ..... | 3 73 | ..... | 3 80 |
| Paris lump, bbls. and 100-lb. bxs | ..... | 4 25 | ..... | 4 30 | ..... | 4 55 |
| " in 50-lb. boxes | ..... | 4 35 | ..... | 4 43 | 4 65 | 4 75 |
| Extra Ground Icing, bbls | ..... | 4 25 | ..... | 4 60 | ..... | ..... |
| Powdered, bbls | ..... | 3 90 | ..... | 4 35 | 5 50 | 5 80 |
| Phœnix | ..... | 3 50 | ..... | 3 58 | ..... | ..... |
| Cream | ..... | 3 35 | ..... | 3 53 | ..... | ..... |
| Extra bright coffee | ..... | 3 60 | ..... | 3 73 | ..... | ..... |
| Bright coffee | ..... | 3 45 | ..... | 3 53 | ..... | ..... |
| Bright yellow | ..... | 3 40 | ..... | 3 48 | ..... | 3 50 |
| No. 3 yellow | ..... | 3 35 | ..... | 3 43 | ..... | ..... |
| No. 2 yellow | ..... | 3 15 | ..... | 3 23 | ..... | ..... |
| No 1 yellow | ..... | 3 05 | ..... | 3 13 | ..... | 3 20 |

| HARDWARE PAINTS AND OILS | Montreal. | | Toronto. | | St. John Halifax. | |
|---|---|---|---|---|---|---|
| Wire nails, base | ..... | $2 55 | ... .. | $2 55 | ..... | $3 20 |
| Cut nails, base | ..... | 2 35 | ..... | 2 45 | ..... | 2 85 |
| Barbed wire, per 100-lb. | ..... | 3 00 | ..... | 3 00 | 3 50 | 3 75 |
| Smooth Steel Wire, base | ..... | 2 60 | ..... | 2 60 | ..... | ..... |
| White lead, Pure | ..... | 5 87½ | 5 00 | 5 25 | ..... | 6 80 |
| Linseed oil, 1 to 2 bbls., raw | ..... | 82 | ..... | 70 | ..... | 78 |
| " " boiled | ..... | 85 | ..... | 73 | ..... | 81 |
| Turpentine, single bbls. | ..... | 67 | ..... | 75 | ..... | 71 |
| Benzine, in bbls., per gal | ..... | ..... | ..... | 18¾ | ..... | 21 |
| **SYRUPS AND MOLASSES** | | | | | | |
| Syrups— | | | | | | |
| Dark | ..... | 1⅞ | ..... | ..... | ..... | ..... |
| Medium | ..... | 2⅛ | 30 | 32 | ..... | ..... |
| Bright | ..... | 2⅛ | 35 | 37 | ..... | ..... |
| Corn Syrup, barrel, per lb. | .... | 3 | ..... | 3 | ..... | ..... |
| " " ½ bbls. " | ..... | 3⅛ | ..... | 3⅛ | ..... | ..... |
| " " kegs " | ..... | 3¼ | ..... | 3¼ | ..... | ..... |
| " " 3 gal. pails, each | ..... | 1 40 | ..... | 1 40 | ..... | ..... |
| " " 2 gal. " " | ..... | 1 10 | ..... | 1 10 | ..... | ..... |
| Honey | ..... | ..... | ..... | 40 | .... | ..... |
| " 25-lb. pails | ..... | 1 05 | ..... | 1 00 | ..... | ..... |
| " 38-lb. pails | ..... | 1 0 | ..... | 1 40 | ..... | ..... |
| Molasses— | | | | | | |
| New Orleans, medium | 22 | 30 | 25 | 30 | 28 | 30 |
| " " Open kettle | ..... | ..... | 40 | 50 | ..... | ..... |
| Barbadoes | 23 | 24 | ..... | 32 | 24 | 25 |
| Porto Rico | ..... | 38 | 38 | 42 | 30 | 32 |
| **CANNED MEATS** | | | | | | |
| Comp, corn beef, 1-lb. cans | 1 55 | $1 65 | $1 55 | $1 65 | $1 55 | $1 66 |
| " " 2-lb. cans | 2 75 | 3 00 | 2 85 | 3 00 | 2 80 | 2 90 |
| " " 6-lb. cans | 7 90 | 9 60 | ..... | 8 25 | 8 75 | 9 25 |
| " " 14-lb. cans | 16 50 | 23 00 | ..... | 19 50 | 20 00 | 21 00 |
| Minced callops, 2-lb. can | ..... | 2 75 | ... .. | 2 60 | 2 50 | 2 80 |
| Lunch tongue, 1-lb. can | 3 00 | 3 90 | ..... | 3 00 | 3 00 | 3 25 |
| " " 2-lb. can | 6 00 | 7 90 | ..... | 7 00 | 6 80 | 7 00 |
| English brawn, 2-lb. can | 2 40 | 2 75 | ..... | 2 45 | 2 75 | 2 80 |
| Camp sausage, 1-lb. can | ..... | ..... | ..... | 2 50 | 2 50 | ..... |
| " " 2-lb. can | ..... | ..... | ..... | 4 00 | 4 00 | ..... |
| Soups, assorted, 1-lb. can | 1 15 | 1 50 | ..... | 1 50 | 1 40 | ..... |
| " " 2-lb. can | 2 40 | 2 45 | ..... | 2 20 | 2 25 | |
| Soups and Bouil, 2-lb. can | 1 75 | 2 50 | ..... | 1 80 | 1 75 | |
| " " 6-lb. can | 3 50 | 5 85 | ..... | 4 50 | 4 25 | 4 50 |
| Sliced smoked beef, ½'s | 1 65 | 1 70 | 1 65 | 1 70 | ..... | 2 00 |
| " " " 1's | 2 75 | 3 10 | 2 80 | 2 95 | ..... | 3 25 |
| **FRUITS** | | | | | | |
| Dried— | | | | | | |
| Currants, Provincials, bbl | ..... | ..... | ..... | ..... | ..... | ..... |
| " Filiatras, cases | ..... | 5¾ | 5 | 5½ | ..... | ..... |
| " " ½-cases | 5½ | 5½ | 5¼ | 6 | ..... | ..... |
| " Patras, cases | ..... | 6 | 6 | 6½ | ..... | ..... |
| " " ½-cases | ..... | 6 | 6¼ | 7 | ..... | ..... |
| Amallas | 6½ | 7 | 7 | 7½ | ..... | 6½ |
| Vostizzas, cases | 6½ | 7 | 7 | 8 | ..... | ..... |
| Dates, Hallowees | ..... | 4¼ | ..... | 4½ | ..... | 4½ |
| " Sairs | ..... | 3½ | ..... | 4¼ | ..... | 4 |
| Figs, Elemes | ..... | 1 00 | 8 | 18 | 8 | 10 |
| " Mats, per lb | 3 | 3¼ | .... | 4 | .... | ..... |
| " Tapnets | ..... | 3 30 | ..... | 4 | ..... | ..... |
| " Naturals | ..... | ..... | ..... | 4 | ..... | ..... |
| Prunes, California, 30's | ..... | 9 | ..... | ..... | 10 | 12 |
| " " 40's | ..... | 8½ | 8¾ | 10 | 9 | 9½ |
| " " 50's | ..... | 8¼ | 8 | 8½ | 8½ | 9 |
| " " 60's | ..... | 8 | 7½ | 8 | 8 | 8½ |
| " " 70's | ..... | 7½ | 6¾ | 7½ | 7½ | 8 |
| " " 80's | ..... | 7 | 6½ | 7 | 7 | 7½ |
| " " 90's | ..... | 6½ | 5¼ | 5½ | 6½ | 7 |
| " " 100's | ..... | 6 | ..... | 5 | 6 | 6½ |
| " Bosnia, A's | ..... | ..... | ..... | 5 | ..... | ..... |
| " " B's | ..... | ..... | 7½ | 8 | ..... | ..... |
| " " U's | ..... | 5 | 6¼ | 6½ | ..... | ..... |
| " French, 50's | ..... | ..... | ..... | ..... | ..... | ..... |
| " " 110's | ..... | 5 | ..... | ..... | ..... | ..... |
| Raisins, Fine off stalk | 6½ | 7½ | 8 | 9 | ..... | 5 |
| " Selected | 7¾ | 8 | 8¾ | 9 | 5½ | 6 |
| " Selected layers | 7½ | 8¼ | .... | 9 | 6½ | 7 |
| " Sultanas | ..... | 9½ | 11 | 16 | 10 | 12 |
| " California, 2-crown | 5 | 5½ | ..... | ..... | 6½ | 6¾ |
| " " 3-crown | 7¼ | 7¾ | ..... | ..... | 8 | 8½ |
| " " 4-crown | 7¾ | 8 | ..... | ..... | 8½ | 9 |
| " " 1's seeded, 3-cr. | 9¾ | 10½ | 8½ | 10 | 9½ | 10½ |
| " Empire clusters | 1 50 | 1 60 | ..... | 2 60 | ..... | 2 00 |
| " Black baskets | ..... | ..... | ..... | 2 25 | 2 00 | 2 25 |
| " Extra clusters | .... | ..... | ..... | 3 35 | ..... | 2 50 |
| " Dehesa clusters | ..... | ..... | ..... | 3 10 | 3 00 | 3 50 |
| " Royal B. clusters | 3 25 | 3 30 | ..... | 5 00 | ..... | ..... |
| " Connoisseurs cl'str's | ..... | ..... | ..... | 2 10 | ..... | ..... |
| " Excelsior clusters | ..... | ..... | ..... | 4 60 | ..... | ..... |
| Evaporated apples | ..... | ..... | ..... | 7½ | ..... | ..... |
| Dried " | ..... | ..... | ..... | 5½ | ..... | ..... |
| **PROVISIONS** | | | | | | |
| Dry Salted Meats— | | | | | | |
| Long clear bacon | . .... | 12 | 11 | 11½ | ..... | ..... |
| Smoked meats— | | | | | | |
| Breakfast bacon | ..... | 15½ | 14½ | 15 | .. | ..... |
| Rolls | ..... | 12½ | 12 | 12½ | 11 | 12 |
| Medium Hams | ..... | 14 | 13½ | 14 | 14 | 15 |
| Large Hams | ..... | 13 | 12½ | 13 | ..... | ... .. |
| Shoulder hams | ..... | 13 | 11 | 11½ | ..... | .... |
| Backs | ..... | 15 | 14½ | 15 | ..... | ..... |
| Meats out of pickle 1c. less. | | | | | | |
| Barrel Pork— | | | | | | |
| Canadian heavy mess | ..... | 23 00 | ..... | 21 50 | 21 50 | 22 50 |
| " short cut | 21 50 | 22 00 | 23 00 | 23 50 | 23 00 | 24 00 |
| Plate beef | 12 50 | 13 50 | ... | 15 00 | 14 00 | 16 00 |
| Lard, tierces, per lb | ..... | 11 | 10¾ | 11 | 11¾ | 12 |
| Tubs | ..... | 11⅛ | 11 | 11¼ | 12 | 12¼ |
| Pails | ..... | 11¼ | 11¼ | 11½ | 12¼ | 12½ |
| Compounds | ..... | 9⅝ | 8¾ | 10¼ | ..... | ..... |

# Borden's Brands of Condensed Milk and Evaporated Cream at Canadian Prices.




We beg to announce that we have established a branch factory at Ingersoll, Ont., and that we are now prepared to fill all orders for the Canadian trade promptly, and at considerably reduced prices, owing to the establishment of the Canadian Branch. Our **Eagle Brand Condensed Milk, Gold Seal Brand Condensed Milk** and **Peerless Brand Evaporated Cream,** unsweetened, can be obtained through our local representatives.




## BORDEN'S CONDENSED MILK CO.

Originators of Condensed Milk. Established 1857.

Selling representatives in Canada: F. W. Hudson & Co., Toronto. W. H. Dunn, Montreal. Erb & Rankin, Halifax. W. S. Clawson & Co., St. John, N.B., also Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.

# TO OUR CUSTOMERS.

We have a sufficient stock of coal to last us some months, but in view of the uncertainty of the coal strike we are prepared to buy a few cars of best anthracite grate or stove coal, for which we will pay the highest price.

We should esteem it a favor if our customers would advise us of any coal offered for sale in their locality.

Our patrons may rely on their orders being promptly filled.

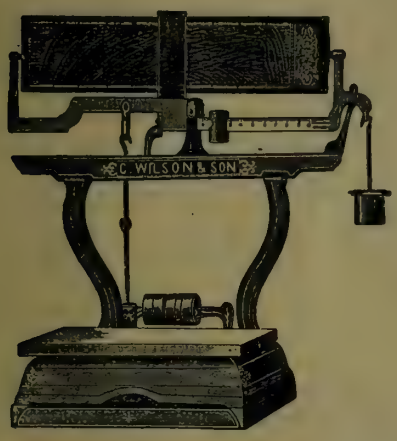
## Christie, Brown & Co., Limited, Toronto and Montreal.


| COFFEE | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| Green— | | | | | | |
| Mocha | ..... | 24 | 23 | 30 | 25 | 30 |
| Old Government Java | ..... | 27 | 22 | 30 | 25 | 30 |
| Rio | ..... | 16 | 7 | 12 | 12 | 13 |
| Santos | ..... | ..... | 9¼ | 10½ | ..... | ..... |
| Plantation Ceylon | ..... | 29 | 26 | 30 | 29 | 31 |
| Porto Rico | ..... | ..... | 22 | 25 | 24 | 28 |
| Gautemala | ..... | ..... | 22 | 25 | 24 | 26 |
| Jamaica | ..... | 16 | 15 | 20 | 18 | 22 |
| Maracaibo | ..... | 18 | 13 | 18 | 12 | 13 |
| **NUTS** | | | | | | |
| Brazil | | 14 | 15 | 16 | | 15 |
| Valencia shelled almonds | | .8 | 30 | 35 | 30 | 35 |
| Tarragona almonds | | ..... | 11 | 11½ | 12 | 13 |
| Formegetta almonds | | ..... | ..... | 10½ | ..... | ..... |
| Jordan shelled almonds | | 42 | 40 | 43 | ..... | ..... |
| Peanuts (roasted) | | 8¼ | 8 | 9 | 10½ | 9 |
| " (green) | | 6¾ | 7¾ | 8 | 10 | ..... |
| Cocoanuts, per sack | | ..... | 3 25 | ..... | 3 75 | 3 50 |
| " per doz | | ..... | ..... | ..... | 60 | 60 |
| Grenoble walnuts | | 11 | 11 | ..... | 12½ | 11 |
| Marbot walnuts | | ..... | 10 | 11½ | 12 | ..... |
| Bordeaux walnuts | | ... | 9 | ... | 8 | 8¼ |
| Sicily filberts | | ..... | 9½ | 11 | 11¼ | 8½ |
| Naples filberts | | ..... | ..... | ..... | ..... | 10 |
| Pecans | | 17 | 17½ | 13 | 15 | 13 |
| Shelled Walnuts | | ..... | 18 | 21 | 23 | ... |
| **SODA** | | | | | | |
| Bi-carb, standard, 112-lb. keg | | 1 65 | 1 80 | 2 00 | 2 25 | 1 70 |
| Sal soda, per bbl | | 70 | 75 | 80 | 90 | 85 |
| Sal Soda, per keg | | 95 | 1 00 | ..... | 1 00 | 95 |
| **SPICES** | | | | | | |
| Pepper, black, ground, in kegs | | | | | | |
| " pails, boxes | | 16 | 18 | ..... | 18 | 14 |
| " in 5-lb. cans | | 14 | 17 | ..... | 19 | 15 |
| " whole | | 15 | 17 | ... | 19 | 12 |
| Pepper, white, ground, in kegs | | | | | | |
| " pails, boxes | | 26 | 27 | 26 | 27 | 24 |
| " 5-lb. cans | | 25 | 26 | 25 | 26 | 20 |
| " whole | | 23 | 25 | 23 | 25 | 20 |
| Ginger, Jamaica | | 19 | 25 | 22 | 25 | 20 |
| Cloves, whole | | 12 | 30 | 14 | 35 | 18 |
| Pure mixed spice | | 25 | 30 | 25 | 30 | 25 |
| Cassia | | 13 | 18 | 20 | 40 | 16 |
| Cream tartar, French | | ..... | 25 | 24 | 25 | 20 |
| " best | | ..... | 28 | 25 | 30 | 25 |
| Allspice | | 10 | 15 | 13 | 16 | 16 |
| **WOODENWARE** | | | | | | |
| Pails o. 1, 2-hoop | | ..... | 1 65 | ..... | 1 55 | ..... |
| " " 3-hoop | | ..... | 1 80 | ..... | 1 70 | ..... |
| " half, and covers | | ..... | 1 65 | ..... | 1 60 | ..... |
| " quarter, jam and covers | | ..... | 1 15 | ..... | 1 10 | .... |
| " candy, and covers | | 2 50 | 2 90 | .... | 2 40 | .... |
| Tubs No. 0 | | 10 00 | 10 15 | ..... | 8 50 | ..... |
| " 1 | | 8 00 | 8 15 | ..... | 7 00 | ..... |
| " " 2 | | 7 00 | 7 15 | ... | 6 00 | ... |
| " " 3 | | | 6 15 | ..... | 5 25 | ... |

| PETROLEUM | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| Photogene | ..... | ..... | ..... | 17 | 17½ | ..... |
| Canadian water white | 14½ | 15½ | ..... | 16 | ..... | ..... |
| Sarnia water white | 16 | 17 | 16½ | 17 | 16½ | 17 |
| Sarnia prime white | ..... | 18 | 15 | 15½ | 16½ | 17¼ |
| American water white | ..... | 19 | 17½ | 18 | 17½ | 17 |
| Pratt's Astral (barrels extra) | 18½ | 19 | 17 | 17½ | 18½ | 18 |
| Black— **TEAS** | | | | | | |
| Congou—Half-chests Kaisow. Moning, Paking | 13 | 60 | 12 | 60 | 11 | 40 |
| Caddies Paking, Kaisow | 17 | 40 | 18 | 50 | 15 | 4 |
| Indian—Darjeelings | 35 | 55 | 35 | 55 | 30 | 50 |
| Assam Pekoes | 26 | 40 | 20 | 40 | 18 | 40 |
| Pekoe Souchong | 18 | 25 | 18 | 25 | 17 | 24 |
| Ceylon—Broken Pekoes | 35 | 42 | 35 | 42 | 34 | 40 |
| Pekoes | 20 | 30 | 20 | 30 | 20 | 30 |
| Pekoe Souchong | 17½ | 40 | 17 | 35 | 17 | 35 |
| China Greens— | | | | | | |
| Gunpowder—Cases, extra first | 42 | 50 | 42 | 50 | ..... | ..... |
| Half-chests, ordinary firsts | 22 | 28 | 22 | 28 | ..... | ..... |
| Young Hyson—Cases, sifted extra firsts | 42 | 50 | 42 | 50 | ..... | ..... |
| Cases, small leaf, firsts | 35 | 40 | 35 | 40 | ..... | ..... |
| Half-chests, ordinary firsts | 22 | 25 | 28 | 38 | ..... | ..... |
| Half-chests, seconds | 17 | 19 | ..... | 23 | ..... | ..... |
| " thirds | 15 | 17 | 16 | 18 | ..... | ..... |
| " common | 13 | 14 | 14 | 15 | ..... | ..... |
| Pingsueys— | | | | | | |
| Young Hyson, ½-chests, firsts | 28 | 32 | 38 | 32 | 30 | 40 |
| " " " seconds | 16 | 19 | 16 | 19 | ..... | ..... |
| " Half-boxes, firsts | 28 | 32 | 28 | 32 | ..... | ..... |
| " " seconds | 16 | 19 | 16 | 19 | ..... | ..... |
| Japans— | | | | | | |
| ½-chests, finest May pickings | 38 | 40 | 38 | 40 | ..... | ..... |
| Choice | 32 | 36 | 33 | 37 | ..... | ..... |
| Finest | 28 | 30 | 30 | 32 | ..... | ..... |
| Fine | 25 | 27 | 27 | 30 | ..... | ..... |
| Good medium | 22 | 24 | 25 | 28 | ..... | ..... |
| Medium | 18 | 20 | 21 | 23 | ..... | ..... |
| Good common | 16 | 18 | ..... | 20 | ..... | ..... |
| Common | 13 | 15 | ..... | 19 | ..... | ..... |
| Nagasaki, ½-chests, Pekoe | 16 | 22 | ..... | ..... | ..... | ..... |
| " " Oolong | 14 | 15 | ..... | ..... | ..... | ..... |
| " " Gunpowder | 16 | 19 | ..... | ..... | ..... | ..... |
| " " Siftings | 7½ | 11 | ..... | ..... | ..... | ..... |
| **RICE, MACARONI, SAGO, TAPIOCA.** | | | | | | |
| Rice—Standard B | 3 00 | 3 10 | ..... | 3½ | 3 25 | 3 40 |
| Patna, per lb | 4 25 | 4 50 | 4¼ | 5 | 5 | 6 |
| Japan | 4 40 | 4 90 | 5½ | 6 | 5 | 6 |
| Imperial Seeta | 4 60 | 4 90 | 4½ | 5½ | 5 | 6 |
| Extra Burmah | ..... | ..... | 4¼ | 4½ | 4 | 5 |
| Java, extra | ..... | 5¼ | 6 | 6½ | 6 | 7 |
| Macaroni, dom'ic. per lb., bulk | 3¼ | 4¼ | ..... | 7½ | ..... | ..... |
| " imp'd, 1-lb. pkg., French | 8 | 12 | 9 | 10 | ..... | ..... |
| " " " Italian | ~ | 10 | 11 | 12½ | ..... | ..... |
| Sago | 3¼ | 3½ | 3¾ | 4 | 4¼ | 6 |
| Tapioca | .... | 3½ | 3¼ | 3¾ | 4¼ | 5 |

This 5c. package is a seller. Two domes of James' "Dome" Lead in a neat box for 5c. catches the consumer every time. If you don't stock it you are losing trade.

**W. G. A. LAMBE & CO.,** Canadian Agents.




# HONESTY

is the only policy which a grocer can follow and be successful.

If he is **dishonest** to his customers they soon find it out and leave him. If he is **dishonest** to himself he soon fails.

Are you **honest** to yourself?

When you are weighing out goods are you sure that your scales do not cheat you? If they are **WILSON'S COMPUTING SCALES** they do not, but if they are any other old kind they might do so. You will find it a profitable investment to look into and purchase one of our **BALL-BEARING** Computing Scales.

They are **honest** to both buyer and seller.

Wilson's Scales are "MADE IN CANADA"

**C. WILSON & SON**

69 ESPLANADE ST. E. — TORONTO

# JUST WHAT YOU WANT

## TIME AND LABOR SAVER

## The "ENTERPRISE" ELECTRIC

RAPID GRINDING AND PULVERIZING **Mill**

Will be furnished for Direct or Alternating Current to suit all conditions

**25 to 50 lbs. of Coffee**

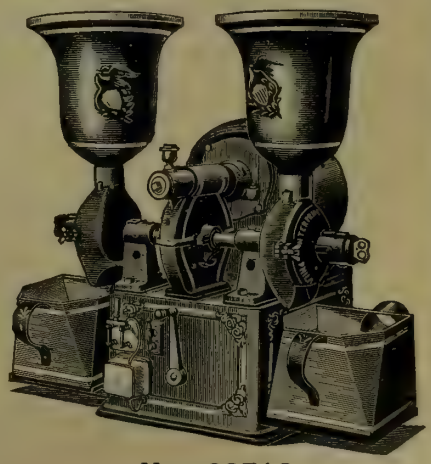
CAN BE GROUND FOR **ONE CENT**

One Grocer says: It has almost doubled our Coffee Trade, I consider it a Good Investment and Advertisement.

DESCRIPTIVE CATALOGUE ALSO TESTIMONIAL PAMPHLET MAILED FREE

The Enterprise Mfg. Co. of Pa., PHILADELPHIA, PA. U. S. A.

GRANULATOR PULVERIZER



No. 08712

*Height 31 inches; Width 32 inches;*
*Length 25 inches; Weight 320 pounds*

*PRICE ON APPLICATION*

*Grinding Capacity*
*Granulating, 2 pounds per minute*
*Pulverizing, ½ pound per minute*

*Capacity of Iron Hoppers, 6 lbs. of Coffee*
*Capacity of Nickel-Plated Hoppers, 7½ lbs. "*

## OUR TRADE WITH JAMAICA.

By F. W. HODGSON, Live Stock Commissioner.

THE present agitation in Jamaica for either the federation or the commercial union of that colony with the Dominion of Canada is worthy of serious consideration in this country. The Jamaican planters desire to find a free market in Canada for their sugar, lemons, oranges, bananas, coffee, ginger, spices, logwood, etc., in return for which they would purchase from us oats, split peas, soda and fancy biscuits, tin and enamelled ware, boots and shoes, organs, furniture, agricultural implements, ropes and cordage, paints, lumber and other building material, metallic roofing, canned goods, live stock, butter, cheese, tallow, bacon, hams, flour and other food stuffs and manufacturers. According to the report of the Committee of the Royal Jamaica Society of Agriculture and Commerce and Merchants' Exchange, "The natural conditions of the respective colonies are all in favor of mutual trade. Each country is the natural complement of the other in natural products, and it is high time that the feeling which has so long existed in favor of improved trade relations should bear good results." The principal drawback to the interchange of commodities is the lack of a rapid, up-to-date, frequent and direct steamboat service. The direct trade between the two countries has largely increased since the advent of the "Canada-Jamaica" line from St. John, N.B., but this new service, although a decided improvement, is but a monthly one, carried on in far from up-to-date steamers, occupying from eight to ten days between St. John and Kingston, Jamaica.

The extension of trade in live stock and live-stock products is of particular interest to me, and in this connection I beg to submit a letter received from Mr. W. Simpson MacCormack, of Kingston, Jamaica, dealing with the requirements of their markets in these lines.

Kingston, Jamaica, Sept. 1, 1902.

Dear Sir,—Your esteemed favor of March 4 last was duly received, and I beg to thank you for information contained therein. At that time butchers' sheep were too high, and the season too bad to import. I am now, however, in communication with Messrs. Gordon & Ironsides, of Montreal, and hope to get down a carload, connected to Halifax, October boat.

I note your remarks regarding the high quality of Canadian bacon, butter and cheese and the desire of your Department to establish a market in these islands for those products. You also expressed the hope of hearing from me, "from time to time, telling what the outlook is for the building up of the trade between Canada and Jamaica."

I would state that considerable attention is now being directed to the superiority of Canadian products by importers here, but I regret to say that Canadian producers appear disinclined to bring themselves into line of our market conditions as to size, packing and promptitude in filling orders and general existing conditions.

BUTTER.

What is required is (1) Choice creamery put up in one-half, one and five-lb. tins; also in kegs of about 34 lb., costing about 19 to 23c. per lb. f.o.b. Halifax; also good dairy butter, put up in small 10-lb. tubs and 24-lb. kegs, costing from 15 to 18c. per lb f.o.b. Halifax.

CHEESE.

Large sizes are not salable, but a lively demand exists for the best qualities, in strong boxes of four, weighing about 10-lb. each; also singles, put up separately in strong boxes, weighing about 18 to 25 lb. each.

BACON.

Slips from 8 to 14 lb.; also sides, from 40 to 48 lb., and middles (cut from side) of from 18 to 24 lb., of superior mild cured, extra lean selections (pea-fed) will always find ready sale, and there is also a fair demand for mild cured, rolled-spiced breakfast bacon, and slips from 2 to 8 lb. boneless (firm.)

HAMS.

Mild cured extra lean (pea-fed); also smoked and pale dried, from 8 to 12 lb. A market would also be found for picnics (shoulder hams) from 5 to 10 lb., and what are known as Bath Chops, 3 to 4 lb., also have a demand.

Referring to the last two mentioned articles there should not be the least difficulty in building up a direct trade, for I know, as a fact, that quantities of the articles arrive here from Bristol and other English ports rebagged and represented as of English manufacture, but which I have good reason for knowing owe their origin to the Canadian farmers.

Probably the principal and most important shippers of these goods give their attent to the British market, being of course, vastly more important, but, if you could induce, perhaps, some of the smaller men to direct their attention to the details of the requirements of this market for the articles as referred to above, I am satisfied the consumption, demand and the importance would be a revelation.

I will mention that the Pickford & Black steamer which sails from Halifax on the 15th of each month is accommodated with refrigerated cold chambers, enabling printed butter and rolls to be shipped. I cannot too strongly impress upon you the importance of this market to your dairymen, and I am prepared to give every assistance to appreciably place their products, provided, as previously mentioned, they are prepared to meet the market on local conditions.

HORSES.

You referred to these in your letter. There is, however, no demand for heavy stock; what is required is lightly-built carriage horses of not less than 15.2. I shall be glad to hear from you on this subject, and also on the general subjects of this letter. Products and manufactures must always be quoted f.o.b. I think there should be hardly any difficulty in your finding some responsible producers to take up the matter.

Again, thanking you for your previous communications, and hoping that this may lead to some practical results, I am,

Yours truly,

(Sgd.) W. SIMPSON MacCORMACK.

A few planters interested in the improvement of live stock on the Islands of Jamaica, St. Kitts and Trinidad have imported pure-bred horses, cattle, sheep, swine and poultry, in limited numbers from Nova Scotia, but as these animals require to be acclimatized after their arrivals in the Indies, many of them are lost. On this account buyers do not care to pay very high prices, but they find that the imported animals which survive acclimatization effect a great improvement in the herds and flocks, and they declare that they will persevere until the standard of quality is greatly elevated.

Since 1897 some four or five horses (Clydesdales), 25 cattle (Shorthorns, Herefords and Ayrshires), one hundred sheep (Shropshires and Southdowns), and about one-half dozen pigs (Berkshires and Tamworths) have been sent to the West Indies by the Nova-Scotian Government. These were all pure-bred stock, but a considerable amount of ordinary stock has been shipped. For the first 11 months of 1901, according to the reports of the steamboat agents, there were 95 horses, 30 cattle, 1,200 sheep, 9 swine and 125 coops of poultry shipped from Halifax to the West Indies. There is now fairly good steamboat accommodation from Halifax, boats running twice a month regularly, and although this trade is only yet in its infancy, it would seem to be capable of considerable development. According to the newspapers, a fast line of steamers between Canada and Jamaica is likely to be subsidized in the near future, which would no doubt greatly increase trade between the two colonies.

## PROPOSED NEW SALMON COMBINE.

It was learned to-day on excellent authority that the plans looking to the formation of a combination on all the outside salmon canning interests on the Coast are well under way. It is understood from an outside source that it is proposed to capitalize the new company at $10,000,000, and that the plans are found to include 16 plants of which options on 11 plants have been secured by the promotors. When seen to-day Mr. Philip J. Brady, who is credited with holding the options on the plants, and who arrived here from Seattle for the purpose of pushing the deal, declined to talk for publication. He stated, however, that he was working on the plans but refused to discuss them.—N. Y. Journal of Commerce, October 13.

Established 1845 MODERN MACHINERY, UP-TO-DATE METHODS Established 1845.



1 and 2-lb. Tins.

S. H. & A. S. EWING'S
HIGH-GRADE
COFFEE and SPICES

"The goods that have stood the test of time."
"The perfected products of 57 years' study and experience."
(Have you seen the new ¼ Spice package "Prince of Wales'" brand? Write or sample.)

S. H. & A. S. EWING, Montreal Coffee and Spice Steam Mills, 55 Cote St., MONTREAL, P.Q.

To Arrive This Week

Japan Teas, in 30-lb. boxes
Japan Fannings, half-chests

Both to arrive this week.

F. J. CASTLE - OTTAWA.

Subscribers wanting goods or special quotations on anything anywhere in Canada, at any time, can get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto or Montreal.

COX'S GELATINE Always Trustworthy
ESTABLISHED 1725.

Agents for Canada:
C. E COLSON & SON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO., Toronto, St. John, N.B., and Montreal

SEASON 1902.
Butter Tubs

Order now—ship when required. Best goods—fair price.

WALTER WOODS & CO.
HAMILTON.

Established 1862.

E. THOMPSON & CO.
LIVERPOOL,

Offices—11 Victoria St. . . . ENG.
Warehouses—48-52 Thomas St.

We solicit correspondence and offers of all kinds of CANNED GOODS and DRIED FRUITS, etc., suitable for the English and Continental markets. Consignments will receive best attention and advances made when required.

REFERENCE—Canadian Bank of Commerce.

American Agent—
G. H. THOMPSON,
107 Hudson St., NEW YORK.

ARE YOU USING OUR



Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?

Give them a Trial.
THE SYDENHAM GLASS CO., of WALLACEBURG, Limited.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Toronto Fruit Merchants.

McWilliam & Everist

Commission Merchants. Fruit Importers and Exporters.

Canadian Apples a Specialty.

CORRESPONDENCE SOLICITED.

Quote us if you have anything to offer.
Ask for our prices when requiring fruit.

25 and 27 Church St., TORONTO, Can.

Long Distance 'Phone Main 645.
Warehouse 'Phone Main 3394.

California Fruits

Canadian Peaches, Plums, Tomatoes.

Fresh arrivals daily at lowest market prices.

Full stock of Oranges, Lemons and Bananas always on hand.

HUSBAND Bros. & Co.
82 Colborne St., TORONTO.
Phones, Main 54, Main 3428.

## BENEFITS OF A TRADE PAPER.

AN address was recently delivered in Seattle, Wash., before a local trade paper association by E. C. Damon on "Benefits to be derived from a Trade Paper." In part, it was as follows: First, let me ask: Do you take a trade paper? Second, Do you read it? In both cases: If not, why? Look over this broad land of ours. We find millions of people reading the daily papers. That is where they get their information. That is where they get their food for thought, that makes our people the most enlightened people on earth, the most progressive, the most ambitious. Yes, the most successful.

Gentlemen, I say to you to-night, as the daily paper is the educator of the masses, so the trade paper is the educator of the merchant.

Show me a progressive, enterprising up-to-date merchant, and I will show you a student of the trade paper.

I might go further. Show me an ambitious, wide-awake clerk, and I will show you a trade paper advocate.

Do not in any wise construe anything that I may say at this time appertaining to this subject as criticizing our local or State trade papers. Nor by any means suspect that I am going to ask for your subscription for such papers. However, I might say that I am a subscriber for three trade journals and positively I would not be without them.

Nay, not for twice the fee of subscription. There is not an issue that I do not get some good out of. The subjects discussed in these papers give me thoughts; stimulate me in my work; give me a foundation to build upon. I find articles by competent writers on such subjects as "Credits," "Advertising," "System," "Full Measure," "Short Measure," on "Leaks and how to stop them." Gentlemen, I say to you that a well-written article on any of these subjects is worth times innumerable the price per annum of your trade paper.

I might admit at this time that I am an enthusiast, but, gentlemen, no man can make a success unless he is an enthusiast.

I find articles on "trade abuses." I find articles on "organization" and "why for?" I find articles on "confidence in your fellow merchant," and I want it publicly known that such confidence judiciously used will do much to overcome many petty annoyances.

I find articles on "coffee," "tea," "sugar," "beans," "rice," "sago," "tapioca," "pork," "spices," "pickles," "olives," etc.; will I go clear down the list? No, gentlemen, but I will say to you that any man desiring to serve his patrons intelligently and well must know something of the commodities in which he deals.

A man doing business without a trade paper is doing business without his "price current," or, in other words, is like a boat adrift without a rudder.

I find articles on "profit." I am a believer in a revenue. The merchant's revenue is his profit. No nation, State nor city can exist without a revenue. No merchant, big or little, can exist without a revenue. I say to you, gentlemen, a well-written article on this subject (profit), distributed in every city, town and hamlet in this State, would do much toward building up this organization.

Can we but find means to impress that word "profit" into the grocer's vocabulary, we will be doing much to help him hold his head erect and "stand as a man among men."

I find articles on "window dressing," on "quality," "honesty," and "fidelity to business."

Gentlemen, I say to you that a trade paper stands in the front rank of commercial progress to-day. The trade paper can help make that friendship lasting that to-day exists between the wholesaler and the retailer; can help to weld it together; can rivet it aright. The trade paper can stimulate the merchant to better effort. It can teach him to say "no," and stick to it. It can teach him to give honest measure and demand the same. It can teach him to use home-manufactured goods—all things being equal. It can teach him that the "full dinner pail" is the foundation of all large cities. It can teach him that the shrill sound of the whistle, the blast of the furnace, the roar of the engine, brings dollars back into his pocket.

The other evening as I sat by my window at home, looking out on the placid waters of Elliott Bay, a steamer passed on its way to its mooring place. 'Twas grand to look upon, yea, magnificent. A blaze of light from stern to stem, but it passed on, and as it passed the water closed behind it. Not a trace was left of where the steamer had been. No mark, no record left behind to tell of what success. Is it to be so with us in this world of progression? We pass on through this life into the Great Beyond. Will we leave a mark, a record? Will posterity know that we were here?

Ah, gentlemen, unless we make that mark broad it will soon be erased. Unless we take the knowledge at hand and use it. Unless we take the "pulse of commercialism," and I say to you, gentlemen, the trade paper is that pulse. Unless we grapple with the hordes of this world and conquer, we will not leave a broad mark. Is your soul or mine so dormant, or your ambition or mine so weak, that we would not that your child or mine, when they pass over this same road, could cry out: "My father passed here!"

## CANNED TOMATOES.

The situation in canned goods remains about as it was last week. The song of the tomato has been so persistently sung during the past three months that we are tired of considering it, but, like Banquo's ghost, it will not down, and the much worried bear, whether packer or buyer, is about driven to the conclusion at last that its prices will not down either.—The Trade, Baltimore.


# To the Dealers.

We have not advanced the price of our tobaccos. Amber Smoking Tobacco, Bobs, Currency and Fair Play Chewing Tobaccos are the same size and price to the consumer as formerly. We have also extended the time for the redemption of Snowshoe Tags to January 1st, 1904.

THE EMPIRE TOBACCO CO.
MONTREAL, QUE. LIMITED

YOU SERVE YOURSELF best when you serve your customers with

# Ceylon Green TEAS

Acknowledged by all who have tried them to be much superior to any other Green Teas sold. They are the kind that are making friends for the grocers handling them. Japans and China Greens are quickly being displaced by

# Green Ceylon TEAS

Ceylon Tea goes twice as far as ordinary tea; consequently it is more economical for your customers to purchase.

WHY ARE

# Southwell's

## *Jams*

superior to all other Imported Lines ?




**Because** each Jam has the individual flavor of its own fruit.

Many imported Jams taste all alike.

## Southwell's Don't.

WRITE FOR PRICE LIST, ETC.

**FRANK MAGOR & CO.**

16 St. John St., MONTREAL.

DOMINION AGENTS

**Handle only the Best!**

Gillett's Perfumed **LYE**

is the **Standard** article.

There are many imitations of it being offered. **REFUSE THEM** and handle only the **ORIGINAL** and **BEST**, the kind that pleases your customers and gives you no trouble to sell.

**E. W. GILLETT COMPANY LIMITED**

London, Eng. **TORONTO, ONT.** Chicago, Ill.


# Current Market Quotations for Proprietary Articles

October 16, 1902.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. of a change is made, either an advance or decline, it is referred to in the market reports, as a matter of news whether manufacturers request it or not.

### BAKING POWDER.

| Cook's Friend— | Per doz. |
|---|---|
| Size 1, in 2 and 4 doz. boxes | $ 2 40 |
| " 10, in 4 doz. boxes | 2 10 |
| " 2 in 6 " | 80 |
| " 12, in 6 " | 70 |
| " 3, in 4 " | 45 |
| Pound tins, 3 doz. in case | 3 00 |
| 12oz. tins, 3 " " | 2 40 |
| 5-lb. tins, ⅓ " " | 14 00 |

| Diamond— W. H. GILLARD & CO | |
|---|---|
| 1 lb. tins, 2 doz. in case.....per doz. | 2 00 |
| ½ lb. tins, 3 " " " | 1 25 |
| ¼ lb. tins, 4 " " " | 0 75 |

IMPERIAL BAKING POWDER.

| Cases. | Sizes. | Per Doz. |
|---|---|---|
| 4 doz. | 10c. | $0 85 |
| 3 " | 6-oz. | 1 75 |
| 1 " | 12-oz. | 3 50 |
| 2 and 3 doz. | 12-oz. | 3 40 |
| 2 and 3 doz. | 16-oz. | 4 35 |
| ½ doz. | 2½-lb. | 10 50 |
| 1 doz. | 2½-lb. | 10 40 |
| ¼ and 1 doz. | 5-lb | 19 50 |

MAGIC BAKING POWDER




| Cases. | Sizes. | Per Doz. |
|---|---|---|
| 4 doz. | 5c. | $ 40 |
| 4 " | 4-oz. | 60 |
| 4 " | 6-oz. | 75 |
| 4 " | 8-oz. | 95 |
| 4 " | 12-oz. | 1 40 |
| 2 " | 12 oz. | 1 45 |
| 4 " | 16-oz. | 1 65 |
| 2 " | 16-oz. | 1 70 |
| 1 " | 2½-lb. | 4 10 |
| 1 " | 5-lb | 7 30 |
| 2 " | 6-oz. } Per case. | |
| 1 " | 12-oz. } | $4 55 |
| 1 " | 16-oz. } | |

JERSEY CREAM BAKING POWDER

| | |
|---|---|
| ⅛ size, 5 doz. in case | 40 |
| ¼ size, 4 doz. in case | 75 |
| ½ " 3 " " | 1 25 |
| 1 " 2 " " | 2 25 |

VIENNA BAKING POWDER.

| | Per doz. |
|---|---|
| 1 lb. tins, 4 doz. in box | $2 25 |
| ½ lb. tins, 4 " " | 1 25 |
| ¼ lb. tins, 4 " " | 75 |
| 3 oz. in paper, 4 doz. in box | 70 |
| 5 " " 4 " " | 35 |

### BLACKING.

SHOE POLISH.

| Henri Jonas & Co. | Per gross |
|---|---|
| Jonas' | $9 00 |
| Fromenta | 7 50 |
| Military dressing | 24 00 |

### BLUE.

| | |
|---|---|
| Keen's Oxford per lb. | $0 17 |
| In 10 box lots or case | 0 16 |
| Reckitt's Square Blue 12-lb. box | 0 17 |
| Reckitt's Square Blue, 5 box lots | 0 18 |
| Gillett's Mammoth, boxes, 1 gross | 9 00 |
| Nixey's "Cervus" in squares, per lb. | 0 16 |
| " " in bags, per gross | 1 25 |
| " " in pepper boxes, according to size. | 0 02 0 10 |

### BLACK LEAD.

| | |
|---|---|
| Reckitt's per box | 1 15 |
| Box contains either 1 gro., 1 oz. size; ½ gro., 2 oz. or ¼ gro. 4 oz. | |
| Nixey's refined, per 9 lb. box of 12 1 doz. chip boxes | 1 50 |
| Nixey's, as supplied the King, per 9-lb. box of 12 doz. block | 1 50 |
| Nixey's Silver Moonlight Stove Polish, in blocks 13-3 and 6-oz. size. Full price list on application. | |

### CORN BROOMS

| Boecke Bros & Company | doz. net. |
|---|---|
| Bamboo Handles, A, 4 strings | 4 35 |
| " " B, 4 strings | 4 10 |
| " " C, 3 strings | 3 85 |
| " " D, 3 strings | 3 60 |
| " " F, 3 strings | 3 35 |
| " " G, 3 strings | 3 10 |
| " " I, 3 strings | 2 85 |

### BISCUITS.

CARR & CO. LIMITED.
Frank Magor & Co., Agents

| | |
|---|---|
| Cafe Noir | 0 15 |
| Ensign | 0 12¾ |
| Metropolitan mixed | 0 09 |

### CANNED GOODS.

MUSHROOMS.

| Henri Jonas & Co. | |
|---|---|
| Mushrooms, Rione | $15 50 |
| " 1st choice Duthell | 18 50 |
| " 1st choice Lenoir | 19 50 |
| " extra Lenoir | 22 00 |
| Per case, 100 tins. | |

FRENCH PEAS—DELORY'S
Henri Jonas & Co.

| | |
|---|---|
| Moyen's No 2 | $9 00 |
| " No. 1 | 10 50 |
| ½ Fins | 12 50 |
| Fins | 14 00 |
| Tres fins | 15 00 |
| Extra fins | 16 50 |
| Sur extra fins | 18 00 |

FRENCH SARDINES.

| Henri Jonas & Co. | |
|---|---|
| ¼ Trefavennes | $9 50 |
| ¼ Rolland | 9 50 10 00 |
| ¼ Delory | 10 50 |
| ¼ Club Alpins | 2 50 |

### CHOCOLATES & COCOAS.

| Cocoa—THE COWAN CO. LIMITED. | |
|---|---|
| Hygienic, 1-lb. tins, per doz. | $7 25 |
| " ½-lb. tins " | 3 75 |
| " ¼-lb. tins " | 2 25 |
| " fancy tins " | 0 90 |
| Hygienic, 5-lb tins, for soda water fountains, restaurants, etc. per lb. | 0 55 |
| Perfection, ½-lb. tins, per doz. | 3 00 |
| Cocoa Essence, sweet, ½-lb. tins, per doz. | 2 25 |

| Chocolate— | per lb. |
|---|---|
| Queen's Dessert, ½'s and ⅓'s | $0 40 |
| " " 6's | 0 42 |
| Mexican Vanilla, ¼'s and ½'s | 0 35 |
| Royal Navy Rock " | 0 30 |
| Diamond " " | 0 25 |
| " 8's | 0 28 |

| Chocolate— Fry's. | per lb. |
|---|---|
| Caracoas, ½'s, 6-lb. boxes | 0 42 |
| Vanilla, ¼'s | 0 42 |
| "Gold Medal" Sweet, ½'s, 6 lb. bxs | 0 29 |
| Pure, unsweetened, ½'s, 6 lb. bxs | 0 42 |
| Fry's "Diamond," ¼'s, 14 lb. bxs | 0 24 |
| Fry's "Monogram," ⅓'s 14lb. bxs | 0 24 |

| Cocoa— | per doz |
|---|---|
| Concentrated, ¼'s 1 doz. in box | 2 40 |
| " ½'s, " " | 4 50 |
| " 1 lbs. " | 8 25 |
| Homoeopathic, ¼'s 14lb. boxes | .... |
| " ½ lbs. 12 lb. boxes | .... |
| Epps's cocoa, case of 14 lbs., per lb. | 0 35 |
| Smaller quantities | 0 37½ |

JOHN P. MOTT & CO.'S
E. S. McIndoe, Agent, Toronto.

| | |
|---|---|
| Mott's Broma per lb | 0 30 |
| Mott's Prepared Cocoa | 0 28 |
| Mott' Homeopathic Cocoa (¼'s) | 0 12 |
| Mott's Breakfast Cocoa (in tins) | 0 40 |
| Mott's No. 1 Chocolate | 0 30 |
| Mott's Breakfast Chocolate | 0 28 |
| Mott's Caracoas Chocolate | 0 40 |
| Mott's Diamond Chocolate | 0 23 |
| Mott's French-Can. Chocolate | 0 18 |
| Mott's Navy or Cooking Chocolate | 0 18 |
| Mott's Cocoa Nibbs | 0 35 |
| Mott's Cocoa Shells | 0 06 |
| Vanilla Sticks, per gross | 0 90 |
| Mott's Confectionery Chocolate | 0 21 0 43 |
| Mott's Sweet Chocolate Liquors | 0 19 0 30 |

CADBURY'S.

| Frank Magor & Co., Agents. | per doz |
|---|---|
| Cocoa essence, 3 oz. packages | $1 65 |
| Mexican chocolate, ¼ and ½ lb. pkgs. | 0 40 |
| Rock Chocolate, loose | 0 40 |
| " " 1-lb. tins | 0 42 |
| Nibs, 11-lb. tins | 0 35½ |

WALTER BAKER & CO., LIMITED.

| | per lb. |
|---|---|
| Premium No. 1 chocolate, 12-lb boxes | $ 38 |
| Vanilla chocolate 6-lb. boxes | 47 |
| German sweet, 6-lb. boxes | 37 |
| Brkfast cocoa, ½-lb. tins, plain; 6-lb. boxes | 51 |
| Cracked cocoa, ½-lb. pkgs. 12-lb. bxs. | 35 |
| Caracas sweet chocolate, 6-lb. boxes | 37 |
| Soluble chocolate (hot or cold soda) 1-lb. cans | 45 |
| Vanilla chocolate wafers, 48 to box, per box | 1 56 |

### COCOANUT.

| L. Scheppe Co. | per lb. |
|---|---|
| 1-lb. packages, 15 and 30-lb. cases | $0 26 |
| ½-lb. " " " " | 0 27 |
| ¼-lb. " " " " | 0 28 |
| ½ and 1-lb. pkgs., assorted, 15 and 30-lb. cases | 0 26½ |
| ¼ and ½-lb. pkgs. assorted, 15 and 30-lb. cases | 0 27½ |
| 5c. package, 4 doz. in case, per doz. | 0 45 |

### CHEESE.

| | |
|---|---|
| Imperial—Large size jars, per dos. | $ 8 25 |
| Medium size jars | 4 50 |
| Small size jars | 2 40 |
| Individual size jars | 1 00 |
| Imperial Holder—Large size | 18 00 |
| Medium size | 15 00 |
| Small size | 12 00 |
| Roquefort—Large size, per doz. | 2 40 |
| Small size | 1 40 |

"THE EDWARDSBURG BRANDS"

# Starch

. . and **Syrup**

Are well known all over the Dominion as a **STANDARD OF QUALITY.** **ASSORTED STOCKS** of all styles of packages now on hand, and **PROMPT SHIPMENT** guaranteed.

**EDWARDSBURG STARCH CO'Y, Limited**

**Established 1858.**

164 St. James St., MONTREAL. | Works: CARDINAL, ONT. | 53 Front St. East, TORONTO


## COFFEE.

JAMES TURNER & CO.

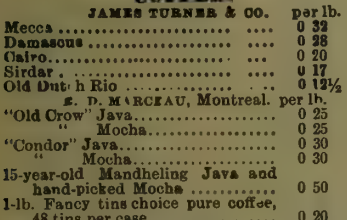
| | per lb. |
|---|---|
| Mecca | 0 32 |
| Damascus | 0 28 |
| Calvo | 0 20 |
| Sirdar | 0 17 |
| Old Dutch Rio | 0 12½ |

E. D. MARCEAU, Montreal.

| | per lb. |
|---|---|
| "Old Crow" Java | 0 25 |
| " Mocha | 0 25 |
| "Condor" Java | 0 30 |
| " Mocha | 0 30 |
| 15-year-old Mandheling Java and hand-picked Mocha | 0 50 |
| 1-lb. Fancy tins choice pure coffee, 48 tins per case | 0 20 |
| Madam Huot's Coffee, 1-lb. tins | 0 31 |
| " " " 2-lb. tins | 0 30 |

100 lb. delivered in Ontario and Quebec.

## CONDENSED MILK.




Borden's Condensed Milk Co.

| | |
|---|---|
| "Eagle" Brand | $1 65 |
| "Gold Seal" Brand | 1 30 |
| "Peerless" Brand Evaporated Cream | 1 20 |

## CLOTHES PINS.

UNITED FACTORIES LIMITED.

| | |
|---|---|
| Clothes Pins (full count), 5 gross in case, per case | 0 57 |
| 4 doz. packages 12 to a case) | 0 12 |
| 6 doz. packages (12 to a case) | 0 12 |

## COUPON BOOKS—ALLISON'S

For sale in Canada by—The Eby, Blain Co., Limited, Toronto C. O. Beauchemin & Fils, Montreal

$1, $2, $3, $5, $10 and $20 books.

| | Unnumbered | Covers and Coupons numbered. |
|---|---|---|
| In lots of less than 100 books, 1 kind assorted | 4c. | 4½c. |
| 100 to 500 books | 3½c. | 4c. |
| 500 to 1,000 books | 3c. | 3¼c. |

Allison's Coupon Pass Book

| | |
|---|---|
| 1 00 books | 3 cents each |
| 2 00 books | 3 cents each |
| 3 00 books | 3 cents each |
| 5 00 books | 4 cents each |
| 10 00 books | 5½ cents each |
| 15 00 books | 6½ cents each |
| 20 00 books | 7½ cents each |
| 25 00 books | 8 cents each |
| 50 00 books | 12 cents each |

## EXTRACTS.

HENRI JONAS & CO. Per gross.

| | |
|---|---|
| 8 oz. London Extracts | $6 00 |
| 2 oz. " " (no corkscrews) | 5 50 |
| 2 oz. " " | 9 00 |
| 2 oz. Spruce essence | 6 00 |
| 2 oz. " " | 9 00 |
| 2 oz. Anchor extracts | 12 00 |
| 4 oz. " " | 21 00 |
| 1 oz. " " | 36 00 |
| 1 lb. " " | 70 00 |
| 1 oz. Flat " | 9 00 |
| 2 oz. Flat bottle extracts | 18 00 |
| 2 oz. Square " | 21 00 |
| 4 oz. " " corked) | 36 00 |
| 8 oz. " " " | 72 00 |
| | Per doz. |
| 8 oz. " glass stop extracts | 3 50 |
| 8 oz. " " " | 7 00 |
| | Per doz. |
| 2½ oz. Round quintessence extracts | 2 00 |
| 4 oz. Jockey decanters " | 3 50 |

## FOOD.

| | Per doz. |
|---|---|
| Robinson's Patent Barley ½ lb tins | 1 25 |
| " " 1 lb. tins | 2 25 |
| " " Groats, ½ lb. tins | 1 25 |
| " " 1 lb. tins | 2 25 |

## GINGER ALE & SODA WATER

| | per doz. |
|---|---|
| Cantrell & Cochrane's Imported Ginger Ale and Club Soda Water | $1 40 |

## JAMS AND JELLIES.

SOUTHWELL'S GOODS. Frank Magor & Co., Agents.

| | per doz |
|---|---|
| Orange Marmalade | 1 |
| Clear Jelly Marmalade | 1 80 |
| Strawberry W. F. Jam | 2 00 |
| Raspberry " " | 2 00 |
| Apricot " " | 1 75 |
| Black Currant " | 1 85 |
| Other Jams, W. F. | 1 55 1 90 |
| Red Currant Jelly | 2 75 |

Jams— T. UPTON & CO.

| | |
|---|---|
| 12-oz. glass jars, per doz | $0 95 |
| 1 lb. glass jars 2 doz. in case, per case | 3 50 |
| 2½-lb. tin pail, 2 doz. in crate, per lb. | 0 09 |
| 5-lb. tin pails, 8 pails in crate, per lb | 0 06 |
| 7-lb wood pails, 6 " " " | 0 06 |
| 14-lb. wood pails, per lb | 0 06 |
| 30-lb " " " | 0 06 |

Jellies—

| | |
|---|---|
| 1-lb. glass jars, per doz | $1 50 |
| 7-lb. wood pails, per lb | 0 09 |
| 14-lb. " " " | 0 09 |
| 30-lb. " " " | 0 09 |

## LICORICE.

YOUNG & SMYLIE'S LIST.

| | |
|---|---|
| 5-lb. boxes, wood or paper, per lb | $0 40 |
| Fancy boxes (36 or 50 sticks) per box | 1 50 |
| "Ringed" 5 lb. boxes, per lb | 0 40 |
| "Acme" Pellets, 5 lb. cans, per can | 2 00 |
| "Acme" Pellets, fancy boxes 40) per box | 1 50 |
| Tar, Licorice and Tolu Wafers, 5 lb. cans, per can | 2 00 |
| Licorice Lozenges, 5 lb. glass jars | 1 75 |
| " " 20 5 lb. cans | 1 50 |
| "Purity" Licorice 10 sticks | 1 45 |
| " " 100 sticks | 0 73 |
| Dulce large cent sticks, 100 in box | |

## LIQUORS.

COGNAC IN CASES.

Ph. Richard.

| | |
|---|---|
| S.O. Quarts, 12's | $22 50 |
| F.C. " " | 15 00 |
| F.C. 1-15 bottles, 180's | 22 00 |
| V.S.O.P. " " | 12 00 |
| V.S.O.P. pints, 24's | 13 00 |
| V.S.O.P. ½-pints, 48's | 14 00 |
| V.S.O.P. 1-15 bottles, 180's | 20 00 |
| V.S.O. quarts, 12's | 10 00 |
| V.S.O. 1-15 bottles, 180's | 18 00 |
| V.O. quarts, 12's | 8 50 |
| V.O. pints, 24's | 9 50 |
| V.O. ½-pints, 48's | 10 50 |
| V.O. 1-15 bottles, 180's | 14 00 |
| V.O. decanters, 12's | 10 50 |
| V.O. " pints, 20's | 13 00 |
| V.O. flasks, Imp. pints, with thumblers | 9 75 |
| V.O. " Reputed " " 24's | 10 50 |
| V.O. " " no " 24's | 9 50 |

Chas. Couturier.

| | |
|---|---|
| Quarts, 12's | 7 00 |
| ½ bottles, 24's | 8 00 |
| ¼ " 48's | 9 00 |
| 1-15 bottles, 180's | 13 50 |
| Flasks, 24's | 8 00 |
| ½ Flasks, 48's | 9 00 |
| Flasks Imperial pints, Corsule, 16's | 8 00 |

F. Marion & Cie.

| | |
|---|---|
| Quarts, 12's | 6 00 |
| ½ bottles, 24's | 7 00 |
| ¼ " 48's | 8 00 |
| Flasks, reputed 24's | 7 00 |
| Flasks, ½-pints, 48's | 8 00 |
| 1-15 bottles, 180's | 12 50 |
| Flasks, Imp. pints with thumblers, 16's | 8 00 |

Cognac In Wood.

Ph. Richard.

| | Gals. | ½ Oct's. | Oct's. | Bbls. | Hhds. |
|---|---|---|---|---|---|
| Couturier | $4 00 | $3 95 | $3 85 | $3 80 | .... |
| Marion | 3 75 | 3 60 | 3 50 | 3 40 | .... |
| Ph Richard V.S.O.P | 5 50 | 5 35 | 5 25 | 5 00 | .... |
| Richard V.O. proof | 4 25 | 4 10 | 4 00 | 3 90 | 3 80 |
| Richard 5up. proof V. O. | 4 00 | 3 80 | 3 70 | 3 50 | 3 40 |
| Richard Fine champagne | 6 00 | 5 90 | .... | .... | .... |

Gin—Pollen & Zoon, in Cases.

| | |
|---|---|
| Red, 15's | $ 0 00 |
| Green, 12's | 5 00 |
| Poney, 12's | 2 50 |

Gin Pollen & Zoon, in Wood.

| | Gals. | ½ Oct's. | Oct's. | Bbls. | Hhds. |
|---|---|---|---|---|---|
| Gin, P. & Z. | $3 15 | $3 05 | $3 05 | $3 00 | $2 95 |

Mitchell Bros. Limited Scotch.

| | 1 case. | 5 cases. |
|---|---|---|
| Heather Dew, ordinary qts. 12's | $ 7 00 | $ 6 75 |
| Heather Dew, stone jars, Imperial, 12's | 12 50 | 12 25 |
| Heather Dew, oval flasks, quart, 12's | 11 25 | 11 00 |
| Special Reserve, oval, pts. 24s | 11 75 | 11 50 |
| " ordinary qts., 12's | 9 00 | 8 75 |
| Special Reserve, ½ bottles, pints, 24s | 10 00 | 9 75 |
| Extra Special Liqueur, flagon, 12's | 9 50 | 9 25 |
| Extra Special Liqueur, ordinary bottles, 12's | 9 50 | 9 25 |
| Heather Dew, flasks, 48's | 12 00 | 11 75 |
| " " ½ flasks, 60's | 9 00 | 8 75 |
| Mullmore, Imperial oval quart flasks, 12's | 10 00 | 9 75 |
| Mullmore, flasks, Imperial pints, 24's | 10 50 | 10 25 |
| Mullmore, flasks, ordinary pints, 24's | 7 75 | 7 50 |
| Mullmore, ½ flasks, ordinary, 48's | 9 00 | 8 75 |
| Mullmore, ordinary quarts, 12's | 6 50 | 6 25 |
| Mullmore ordinary pints 24's | 7 50 | 7 25 |

Scotch Whiskey in Wood.

| | Gals. | ½ Oct's. 9gals. | Oct's. 17gals. | Bbls 40gals. |
|---|---|---|---|---|
| Special Reserve | $4 50 | $4 25 | $4 15 | $3 90 |
| Heather Dew "A" | 4 00 | 3 85 | 5 | 3 65 |

| | | | | |
|---|---|---|---|---|
| Extra Special Liqueur | 5 00 | 4 90 | 4 80 | 4 75 |
| Old Scotch | 3 75 | 3 70 | 3 65 | 3 50 |

Whiskey in Cases.

Mitchell Bros., Limited—Irish.

| | |
|---|---|
| Cruiskeen Lawn, stone jar, 12's | $12 50 |
| Old Irish, flasks, Imp. quarts, 12's | 11 25 |
| " Special, quarts, 12's | 9 00 |
| " " Imp. pints, 24's | 11 75 |
| " round bottles, quarts, 12's | 6 50 |
| " round ½-bottles, pints, 24's | 8 00 |
| " 10-oz. flasks, 48's | 12 00 |
| " 5-oz. flasks, 60's | 9 00 |

Irish Whiskey in Wood.

| | Gal. | ½-Oct. | Oct. | Bbl |
|---|---|---|---|---|
| Mitchell, "Special Old" | $4 50 | $4 40 | $4 25 | $4 10 |
| Mitchell, "Old" | 4 00 | 3 90 | 3 75 | 3 65 |
| " "B" | 3 50 | 3 40 | 3 30 | 3 15 |
| " "C" | 3 00 | 2 | 2 80 | 2 75 |

Champagne Wine in Cases.

| | |
|---|---|
| Duc de Pierland, quarts, 12's | $14 00 |
| " " pints, 24's | 15 00 |
| Cardinal, quarts, 12's | 12 50 |
| " pints, 24's | 13 50 |
| Vve. Amiot Carte d'Or, quarts, 12's | 16 00 |
| " " pints, 24's | 17 00 |
| " " d'Argent, quarts, 12's | 10 50 |
| " " pints, 24's | 11 50 |

Blandy Bros. Wine.

Blandy's Madeira Wine, in cases.

| | |
|---|---|
| Very Superior, quarts, 12's | 8 50 |
| Special Selected, quarts, 12's | 10 00 |
| London Particular, quarts, 12's | 13 00 |

Blandy's Malaga, in cases.

| | |
|---|---|
| Pale Sweet Blue Label, quarts, 12's | 7 50 |
| " White Label, quarts, 12's | 10 00 |

Blandy's Sherry, in cases.

| | |
|---|---|
| Manzanilla, quarts, 12's | 8 50 |
| Morosa, quarts, 12's | 11 00 |

Blandy's Port Wine, in cases.

| | |
|---|---|
| Good Fruity, quarts, 12's | 7 50 |
| Invalid Special, quarts, 12's | 12 00 |

Blandy Bros'. Wine in Wood.

| | Gal. | Octave. |
|---|---|---|
| Madere, No. ½ | $3 50 | $3 00 |
| " No. ¾ | 4 50 | 4 00 |
| Malaga Pale Sweet | 3 00 | 2 75 |

Canadian Whiskies. In barrels. per gal.

| | |
|---|---|
| Gooderham & Worts, 65 O.P. | $ 4 50 |
| Hiram Walker & Sons " | 4 50 |
| J. P. Wiser & Son " | 4 49 |
| J. E. Seagram " | 4 49 |
| H. Corby " | 4 49 |
| Gooderham & Worts, 50 O.P. | 4 10 |
| Hiram Walker & Sons " | 4 10 |
| J. P. Wiser & Son " | 4 09 |
| J. E. Seagram " | 4 09 |
| H. Corby " | 4 09 |
| Rye, Gooderham & Worts | 2 20 |
| " Hiram Walker & Sons | 2 20 |
| " J. P. Wiser & Son | 2 19 |
| " J. E. Seagram | 2 19 |
| " H. Corby | 2 19 |
| Imperial, Walker & Sons | 2 90 |
| Canadian Club, Walker & Sons | 3 60 |

Less than one bbl. per gallon.

| | |
|---|---|
| 65 O. P. | $4 55 |
| 50 O. P. | 4 15 |
| Rye | 2 25 |

## LYE (CONCENTRATED).

GILLETT'S PERFUMED.

| | Per case. |
|---|---|
| 1 case of 4 doz | $ 3 60 |
| 3 cases " | 3 50 |
| 5 " | 3 40 |

## MINCE MEAT.

| | |
|---|---|
| Wethey's Condensed, per gross net | $12 00 |
| " per case of doz. net | 3 00 |

## MUSTARD.

COLMAN'S OR KEEN'S.

| | |
|---|---|
| D. S. F., ¼ lb. tins, per doz. | $1 40 |
| " ½ lb. tins, " | 2 50 |
| " 1 lb. tins, " | 5 00 |
| Durham ¼ lb. jar, per jar | 0 75 |
| " 1 lb. " " | 0 25 |
| F. D., ¼ lb. tins, per doz. | 0 85 |
| " ½ lb. tins | 1 45 |

HENRI JONAS & Co. Per gross

| | |
|---|---|
| Pony size | $7 50 |
| Imperial, medium | 9 00 |
| Imperial, large | 12 00 |
| Tumblers | 12 00 |

Per gross

| | |
|---|---|
| Mugs | 13 20 |
| Pint jars | 18 00 |
| Quart jars | 4 00 |

E. D. MARCEAU, Montreal.

| | | |
|---|---|---|
| "Condor," 12-lb. boxes— | | |
| ¼-lb. tins | per lb. | 0 35 |
| ½-lb. tins | " | 0 33 |
| 1-lb. tins | " | 0 32½ |
| 4-lb. jars | per jar | 1 20 |
| 1-lb. jars | " | 0 35 |
| "Old Crow," 12-lb. boxes— | | |
| ¼-lb. tins | per lb. | 0 25 |
| ½-lb. tins | " | 0 23 |
| 1-lb. tins | " | 0 22½ |
| 4-lb. jars | per jar | 0 70 |
| 1-lb. jars | " | 0 25 |

## OLIVE OIL

| | per case |
|---|---|
| Barton & Guestier's quarts | $8 00 |
| " " pints | 9 00 |

## ORANGE MARMALADE.

T. UPTON & CO.

| | |
|---|---|
| 1-lb. glass. 2 doz. case, per doz. | $1 00 |
| 7-lb pails and 5 lb. tins | " 06 |
| 14 and 30-lb. pails | 0 06 |

## PICKLES.

STEPHENS'.

A. P. Tippet & Co., Agents.

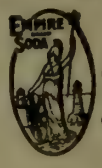
| | |
|---|---|
| Patent stoppers (pints) per doz. | 2 30 |
| Corked (pints), " | 1 90 |

## SODA.—COW BRAND.




Case of 1 lbs. containing 60 pkgs. per box, $3.00.
Case of ½ lbs. (containing 120 pkgs. per box, $3.00.
Case of lbs. and ½ lbs. (containing 30 1 lbs. and 60 ½ lb. packages) per box, $3.00.
Case of 5c. pkgs (containing 96 pkgs) per box, $3.00.

EMPIRE BRAND.




Brunner, Mond & Co.

Case 120 ½-lb. pkts. (60 lb.) per case $2 70.

Case 96 10-oz. pkts. (60 lb.) per case $2.80.

"MAGIC" BRAND.

| | per case |
|---|---|
| No. 1, cases, 60 1-lb. packages | 2 75 |
| " 2, " 120 ½-lb packages | 2 75 |
| " 3, " (30 1-lb. packages) (60 ½-lb. packages) | 2 75 |

## SOAP




A. P. TIPPET & CO., AGENTS

Maypole Soap, colors per grs. $10.20. black Maypole Soap, per grs. $15.30. Oriole Soap, per gross, $10.20.

| | |
|---|---|
| Gloriola Soap, per gross | 12 00 |
| Straw Hat Polish, per gross | 10 20 |

## STARCH.

EDWARDSBURG STARCH CO., LTD.

| | per lb. |
|---|---|
| Laundry Starches— | |
| No. 1 White or Blue, 4-lb carton | 0 06½ |
| No. 1 " " 3-lb. " | 0 06½ |
| Canada Laundry | 0 05½ |
| Silver Gloss, 6-lb. draw-lid boxes | 0 08 |
| Silver Gloss, 6-lb. tin canisters | 0 08 |
| Edwards'g Silver Gloss, 1-lb. pkg. | 0 08 |
| Kegs Silver Gloss, large crystal | 0 07 |
| Benson's Satin, 1-lb. cartons | 0 08½ |
| No. 1 White, bbls. and kegs | 0 05¾ |
| Benson's Enamel, per box, $1 50 to | 3 00 |
| Culinary Starch— | |
| Benson & Co.'s Prep. Corn | 0 07¼ |
| Canada Pure Corn | 0 05¾ |
| Rice Starch— | |
| Edwardsburg No. 1 white, 1-lb. car | 0 10 |
| Edwardsburg No. 1 White or Blue, 4-lb. lumps | 0 08½ |

BEE STARCH.

| | |
|---|---|
| Cases, 64 pkgs. 48's | $5.00 |
| ¼ Cases, 32 pkgs. 24's | 2.50 |
| Packages 10c. each. | |

BRANTFORD STARCH WORKS, LIMITED.

Ontario and Quebec.

| | |
|---|---|
| Laundry Starches— | |
| Canada Laundry, boxes of 40 lbs. | $0 05½ |
| Acme Gloss Starch— | |
| 1-lb. cartons, cases of 40 lbs. | 0 06 |
| Finest Quality White Laundry— | |
| 3-lb. Canisters, cases of 48 lbs. | 0 06½ |
| 4-lb. " " " | 0 06¾ |
| Barrels, 200 lbs. | 0 05¾ |
| Kegs, 100 lbs. | 0 05¾ |
| Lily White Gloss— | |
| 1-lb. fancy cartons cases 30 lbs. | 0 08 |
| 6-lb. toy trunks, 8 in case | 0 08 |
| 6-lb. enameled tin canisters, 8 in case | 0 08 |
| Kegs, ex. crystals, 100 lbs | 0 07 |
| Brantford Gloss— | |
| 1-lb. fancy boxes, cases 36 lbs. | 0 08½ |
| Canadian Electric Starch— | |
| Boxes of 40 fancy pkgs, per case | 3 00 |
| Celluloid Starch— | |
| Boxes of 45 cartons, per case | 3 60 |
| Culinary Starches— | |
| Challenge Prepared Corn— | |
| 1-lb. packages, boxes 40 lbs. | 0 05¾ |
| No. 1 Brantford Prepared Corn— | |
| 1-lb. packages, boxes 40 lbs. | 0 07¼ |
| Crystal Maize Corn Starch— | |
| 1-lb. packages, boxes 40 lbs. | 0 07¼ |

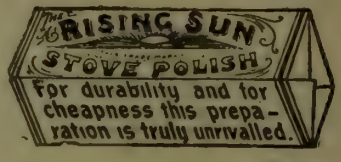
## STOVE POLISH







| | | |
|---|---|---|
| No. 4—3 dozen in case, | per gross | 4 80 |
| " 6—3 dozen in case, | " | 8 40 |




Per gross

| | |
|---|---|
| Rising Sun 6-oz. cakes, ½-gross lots | 5 50 |
| Rising Sun, 3-oz. cakes, gross boxes | 5 50 |
| Sun Paste 10c. size, ¼ gross boxes | 10 00 |
| Sun Paste, 5c. size, ¼ gross boxes | 5 00 |




## TEAS.




SALADA CEYLON.

| | Wholesale | Retail |
|---|---|---|
| Brown Label, 1's | 0 20 | 0 25 |
| " " ½'s | 0 21 | 0 26 |
| Green Label, 1 and ½s | 0 22 | 0 30 |
| Blue Label, 1s, ½s, ¼s and ⅛s. | 0 30 | 0 40 |
| Red Label, 1s and ½s | 0 36 | 0 50 |
| Gold Label, ½s | 0 44 | 0 60 |

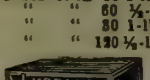



Ceylon Tea, in 1 and ½ lb. lead packages black or mixed.

| | |
|---|---|
| Black Label, 1-lb., retail at 25c. | 0 19 |
| " " ½-lb., " " " | 0 20 |
| Blue Label, retail at 30c. | 0 22 |
| Green Label " 40c. | 0 28 |
| Red Label " 50c. | 0 35 |
| Orange Label, retail at 60c. | 0 42 |
| Gold Label " 80c. | 0 55 |




| | | |
|---|---|---|
| Cases each | 60 1-lbs. | 0 35 |
| " " | 60 ½-lbs. / 30 1-lbs. | 0 35 |
| " " | 120 ½-lbs | 0 36 |




LUDELLA CEYLON, 1's AND ½'s PKGS.

| | | |
|---|---|---|
| Blue Label, s | 0 18½ | 0 25 |
| Blue Label, ½'s | 0 19 | 0 25 |
| Orange Label, 1's and ½'s | 0 21 | 0 30 |
| Brown Label, 1's and ½'s | 0 28 | 0 40 |
| Brown Label, ¼'s | 0 30 | 0 40 |
| Green Label, 1's and ½'s | 0 35 | 0 50 |
| Red Label, ½'s | 0 40 | 0 60 |

CROWN BRAND

| | Wholesale | Retail |
|---|---|---|
| Red Label, 1-lb. and ½'s | 0 35 | 0 50 |
| Blue Label, 1-lb. and ½'s | 0 28 | 0 40 |
| Green Label, 1-lb. | 0 19 | 0 25 |
| Green Label, ½'s | 0 20 | 0 25 |
| Japan, 1s | 0 19 | 0 25 |

E. D. MARCEAU, Montreal.

| | |
|---|---|
| Japan Teas— | |
| "Condor" I 40 lb. boxes | 0 37½ |
| EMD AAA 40-lb. boxes | 0 37½ |
| "Condor" II 40 lb boxes | 0 36 |
| " II 80-lb. " | 0 35 |
| " III 80-lb. " | 0 32½ |
| " IV 80-lb. " | 0 30 |
| " X 80- b. " | 0 30 |
| " V 80-lb. " | 0 2 ½ |
| " XXXX 80-lb. boxes | 0 25 |
| " XXX 30-lb. " | 0 26 |
| " XXX 80-lb. " | 0 22 ½ |
| " XAX 30-lb. " | 0 23½ |
| " XX 85-lb. " | 0 20 |
| " LX lead packets | |
| " Assorted cases (1 and ½ lb.) to retail at 40c. | 0 28½ |
| " L lead packets | |
| " Assorted cases (1 and ½ lb.) to retail at 25c. | 0 19½ |
| Black Teas—"Nectar," in lead packets— | |
| Green label retails 0 26 at | 0 20 |
| Chocolate label " 0 35 " | 0 25 |
| Blue label " 0 50 " | 0 36 |
| Maroon label " 0 60 " | 0 45 |
| Fancy tins—Chocolate, 1-lb. | 0 32½ |
| " " - Blue, 1-lb. | 0 42½ |
| " " —Maroon, 1-lb. | 0 50 |
| " " —Maroon, 1-lb. | 1 50 |
| Black Teas—"Old Crow" Blend— | |
| Bronzed tins of 10, 25, 50 and 80 lb. | |
| No. 1 per lb. | 0 35 |
| No. 2 " | 0 30 |
| No. 3 " | 0 25 |
| No. 4 " | 0 20 |
| No. 5 " | 0 17½ |

LIPTON'S TEA (in packages).

| | Price per lb |
|---|---|
| No. 1, cases 50 lb., (50 ½-lb. pkgs. / 25 1-lb pkgs | $0 35 |
| No. 1, cases 50 lb., in 5-lb. tins | 35 |
| No. 2, cases 50 lb., (50 ½-lb. pkgs. / 25 1-lb. pkgs. | 29 |
| No. 2, cases 50 lb., in 5-lb. tins | 29 |
| No. 3, cases 50 lb., (50 ½-lb. pkgs / 25 1-lb. pkgs. | 23 |
| No. 3, cases 50 lb., in 5-lb. tins | 23 |
| Green Ceylon, No. 1, (50 ½-lb. pkgs / 25 1-lb. pkgs | 35 |
| Green Ceylon, No. 2, (50 ½-lb. pkgs / 25 1-lb pkgs | 29 |

## TOBACCO.

THE EMPIRE TOBACCO CO., LIMITED.

| | |
|---|---|
| Smoking—Empire, 3½s. 5s and 10s | 0 39 |
| Royal Oak, 2 x 3, 8o ace, 8s | 0 52 |
| Something Good, 7s | 0 48 |
| Chewing—Bobs, 5s and 10s | 0 36 |
| Currency, 13¾ oz. bars, spaced 9s | 0 39 |
| Currency, 6s and 10s | 0 39 |
| Old Fox, narrow 10s | 0 39 |
| Snowshoe, 1-lb. bars, spaced 6s | 0 43 |
| Pay Roll, 6s | 0 44 |

## VINEGARS.

E. D. MARCEAU, Montreal.

| | Per gal. |
|---|---|
| EMD, pure distilled, highest quality. | 0 30 |
| Condor, pure distilled | 0 25 |
| Old Crow | 0 20 |

Special prices to buyers of large quantities

SILVER LITE DYE.

| | |
|---|---|
| Bull Dog, quadruple strength, regist'd | 0 55 |
| Lion "L" brand, registered | 0 38 |
| Imperial, triple strength, registered | 0 33 |
| Cote D'Or, extra super, registered | 0 30 |
| " household vinegar, registered | 0 28 |
| Crystal Pickling, extra | 0 28 |
| " " ordinary | 0 23 |
| White Wine, XXX | 0 25 |
| " " XX | 0 20 |
| " " X | 0 17 |
| Cider, XXX | 0 27 |
| " XX | 0 22 |
| " X | 0 17 |
| Pure English Malt, triple strength | 0 45 |
| " " double strength | 0 35 |
| " " " single strength | 0 25 |
| Distilled white malt vinegar | 0 50 |

JOHN HOPE & CO., MONTREAL.

| | |
|---|---|
| Sir Robert Burnett & Co.'s English Malt Vinegar | 0 60 |

## WOODENWARE

UNITED FACTORIES, LIMITED.

| | |
|---|---|
| Washboards, Leader Globe | 1 50 |
| " Improved Globe | 1 60 |
| " Standard Globe | 1 80 |
| " Solid Back Globe | 1 95 |
| " Jubilee (perforated) | 1 95 |
| " Crown | 1 35 |

| | Per doz. |
|---|---|
| No. 1 2-hoop pails | 1 55 |
| " 1 3 " " | 1 70 |
| " 0 Tubs | 8 50 |
| " 1 " | 7 00 |
| " 2 " | 6 00 |
| " 3 " | 5 25 |

## YEAST.

| | |
|---|---|
| Royal yeast, 3 doz. 5c.-pkgs. in case | 1 00 |
| Gillett's Cream yeast, 3 doz | 1 00 |
| Jersey Cream yeast cake, 3 doz. 5c. | 1 00 |
| Victoria " " 3 doz. 5c. | 1 00 |
| " " " 3 doz. 10c. | 1 80 |

NIXEY'S REFINED BLACK LEAD

By Appointment to H.M. the KING of the British Empire.

Sole Manufacturer of "Cervus" Square and Bag and Pepperbox Blues, and "Silver Moonlight" Stove Polish.

W. C. NIXEY, 12 Soho Square, LONDON, ENG. Canadian Representative: MR. H. T. BAKER.

OUR TRADE MARK A

AUER LIGHT MANTLES
LONGEST LIFE & BRIGHTEST

OUR TRADE MARK A

# A Statement of Facts.




We make the strongest mantles.
Our mantles gives the most light.
We use the purest and most costly chemicals.
We anneal our mantles with pressure gas.
Our mantles won't shrink or fray out.
Our trade mark A is on the best mantles.




We make mantles with any private mark on them, your own name if you desire.

WE MAKE

| | |
|---|---|
| Coal Gas Mantles. | Coal Oil Mantles. |
| Oil Gas Mantles. | Gasolene Mantles. |
| High-Pressure Mantles. | Acetylene Mantles. |

In single, double or triple weave.

Lowest prices on Mantles, Shades, Chimneys and Sundries.

*Write us if you are interested.*

AUER LIGHT CO., - - MONTREAL.

# "Empire" Soda

BEST FOR BAKING.

Made in England by

BRUNNER, MOND & CO.

Used in Canada by

All Careful Housekeepers.

WHY ISN'T IT IN YOUR STOCK?

WINN & HOLLAND,

SOLE AGENTS FOR CANADA,

MONTREAL.

ADVERTISING in WESTERN CANADA

will be Carefully, Efficiently, and Promptly attended to by

The Roberts Advertising Agency,

WINNIPEG, CANADA

# THE "GLEANER"

KINGSTON, JAMAICA, B.W.I.

The Newspaper with the Largest Circulation in Jamaica and the West Indies.

Canadian manufacturers, merchants, etc., desiring to do business with this country and introduce their goods in this market, should put an advertisement in "THE GLEANER."

Write for scale of charges, etc., to

THE GLEANER CO.,
Limited

"Gleaner" Office, . . .KINGSTON, JA.

# BASKETS

We make them in all shapes and sizes. We have

*Patent Strawboard Berry Box*
*Grain and Root Baskets,*
*Clothes Baskets,*
*Butcher Baskets,*

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.

Oakville, Ont.

# BUSINESS NEWS

of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

Write us, giving us particulars of what you want and where you want it from, and we will quote you prices by return.

"Clippings from any Canadian paper on any subject."

CANADIAN PRESS CLIPPING BUREAU,

232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.

10 Front St. E., Toronto. Telephone Main 2701.

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER.

The Best Grocers make a point of Keeping it always in Stock.




**Don't use this kind of a light**

but write us for prices on any kind of Lamps or fittings.

We manufacture lamps and can suit you.

**LAMP CHIMNEYS**

WITH THESE LABELS

**ARE THE BEST.**

For Lime Flint. For Lead Flint.

# GOWANS, KENT & CO.

Wholesale

**Crockery and Glassware**
**China and Lamp Goods**

TORONTO and WINNIPEG.

# Wethey's Mince Meat



We make our Mince Meat of the choicest fresh meats and fruits, spiced to the right taste. People tell us that pies made from our Mince Meat are toothsome, delicious, appetite gratifying and all sorts of nice things. If you want to sell the best and most convenient Mince Meat on the market advise your customers to buy "Wethey's."

Absolutely clean. Put up in attractive "brick" packages.

Prepared only by

**J. H. Wethey, Limited. St. Catharines, Ont.**

# Crosse & Blackwell's Candied Peels.

# Crosse & Blackwell's Candied Ginger.

# Crosse & Blackwell's Plum Puddings.

**C. E. COLSON & SON, MONTREAL.**

CHAS. P. CLARK, President. JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

# BRADSTREET'S

**Capital and Surplus, $1,500,000.** **Offices Throughout the Civilized World.**

**Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.**

**THE BRADSTREET COMPANY** gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information, no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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**OAKEY'S** The original and only Genuine Preparation for Cleaning Cutlery &t. and Is. Canisters.

**'WELLINGTON' KNIFE POLISH**

**JOHN OAKEY & SONS, LIMITED**

MANUFACTURERS OF

**Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.**

**Wellington Mills, London, England.**

Agent:

**JOHN FORMAN, 644 Craig Street**
**MONTREAL**

VOL. XVI MONTREAL AND TORONTO, OCTOBER 24, 1902 NO. 43

PUBLISHED EVERY FRIDAY

THE CANADIAN GROCER AND GENERAL STOREKEEPER

CIRCULATES IN EVERY PROVINCE

SELL ONLY THE BEST!

In Competition with the World we have received the

Highest Awards Made . . .

These substantiate our claim that : : : : :

Colman's Mustard

IS THE BEST IN THE WORLD

Nothing Like It.



"IMPERIAL" White Wine Vinegar

FOR

PICKLES, SAUCES, Etc.



Ask grocery travellers to show samples. Note the perfect clearness and delightfully smooth, even flavor. Guaranteed pure spirit vinegar—full government strength. Just the price of ordinary vinegar. Why not have the very best?

If your customers desire a really fine, pure Table Salt, give them

# Rice's Pure SALT.

It gives Universal Satisfaction.

R. & J. RANSFORD,

Established 1866

Clinton, Ont.




# LICORICE . . .

We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, plain and corrugated; Acme Licorice Pellets; Y. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLIABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and Golf-Sticks, 100 to box; Blow Pipes, 200 and 300 to box; Manhattan Wafers, 2½-lb. boxes; Curved Stem Pipes, 200 to box. Write for illustrated catalogue.

YOUNG & SMYLIE

Established 1845. BROOKLYN, N.Y.

## The Nibble of a Mouse




will eventually consume the biggest cheese, and the loss of pennies, nickels, dimes and dollars, if it don't "bust" the biggest business, will reduce the profits to an alarming extent. And you're bound to lose more or less if you do a credit business, and depend on ledger balances taken from the day-book. Throw out your day-books and other time-wasting devices, and adopt the modern **ALLISON COUPON SYSTEM.**

### If a Man Wants Credit

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by: The Eby, Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

***ALLISON COUPON CO.,*** *Manufacturers, Indianapolis, Indiana.*

IT IS NOT TOO EARLY TO BEGIN YOUR INQUIRIES ABOUT THAT TRIP YOU ARE GOING TO TAKE TO THE

# British West Indies

**this winter. We have just issued a booklet telling what some people saw and did on the same voyage last winter, and if you write us we will send you one.**

THERE IS NO MORE DELIGHTFUL WAY OF SPENDING SIX OR SEVEN WEEKS THAN ON SUCH A TRIP AS THIS. THE WHOLE COST FROM HALIFAX AND RETURN IS $130.00.

**Pickford & Black - Halifax.**



# The Woman,
## "The Power."

There is no question about it a woman can make or mar your success. Here and there you will find a woman who does not criticize the food served at the table of her friends, but such cases are rare. And a woman is very quick to ask her friends for information when some ***particular*** article of food tickles her palate.

You look to the woman for your orders and why should you be "a penny wise and a pound foolish" by recommending quality in Dried Fruits that is only "just fair" when you can sell the

## "Griffin" Brand Dried Fruits

and be absolutely sure that you are serving the very best there is or can be in Prunes, Seeded Raisins, Dried Apricots, Peaches and Pears?

The "Griffin" Brand is grown, cured and packed in the largest Vineyards and Orchards on the Pacific Coast. From the moment the "Griffin" Brand leaves the Vineyards and Orchards until it reaches your own hands it is absolutely untampered with—***you get it in the original package always.***

Remember the harm a woman's tongue can do and from now on be safe—sell her the highest quality in Dried Fruits and she'll buy other necessities at your store.

---

**A. P. TIPPET & CO., Agts.,**

8 Place Royale, MONTREAL.

23 Scott Street, TORONTO.

**WANTED** EGGS BUTTER

Highest Prices. Prompt Returns.

**THOS. PIZER**

General Produce Merchant.

1432 Queen St. W. TORONTO.

**FLOUR** MAGOR'S DELICIOUS PATENT FLOUR.

The Purest Flour Made—makes Delicious Bread, Cakes and Pastry.

Prices For Cash Unequalled.

JOHN MAGOR & CO., MONTREAL

MOTT'S DIAMOND CHOCOLATE JOHN P. MOTT & CO HALIFAX, N.S. ESTABLISHED 1844 IS THE BEST.

For Sale Everywhere.

—:o:—

ASK FOR

**MOTT'S.**




**Downweight is a Thief** Stealing Your Profits Every Time You Use Your Scales. . . .

The Toledo Springless, Automatic, Computing Scale, **"The Scale with Brains,"** is the only scale in the world that positively stops the giving of **DOWNWEIGHT.** It is the only Automatic Computing Scale in the world without springs No hand operation in weighing; no prices to set; no levers to move; no weights to lift; no poises to shift; you simply place the article to be weighed on the scale, and the scale instantly and automatically shows in plain figures:

1. The weight of the article in pounds and ounces.
2. The price per pound.
3. The total value of the article in dollar and cents.

It is a mechanical wonder, marvelous in its Simplicity, Sensitiveness, Accuracy and Rapidity of Operation. Made in many styles and sizes for all kinds of stores. Write to-day for illustrated catalogue.

**Toledo Computing Scale Co.**

**DEAN & McLEOD,**

Canadian Agents, HAMILTON, ONT.

**WESTERN** Incorporated 1851

ASSURANCE COMPANY

**Fire and Marine**

| | |
|---|---|
| Capital - | $2,000,000.00 |
| Assets, over - | 2,900,000.00 |
| Annual Income | 3,000,000.00 |

Head Office: TORONTO, ONT.

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President.
C. C. Foster, Secretary.

**REFRIGERATORS.**



Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches.

Write for our catalogue, guarantee test and testimonials which are free.

**Eureka Refrigerator Co.**

WILBERT HOOEY, MANAGER.

Phone Park 513. 54 Noble St., TORONTO.

# MARGUERITE

WHEN OTHERS FAIL it's time to get hold of a sure thing. It's poor policy to handle doubtfuls—especially doubtful Cigars. Don't wait until your customers have found ordinary ones unsatisfactory. You'll drive away their trade. Give them "MARGUERITES" from now on. They're sure to please—in price, quality, and in every other way as well. Lots of grocers are making money on them to-day all over Canada. Drop us a line for trial lot. We'd like to open up business with you.

**THE TUCKETT CIGAR CO., LIMITED, HAMILTON.**

# CIGARS

# MY TRIAL ORDER

is so attractive that you would accept it if you knew all about it. Write me at once and I will explain it to you fully, and show you just how advantageous it is for both you and me.

**J. Bruce Payne,**

Cigar Mfr. GRANBY, QUE.

The

# Mince Meat

season is at hand. In no better way can a grocer profit by it than by giving his customers **T. A. LYTLE'S** fine Mince Meat.

It is made from the best fresh meats and fruits, and more than pleases everyone who buys it.

—In 5-lb. fibre pails.
—In 7, 14, 28 and 60-lb. wooden pails.

Ask your wholesaler for quotations or write direct.

**T. A. LYTLE & CO.**

**124-128 Richmond St., West, TORONTO.**

# At it Again

No, we haven't been exactly taking a holiday during this past two months because we have not been saying much in this space—we have been hustling just the same. We have almost built a new Mill in that time—nearly all new but the outside—and this week we are **AT IT AGAIN** bigger and better than ever.

We say it modestly, but we have just begun to realize how much Tillson's Breakfast Foods were missed when we could not supply them. But we can now.

We have something more to tell you, but that will come later by letter.

**THE TILLSON CO., Limited, Tillsonburg, Ont.**

# WHY IS IT

## THAT THE DEMAND FOR

# JAPAN TEA

from the trade in every section of Canada is continuously on the increase? Because it is growing in favor with the tea drinking public. True it is that endeavors are being made to make the public think that Japan Tea is inferior to other teas—but the greater the efforts, the faster it grows in favor with Canadians—it's because of its **superior qualities**. The grocers who are on the alert to win a good tea trade and, incidentally, good profits, fully appreciate the advantages of selling JAPAN TEA.

JAPAN CENTRAL TEA TRADERS' ASSOCIATION.
Trafalgar Chambers, Sun Life Building Annex.
Tel. Main 4142. MONTREAL, CANADA.

There is no sweeter, or more delicate tea grown than that which comes from the "Great Britain" of the East,

**JAPAN**

## TO LIVE GROCERS ONLY

We are putting up and are having a LARGE SALE on our famous . . . .



## "VICTORIA CROSS" CEYLON TEA

BLACK and MIXED.

Every package guaranteed finest grade grown. 25-40-50 cents per lb., in Handsome Lead Packages.

Write us for Samples and Prices.

**J. F. SMYTH & CO.**
Tea Packers. WINDSOR, ONT.




## GILLETT'S
PURE POWDERED
# LYE

BEST,
PUREST,
STRONGEST.

E. W. GILLETT COMPANY LIMITED
TORONTO, ONT.




# IMPERIAL MAPLE SYRUP

The Standard from Ocean to Ocean.

**Merit Acknowledged**
**Superiority Admitted.**

## YOUR MONEY BACK

IF NOT SATISFACTORY.

ROSE & LAFLAMME, Agents
**Montreal.**

---

## YOU WILL FIND IT

IN THE LAUNDRY EVERYWHERE.

# Ivory Gloss Starch

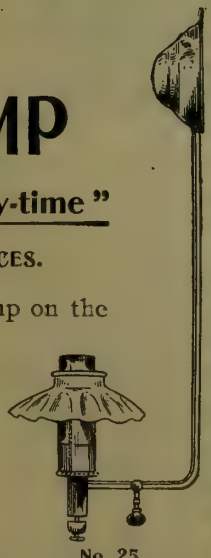
is the POPULAR BRAND because we have made it our primary aim to PLEASE THE CUSTOMER. You can recommend it with perfect safety and it will prove a money-maker.

Brands also manufactured for kitchen purposes.

**THE ST. LAWRENCE STARCH CO.,**
LIMITED
**PORT CREDIT, ONT.**

---

# THE AUER GAS LAMP



**"Turns night-time into day-time"**

NEW MODELS. LOWER PRICES.

**We offer you** the best made lamp on the market, built scientifically.

**We offer you** a lamp that will light your store for half the cost of kerosene.

**We offer you** a lamp that is safer than a coal oil one.

**We offer you** a lamp which you can sell at a good profit.



No. 25
100 Candle Power.

**Do you want the Agency for it?**

THEN WRITE FOR
OUR CATALOGUE AND DISCOUNTS.

EVERY LAMP GUARANTEED.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

---

# MOLASSES

When ready to buy don't forget to ask us for our quotations on a carload delivered at your station; you will be glad you did so.

**The Dominion Molasses Co.,**
Limited
Halifax - Nova Scotia.



# 10 Carloads Paradise and Haycastle Currants

**CASES AND HALF-CASES.**

Just arrived. The quality of these celebrated brands is finer than ever. We have seen nothing to equal it. See our travellers' samples—get quotations. It will do your trade good to have such superior currants to offer your customers.

**W. H. GILLARD & CO.,** Wholesale Grocers, **HAMILTON.**




## THE DOMINION BREWERY CO., LIMITED

**Brewers and Maltsters**

TORONTO

**Manufacturers of the Celebrated**

# WHITE LABEL ALE

**ASK FOR IT AND SEE THAT OUR BRAND IS ON EVERY CORK.**

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

WM. ROSS, Manager.



## Any one with money can fill a store with goods, but it takes the right kind of goods to fill a store with people.

**Currants:** Specially selected choicest Vostizza; also, finest Patras, etc.

**Valencias:** Arguimbau's and Trenor's best selected.

**Figs:** Choice Eleme, purchased at lowest figures.

**Dates:** Hallowees and Sairs, arriving November 1.

**Californian Dried Fruits:** A car arriving with assortments of Prunes, Peaches, Apricots and Seeded Raisins.

TRADE MARK

GROCERS' WHOLESALE CO., LIMITED
UNITY AND QUALITY
HAMILTON.

REGISTERED

# Grocers' Wholesale Company,

We are Free Sellers and desire correspondence with Independent Buyers.

# Limited, Hamilton.

# The Canadian Grocer

AND GENERAL STOREKEEPER.

Vol. XVI. MONTREAL AND TORONTO, OCTOBER 24, 1902. No. 43.


## THE ADVERTISING ARENA.

### MR. LARKIN'S VIEWS ON ADVERTISING.

"SALADA" Ceylon tea is a name so familiar to every man, woman and child in this country, that it may with truth be called a household word. The extraordinary publicity it has attained, has, in the first place, been due to the up-to-date methods by which it has been advertised, and, in the second place, to the quality of the article itself. Both combined have caused the "Salada" tea business to grow by leaps and bounds during a comparatively short period of time.

The other day I called on Mr. P. C. Larkin, the head of The "Salada" Tea Company, and on stating my desire to learn something of the advertising side of his business, was very courteously received by him, and all my questions were fully answered.

"You ask about the effect advertising has on this business," said Mr. Larkin.

(A SAMPLE AD.)


*Fresh*

**CREAMERY BUTTER.**

We are now getting our Creamery Butter in twice a week and thus always have it nice and fresh.

**25C. PER LB.**

BOND'S CASH STORE.

PORT ARTHUR.


USEFUL INFORMATION.

"Well, I only repeat what I have very often said, and that is: If you have five dollar bills to give away for four dollars and are extremely anxious to give them at that price and you do not tell the public about them, you will never be able to sell any of them because the people who would purchase would not know of your inclination. Therefore, it follows in business, if you can serve the public well—better than they are served in any other way—they will never know of the fact unless you tell them of it. The question is which is the best way to get their ears. I think, and I speak from ten years of experience, that the press is.




"We started this business 12 years ago. At that time China black teas and Japan green teas were practically the only teas in Canada. There were a few Ceylon and Indian teas handled here, but they had made extremely slow progress, and I believe that the sole reason was because the public knew little of them and the retail grocer was conservative and kept to the kind of tea the consumer had been getting and was apparently satisfied with. Now, being a tea expert myself, I knew that Ceylon and Indian tea was very much the superior of any China tea, and yet of the same character, both being black. I thought the best way to the public's favor was to give them a Ceylon tea in sealed packets, offering the grocer a fair margin for selling it, and we did make some headway for two years, but very slowly. I then made up my mind that without advertising, and, as life was short, by the time I did have anything like enough business to exist on, it would be time to retire, therefore I concluded that I had better commence to advertise. I commenced with one paper in the city of Toronto, found it beneficial, increased the space I used and used other mediums, until today there is not a paper in the Dominion of Canada that "Salada" tea advertisements do not appear in.

"During the past few years we have extended our business to many parts of the United States and there we use the press very largely, and we are looking forward to the day when there will be no paper published on this continent that will not contain 'Salada' Ceylon tea advertisements. For, after all, although the expense is very great at first, as your trade increases the cost of advertising per lb. of tea becomes a small fraction of a cent. Now, the question comes up, could such a business as this be built up without advertising? We think not. Whatever the merits of the article, how can the public know of them unless you tell

(A SAMPLE AD.)


**NEW RAISINS**

Just received a consignment direct from the first consignment of new stock arriving in Canada this year. They are extra choice.

**COME IN AND GET SOME.**

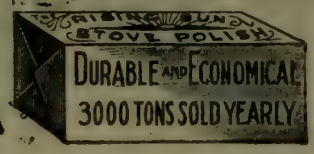
J. Edgar Rutledge,

GROCER,

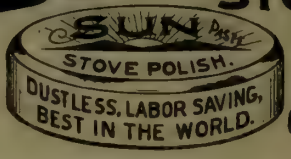
May Street, FORT WILLIAM.


UP-TO-DATE.

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE




SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE




Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors. Canton. Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

them of them. Remember, if your article is not exceptionally good you cannot hope to benefit by advertising, for all advertising does is to get the consumer to try one packet. If it is not fully what is described in the advertisement they never try it again, no matter whether you advertise till the day of judgment. Consequently advertising an article that is not of a high standard of quality would prove disastrous.

"The moral, I think, is: If you have a most excellent article, and if you can serve the public better than they are being served, or even as well as they are served in any other way, advertising will pay; nothing will pay you as well. There is no great business in the world to day that has not been established by advertising equally with serving the public well."

"How often do you change your advertisements?" I asked.

"We never run the same advertisement twice in the same paper," answered Mr. Larkin. "It is altered daily. But, remember, one advertisement may appear in 500 different papers, therefore, a very small bunch of advertisements will go the rounds of hundreds of newspapers."

Next I inquired about the source of the name "Salada."

"'Salada,' explained Mr. Larkin, "was the name of a small garden in India and also the name of a post office there. An object in getting a name for any goods, I think, is to get a name easy to pronounce and resembling something so familiar that people can remember it easily. A hard name to pronounce is a mistake, I think, because people going into a store don't want to be smiled at if they don't pronounce it correctly."

"What is the extent of your advertising and what kinds have you found most beneficial?"

"We advertise in trade journals and the daily and weekly press, and we place enamel signs on windows. We have tried street cars. We do some programme advertising, we have used bill boards, and we have demonstrated, that is, served tea at exhibitions and in grocery stores. In fact, there is no scheme of advertising we have not tried, and, after all, we have found none so effective as the trade journals and the daily newspapers."

W. A. C.

(A SAMPLE AD.)

HIGH-CLASS GROCERIES.

We purchase our stock from reliable dealers, and our goods at all times will be found strictly fresh and of the choicest quality. We make a specialty of keeping on hand the choicest lines of

Canned Meats, Fruits and Vegetables.

Quality is an essential in this class of goods.
We place in stock only the most reliable brands.

TAYLOR & CRUSO,

Successors to Jas. Miller, Victoria Block, Fort William.

A GOOD GENERAL AD

## THE NEW TOBACCO COMBINE.

Details in regard to the new international combination, known as The British-American Tobacco Company, Limited, have just been made public, according to cable advices. The company has been registered at the Somerset House, and the capital stock, which is placed at £6,000,000, is divided into 1,500,000 shares preference and 4,500,000 ordinary shares of £1 each. The objects of the company, as stated in the memorandum, are to adopt an agreement proposed to be made between The Imperial Tobacco Company of Great Britain and Ireland, Limited, of the first part, Ogdens, Limited, of the second part, The American Tobacco Company of the third part, The Continental Tobacco Company, of the fourth part, American Cigar Company, of the fifth part, Consolidated Tobacco Company, of the sixth and Messrs. Williamson, Whitehead, Fuller and James Inskip, trustees on behalf of The British-American Tobacco Company, Limited, of the seventh part. The further objects of the company are to carry on the business of growers, manufacturers and exporters of tobacco and its products in any part of the world. The first 18 directors are to hold office until 1904. The head office is to be in London. The solicitors registering the company are Grace, Smith & Hood, of Liverpool. The registration duty paid on the formation of the company is £15,050. The company does not now offer any shares to the public.

His Pound of Flesh.- Financier (tenant of our forest, after a week of unsuccessful stalking): Now, look here, my man. I bought and paid for ten stags. If the brutes can't be shot, you'll have to trap them! I've promised the venison, and I mean to have it!

**NOT IN IT**

Those who are not handling our

**"EMPIRE" Brands** of

Salmon, Baking Powder, Tea, Coffee, Extracts, etc., etc.

JUST IN **Labrador Herring and Labrador Salmon.**

**Lucas, Steele & Bristol,** Wholesale Grocers, **Hamilton, Ont.**

JERSEY CREAM YEAST CAKES—THE ONLY YEAST WITH CREAM IN IT.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

The TOMATO QUESTION seems to be a serious one with the grocery trade just now. Don't worry if present high prices prevail, you will buy them right when wanted in the Spring. Our ideas of what a retail merchant should buy if he did a trade of $20,000 per year would be as follows :-

| | | |
|---|---|---|
| To sell at 15c. per tin, | - | 10 cases |
| 2 for 25c., | - | 25 " |
| 10c. per tin, | - | 100 " |
| 3 for 25c., | - | 300 " |
| 7c. per tin, | - | 500 " |

Are we right? If so, the pack of this year will last Canada for the next 5 years at present high prices. You may buy tomatoes in the Spring at 85c. If you have to pay fancy prices buy one case at a time.

Tomatoes are no good anyhow.

BUT JERSEY CREAM YEAST CAKE—THE ONLY YEAST WITH CREAM IN IT—IS ALL RIGHT.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

**James Turner & Co.,** Wholesale Grocers, **Hamilton**

Will our friends in Ontario and Quebec, who are instructed to make enclosures in our cars to the West, always advise us before making shipment? On receipt of such advice we will promptly reply as to probable date of starting of cars.

Also, will shippers please note the following :

**Mark address of consignee in full.**

**Send typewritten copy, giving memorandum of contents and weight of each package.**

**Always prepay freight to our warehouse.**

Unless the foregoing instructions are carried out by shippers, reluctantly we must decline the responsibility of forwarding such freight.

NOW IN STORE

New Cleaned Currants.
New Select Valencia Raisins.
Crosse & Blackwell's Peel.
York Peel.

Get our prices before buying.

THOS. KINNEAR & CO.,

Wholesale Grocers, 49 Front St. East, TORONTO

## TRADE IN COUNTRIES OTHER THAN OUR OWN.

### TEA IN NEW YORK.

No trading of any importance was reported in the market for invoices, due largely to the absence of offerings and the extreme prices for which sellers were holding. Advices from the east report strong market, and with the season fast drawing to a close offerings were light. The line business was moderately active at full quoted values.—New York Journal of Commerce, October 21.

### SEEDED RAISINS IN NEW YORK.

Prices to arrive on new crop Californian seeded raisins have been advanced by the local seeder, who named a low basis at the time the Coast seeders fixed the opening values to 7¼c. for choice and 8c. for fancy in 1-lb cartons laid down here. The advance is believed to be due to the delay in shipments of new seeded owing to the strike among the employes of the Coast seeders, and which at the close to day was reported by wire from Chicago to be ended. The few lots of new crop Coast seeded that have arrived to date have gone mostly into the hands of the buyers here purchasing direct from the Coast. One lot coming to a broker here was sold yesterday at 8¼c. for fancy in 1-lb. cartons. So far as can be learned no bulk goods have come forward.

On the spot a sale of 1,000 cases of 1901 pack seeded raisins was reported to-day. The prices were withheld, but are said to have been close up to quoted prices. Interest in the situation on the Coast is growing, and not a little uneasiness is felt in jobbing quarters over the delay in shipment of goods purchased at the opening basis. It is stated that most of the contracts read, "shipment when ready." This is regarded as possibly one of the reasons why Coast packers have shown an indifferent attitude in the matter of settling the strike, as had contractors specified time of shipment there would have been an obligation on the part of the packer to avoid delay. Late to-day a private wire from Chicago reported the strike as having been settled. No details were announced.—New York Journal of Commerce, October 18.

### VIRGINIA PEANUT CROP.

Letter advices from Virginia regarding the coming crop of peanuts say: "Owing to the fact that a majority of the cleaners are out of stock and their inability to furnish any new nuts for nearly two months, the market is firm. The weather is so warm that it will be a long time before nuts will be dry enough to work up. One cleaner here who usually carries large stocks says for the first time in 13 years he is out of stock. Owing to the fact that stocks of old crop are light farmers should get higher prices than in several years. It will take a large crop to supply the trade the coming season."

### SITUATION IN SUGAR.

Czarnikow, MacDougall & Co., say of sugar: "There is no doubt that the result of the unfavorable weather which has prevailed in Europe this season will be a beet crop falling far short of that of last year, but the extent of the shortage must remain uncertain for some time longer. One authority, Mr. Giesecker, has given so low an estimate as 5,350,000 tons, which is 1,530,000 tons less than last crop, but this estimate is not generally accepted, the prevailing view being that the crop will reach 5,600,000 tons, or possibly 5,750,000 tons, or a deficiency of from 1,130,000 to 1,280,000 tons. This, combined with the fact that very little doubt exists of the ratification of the Brussels Convention by both France and Austria, has been the cause of the recent advance in Europe. Informa-

FINE OLD CHEESE.

We have left a few boxes Fine September's, 1901 make.
Quality exceptionally fine.

GET OUR QUOTATIONS . . .

A. F. MacLaren Imperial Cheese Co., Limited, - TORONTO.

NOW IN STOCK.

CLEANED CURRANTS

Fine Filiatra, Amalias, Patras, Vostizzas.

HALF-CASES.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers. TORONTO.

tion respecting the growing cane crops remains unchanged. That of the Argentines is likely to be 50,000 tons less than last year's, and, if so, will fall short of the requirements of the country. That of Brazil will also show a large shortage. In Porto Rico the cane looks well, but it is less advanced in growth than at the same time last year. Guma cables that the growing crop in Cuba is suffering from drouth."

### CURRANTS IN NEW YORK.

Stocks of currants were increased to-day by the arrival of the steamer Pocassett with approximately 1,750 tons old and new fruit. The arrival caused little change to be noted on the spot, holders quoting 4¾c. for new crop uncleaned in barrels and 4½ to 4⅝c. for fine old. The new fruit arriving on this vessel is reported largely sold to arrive, a good portion going to interior jobbing account. According to the official returns from the Customs House the stock of currants in bond on October 1 was 2,849,476 lb., compared with 1,428,755 lb. on October 1 last year. The receipts this year for September were, in round numbers, 1,912,000 lb., which, added to the stock in bond on September 1 made a total of 5,218,000 lb. These figures show a consumption for the month of, in round numbers, 2,500,000. Since the beginning of the month the Jenny with 1,100 tons and the 1,750 tons on the Pocassett have arrived. The steamer Turpie is reported close by, and the steamer Maria with 1,200 tons is on the way. The steamer Alberto is now in Greece loading and the Thomas Melville is expected here shortly.

The steamer Georgia has also reached port and brings 375 tons, said to be mostly new fruit. The Turpie is expected early next week with about 1,825 tons.—New York Journal of Commerce, October 18.

## STALE GROCERIES.

OLD groceries, as well as everything else that is stale, are not attractive. Grocers should be attentive to keep their stocks always fresh. The Retail Grocers' Advocate has been looking into the ways some of the grocers of New York attend to their stock. It says: "There are not a few grocers in New York who rarely if ever overhaul their surplus stock during the year, and, as they keep on accumulating, it becomes a serious question after a year or two how to dispose of them.

"Some grocers, however, will begin to work them off with newer goods, with the frequent result that a customer finds himself in possession of articles that are rarely stale and unfit for use.

"Recently a grocer on the West Side, who had just bought in, found that the former owner had been doing this very thing, and customers were going elsewhere.

"By great exertions he finally succeeded in stemming the tide, and brought the trade back. But it was a narrow margin.

"Grocers often do this thing unconsciously; they keep buying, and as they buy they relegate the older goods to the back shelves, and before they are aware of it a year or two has passed, and then the error is discovered.

"It is a poor practice. Grocers should at least overhaul their stock once a year, but once in four to six months would be better."

## SOME FALL STRAWBERRIES.

R. Barron, the well-known grocer, Yonge street, Toronto, has received some very fine fall strawberries, which were grown at Clarkson. They are large, luscious-looking berries, apparently as sweet and juicy as those that grow in the early summer.

G. H. Greene, general merchant, Copetown, Ont., has sold out to David Lawson.




UPTON'S

Jams, Jellies and Marmalade

Are a Safe Investment.

They will give you and your customers satisfaction.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited.

SOLE AGENTS, TORONTO, CANADA.

# THE PROVISION TRADE

AND COLD STORAGE NEWS.

### HOW LARD IS MADE.

IN giving an account of the packing trade, The Butchers' Advocate has the following to say about how lard is made in the big packing houses :

Lard is another important product of the hog. The packer divides it into two kinds —leaf lard and steam lard. Leaf lard comes from the surplus fat that accumulates in the hog, incased in a skin somewhat similar to that inclosing the intestines, only of frailer fabric. From the hog this leaf is washed and then goes to the rendering kettle. The leaf is cut into strips about three inches wide which is again cut into squares about three inches long. This cutting has to be done with much care, for mangling the leaf is detrimental to the production of good lard. The kettle is generally an open-jacketed one with a space for steam between the two parts of the kettle. A heavy shaft suspended through the kettle horizontally has arms attached which pass close to the bottom. This shaft in revolving keeps the mass in constant motion. This kettle holds about 10 tierces, and is kept constantly full, the steam being turned on in the jacketed space at a pressure of about 15 lb. and a temperature of about 222 deg. F. The water taken on in washing the leaf first arises as vapor, and continues to vaporize as long as any water is left. After a time the surface begins to sink, showing that some of the leaf has melted, and the shaft and stirrers are started and the temperature is raised to about 250 deg. F. Cut leaf is added from time to time to keep the kettle full, so that it is full of lard to the brim when the rendering is completed. After about five hours the cooking is finished, and the steam is turned off. A small amount of salt is thrown into the kettle, and after an hour of settling the lard is drawn off from the bottom through an opening over which there is a fine screen of wire cloth. From here the lard is run to an open tank where it cools to a temperature of 160 degs. F., when it is drawn into tin pails of about 20 quarts each, and from these filled into packages of wood or tin, and placed in a room where a blast of air of a temperature of about 40 to 45 degs. is blown over it. The rapid cooling causes a shrinkage on the surface and gives a crinkled effect that was formerly believed to be an indication of its purity. The color of leaf lard is creamy. Nearly everything to day enters into leaf lard from leaf to belly trimmings. Much leaf lard is made into neutral oil. This oil is free from animal smell and taste.

Stock for making steam lard comes from all sources and every grade of hog products, from the feet trimmings, or feet themselves, to the skull or head bones. The rendering is done in tight iron cylinders from 30 to 72 in. in diameter and from 6 to 16 ft. deep, generally suspended through one floor with a discharge at the bottom of about 12 in. in diameter, and an inlet opening on the top of about 16 in. in diameter. Both these openings are covered. The pressure of steam used varies. After the rendering is completed and the steam pressure removed, the tank is allowed to settle. The refuse, such as bones and flesh tissues, sinks to the bottom of the tank, and is used in making fertilizers ; above appears a layer of water, and above this, in turn, is the lard. The lard is drawn off into large steam jacketed kettles holding 20 to 30 tierces each. These kettles are then heated to above the boiling point of water. This is the refining process, and is continued until the water in the lard ceases to rise as vapor from the kettle. As soon as the water is evaporated the lard settles and is pumped into a large cooler before it is prepared for shipment. The failure to remove all the water in this process of refining is the cause of rancid or spoiled lard.

### PRICE OF BEEF IN BELGIUM.

An article concerning the price of beef and the scarcity of cattle in Belgium recently appeared in the newspaper Le National, of Brussels. The following is a quotation from it :

" According to information received from a high official of the Agricultural Department, the probable increase in price of beef is caused by the poor crop of Indian corn in the United States, advance in price of American cattle, extensive purchase of cattle by England in Holland—in short, by a series of causes the effects of which are felt in all countries. In Germany, the retail price of beef has increased 10 per cent.

" The Department of Agriculture says it is a mistake to believe that if the frontier were free of Dutch cattle, the situation would be improved. The sanitary inspection is not an obstacle and nothing prevents the introduction of fat cattle. If cattle are dear on our market, it is simply because they are also dear in Holland, where they are much in demand by English consumers. In view of the increase in price, a reduction of quarantine is asked for Dutch thin cattle, as it is claimed that quarantine is no longer justified as a sanitary measure, since no epidemic of aphthous stomatitis now exists in Holland. Those who advance such an argument forget that tuberculosis is always prevalent there, and quarantine was established for both diseases. Last year, more than 1,600 animals which arrived at the frontier were sent back to Holland on account of tuberculosis. The entry into Belgium of French cattle will not be authorized, as French cattle suffer from numerous diseases."

### WANT CANADIAN BACON.

THE CANADIAN GROCER is in receipt of a communication from a firm in Brooklyn, N.Y., wishing the names of Canadian firms handling unsmoked bacon. Their object is to place them in touch with an English house wishing to do business in Canadian bacon.

### FRANCE ON HORSE MEAT DIET.

According to Paris, France, information, the French people must eat more horse meat or go hungry. The Minister of Agriculture, M. Mougeot, recently decided to send throughout the country lecturers who will try to remove the popular prejudice against eating horseflesh. Although the demand for horse meat is increasing rapidly, it is not sufficient to meet the supply of horses now being killed because of old age or injury. The Minister of Agriculture believes that in view of the large beef importations from North and South America the amount of horseflesh left unconsumed constitutes an injury to the nation's wealth.

### LOWER HOG MARKET.

With 10,000 more hogs in Chicago than expected and a 10c. lower market the whole list started off easier and declined still further, closing lower for the day, helped down late by the break in corn, though not helped up early by its advance. Trading was not active for want of buyers, the shorts having already been squeezed out and there




Registered Trade Mark Brand
Found on all our Bacon and Hams

# IRISH PROCESS CANADIAN BACON

"There is nothing too good for the Irish" has heretofore literally applied to the produce of their packing houses, but with the firm conviction that what is good enough for the Irish is not too good for Canadians, we have succeeded in producing a line of

## Hams and Bacon Unexcelled in the World.

The fine flavor is preserved, and the nutritive qualities enhanced.

**Do you handle it? If not, write**

## The Farmers' Co-Operative Packing Co.

**of Brantford, Limited.**

**From 3-lb. Tins up.** **Write for Price Lists.**

When you have any

# BUTTER OR EGGS

to offer, write or wire us. We are buyers.

## The J. A. McLean Produce Co., Limited

75-77 Colborne Street

Telephone Main 2491. Toronto.

# MINCE MEAT

Thanksgiving Day this year has been fixed for the 16th of October—Thursday of this week. We are providing for it, and have now ready a stock of first-class English Mince Meat, in 5, 12, 27 and 60-pound pails. The Mince Meat we put on the market last winter gave excellent satisfaction; that which we are now making will be better, being made out of choice new fruit and spices. Let us have your order now. Our Mince Meat is in good demand all through the winter.

## F. W. FEARMAN CO.

**(Limited)**

**HAMILTON, ONT.**

# Fresh Pork Sausage.

You will please your customers and increase your trade by handling ***Our Celebrated Pork Sausage.***

Delicious in flavor and always fresh made. Once used always kept in stock. Expressed to all parts of Canada. Try a Sample Basket.

## The Park, Blackwell Co., LIMITED

**PORK PACKERS,**

TORONTO, ONT.

being no long buying to take their place, Cash prices are easing with the futures and on the lack of demand, buyers holding off wherever possible for lower prices. Lard opened 2½c. off for October in Chicago, lost 15c. more, rallied 2½c., and closed 15c. off for the day.—New York Journal of Commerce, October 21.

### LOWER BEEF PREDICTED.

It is thought there will be a decline in the price of prime beef within three or four months. The heavy receipts of cattle at Kansas City point to heavier future receipts in the winter, and there will be a corresponding improvement in the beef quality of corn-fed animals. A natural decrease in prices for prime beef will follow. It is generally believed that as soon as the corn fed animals begin coming to the market, a few months hence, with the present low prices for corn, the price of the first quality of meat will take an appreciable drop.—St. Paul Trade.

### CANADIAN CATTLE VIA ST. PAUL.

One of the largest shipments of cattle from Canada for the east ever handled by the Customs Department of St. Paul, Minn., passed through that city recently. The cattle were from Winnipeg, Man., and were bound for Boston, where they will be loaded for Liverpool.

There were 40 carloads, containing 800 head of the big steers, and, after being fed at New Brighton, they were shipped east under Customs seal, after having been inspected by the local officials. The cattle are consigned to several meat firms in Liverpool and will be slaughtered soon after their arrival in England.

The shipment is the first of several which, it is reported, will be made during the next few weeks. Another bunch of 1,600 head, which will fill 80 cars, is expected in a few days, and other large consignments are expected to follow. At present there is a scarcity of beef in Great Britain, and the shipments will greatly relieve what is thought would develop into a meat famine before many weeks.

The cattle which passed through were one of the finest lots of Canadian steers that have ever been shipped to Europe, according to the reports of the Canadians who were in charge of the animals, and it is expected that they will bring fancy prices.

### THE PROVISION MARKETS.

TORONTO.

Western dressed hogs are now being offered at $7.50 in carlots. On the local market prices of dressed hogs have declined

CENTRAL Business College
STRATFORD, ONT.
One of the best Commercial Schools on this Continent. Write for Catalogue.
W. J. ELLIOTT, - Principal.




C. P. FABIEN
Manufacturer of Refrigerators and Ice Chests Diplomas awarded at Montreal, Toronto and Ottawa Exhibitions. Over 50 patterns to choose from. Proprietor of Aubin's Patent Grocery Refrigerator, New Dominion, Imperial Dominion, special improved Dairy Palace for Hotels—all hardwood.
3169 Notre Dame St., MONTREAL.

FISH AND OYSTERS
WHOLESALE.
The F. T. JAMES CO., Limited
76 Colborne Street, TORONTO.

A Well Wrapped Parcel
speaks well for the store that sends it out. Our wrapping papers are strong and durable.
Full count. Full weight.
CANADA PAPER CO, Limited
TORONTO and MONTREAL.

Sovereign Molasses Candy
A new and delicious Taffee put up in neat boxes to retail at 10c.
100% PROFIT FOR THE GROCER.
Free Sample.
THE GLOBE MFG. CO., 103 Adelaide St. West, TORONTO.

Austrian Sugar
ON SPOT---TO ARRIVE or FOR IMPORT.
Samples and quotations on application.
ALEX. WILLS, 27 St. Sacrament Street, MONTREAL

All first-class Grocers and Provision dealers should handle the
"L. & S." and "Imperial"
Brands of Smoked Hams, English Breakfast Bacon, Backs, Lard, Etc.
Long Clear Bacon.
New cured, free from rust, light or medium weights. Write or wire us for quotations in case or car lots.
Fowler's Canadian Company, Limited
HAMILTON.

25 to 50c. Beef is active and firm. Live hogs are weaker, and prices are 15 to 25c. lower than last week. We quote: Dressed hogs, $8 00 to $8.25; beef carcasses, $5.25 to $8 00 per 100 lb.; hind quarters, $7 00 to $9.00 per 100 lb.; front quarters, $4.00 to $5.50 per 100 lb.; veal, 7 to 9c. per lb., and lambs, 6½ to 7c. Select live hogs are worth $6 00 to $6 10 and fat and lights, $5.50 to $5.85 per 100 lb. Choice export cattle are worth $5.25 to $5.75 per 100 lb., and lights, $4.25 to $5.

The demand for smoked meats all around is good, and stocks locally are nearly exhausted, Lard is steady. We quote: Long clear bacon, 11 to 11½c.; smoked breakfast bacon, 14 ¼ to 15c.; roll, 12 to 12½c.; medium hams, 13½ to 14c.; large hams, 12½ to 13c.; shoulder hams, 11 to 11½c., and backs, 14½ to 15c.; Canadian heavy mess pork, $21.50; short cut, $23.50 to $24; lard, in tierces, 10¾ to 11c. per lb.; tubs, 11 to 11¼c., and pails, 11¼ to 11½c.; compounds, 8¾ to 10c.; plate beef, $15 per 200 lb. bbl.

MONTREAL.

An improvement in the demand for provisions is reported, and this week there has been a fairly good trade done in the general list of hog products. Offerings of barrel pork are light, and, there being a good demand from the lumber regions, prices are firm. Heavy Canadian short cut mess pork is higher, being now quoted at $24.50 to $25.00.

In dressed hogs there has been another decline, they now being 25 to 50c. per 100 lb. lower than last week. Since then the market has become steadier with a fair demand, and fresh killed abattoir stock sells at $8.50 to $9 per 100 lb.

Lard, both pure and compound, continues to move well at unchanged prices. Some scarcity in bacon is reported, and there is an active demand both for bacon and hams. Our quotations are now as follows: Pure Canadian lard, $2.37½ to $2.40 per pail; Fairbank's "Boar's Head" lard compound, 9⅝c. tierce basis, with extras as follows: 60-lb. tubs, ¼c. over tierce: 20 lb. tin pails, ¼c.; 20-lb. wood pails, ½c.; 10-lb. tins, ¾c.; 5-lb. tins, ⅞c.; 3-lb. tins, 1c. Snow White and Globe compound, $1.80 to $1.90 per pail; Cottolene, 11¼c. for 20 lb. pails, and 11⅛c. for 60 lb. tubs, for Quebec and Ontario; hams, 12 to 14c.; heavy Canadian short cut mess pork, $24 50 to $25.00; Canadian short cut clear pork, $23.50 to $24.00; American short cut clear pork, $24 to $24.50; American fat back, $24 50 to $25.00; bacon, Wiltshire, 14 to 15c. per lb.; extra plate beef, $14 50 to $15.00 per bbl.

ST. JOHN, N. B.

In fresh beef, domestic is freely offered and price is low. For Ontario stock full prices are asked. There is very little demand for mutton. Veal is in light supply. Pork is scarce and higher. There is a continued improved demand. In hams, the market is well supplied. Barrelled pork is still high, but some business is being done. Beef is rather firmer. In lard, there is an active sale. For the size of the market business is heavy. We quote: Mess pork, $21 to $22.50; clear pork, $23 to $24; plate beef, $14 to $16; domestic beef, 5 to 7c.; Western beef, 7 to 9c.; lamb, 6 to 6½c.; mutton, 5c.; veal 5 to 7c.; pork, 8c.; pure lard, tubs, 12c.; pails, 12¼c.; compound, tubs, 9¼c.; pails, 9½c.; Fairbank's refined, tubs, 10¼c.; pails, 10½c.

The Farmers' Cooperative Packing Co., represented here by J. T. Logan, are finding a good demand for their pure lard.

Wm. Hunter & Co., general merchants, Nelson, B.C., are succeeded by J, A. Kirkpatrick & Co., Limited.


# No Matter—

what price other Compound Lards are quoted at, we positively refuse to consider any other brands in competition with

# Boar's Head Brand




Orders can be filled by any of the leading packing houses or jobbers in Canada or direct.

We manufacture at the lowest figure consistent with the cost of raw materials, and will not deviate a fraction from our formula in order to increase our profits. Our Compound Lard sells for more simply because it is better, and Grocers who cannot sell successfully any other brand of compound find that their customers repeat orders for **Fairbank's Boar's Head Brand** after a trial.

# THE N. K. FAIRBANK COMPANY.

**Wellington and Ann Sts., MONTREAL, QUE.**

**Chicago. New York. St. Louis. New Orleans. San Francisco. Baltimore. Boston. Philadelphia. London, Eng. Hamburg, Ger.**

# Goods Well Bought Are Easily Sold.

## WE HAVE THEM.

We offer, to arrive Ex S.S. "Bellona," due here about 10th November:

4,000 Boxes Trenor's F.O.S. "Blue Eagle."
4,000 " " Selected " "
1,000 " " Finest 5-Crown Layers.
1,000 " Schultz Finest Selected.
125 Bales Facon Grenoble and Marbot Walnuts.
100 Cases Shelled Walnuts, 55 lbs.

## JUST RECEIVING INTO STORE TO-DAY:

200 Boxes "BEVAN'S" Bull Shelled Almonds.
125 Flat Boxes Choicest, Brightest
Karabourneau Sultanas (Those the connoisseurs want).
600 Boxes Finest Hallowee Golden Dates,
New York Standard—For delivery on 2nd and 23rd November.

## SPANISH ONIONS.

**We have only a few hundred crates left.**
**We have the stock.**
**We are sellers. Our prices are the lowest.**
**Send us your orders. We are quick Shippers.**

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# L. CHAPUT, FILS & CIE,

**WHOLESALE GROCERS,**
**Importers of Teas, Coffees, Wines and Liquors,**

**Montreal.**

NOW IS THE TIME TO BUY

ELEME FIGS

In 10, 25 and 50-lb. Boxes.

OUR SECOND SHIPMENT IS NOW IN STORE. THE QUALITY IS RIGHT AND OUR QUOTATIONS ARE DOWN TO ROCK BOTTOM.

THE EBY, BLAIN CO., LIMITED

WHOLESALE GROCERS, ETC. TORONTO.

## MANITOBA MARKETS.

Winnipeg, October 20, 1902.

THERE is nothing specially new to record as to trade. All conditions of the week have been favorable and the volume of business large. Threshing is still going forward briskly, and all classes of labor are well employed. The only serious troubles are the car shortage, which now amounts to a blockade at many points, and the fuel question. Even the immediate resumption of work in the mines would bring no relief to Winnipeg before January next. There is plenty of wood ready for shipment to the city, but no cars are available for the purpose, and the supplies of both Galt and Souris coal are being reduced to a vanishing point for the same reason. Whether relief will come before there is an actual fuel famine is a question that is being asked anxiously by many heads of families of households. In the meantime the cost of wood is exorbitant. Prices show few changes for the week. Flour shows a steady and increasing demand without change of price. We quote: Best grade, Hungarian patent, $2; No. 2, $1.85; No. 3, $1.55 and XXXX, $1.25.

CEREALS.—There is a steady increasing demand for nearly all lines, and this week we give a full list of the package cereals most in favor with Western consumers. Rolled oats have dropped to $1.90 for the 80-lb. sack, and other lines in proportion. Granulated and standard oatmeal, $2.70 per 98-lb.; cornmeal, in sacks, $1.75; cornmeal, half sacks, per half sack, 90c.; white beans, choice, $2.30 to $2.85; split peas, per sack, $2.70; whole peas, per lb., 2½c.; pearl barley, Ontario, per sack, $3.30; pot barley, Ontario, per sack, $2.20; rolled wheat, per sack of 80 lb., $2.25; wheat, granules, per sack of 6 to 10-lb. bags, $2.

RICE.—The market is firm, demand is good, and no change in price. Japan is quoted at 5½c.; Patna, 5 to 5¼c.; B rice, 4 to 4½c.

SUGARS.—Unchanged and steady. We quote: Extra standard granulated, $4.35 and bright yellow, $3.75.

MOLASSES.—In steady demand at the following prices: Black strap, in bbls., per gallon, 28c.; black strap, in half bbls., per gallon, 30c.; black strap, in 5-gallon kits, each, $2.25; golden, in half bbls., per gallon, 38c.; Barbados, genuine imported, in half bbls., per gallon, 45c.; Imperial brand, in 3-lb. tins, per case of 2 doz., $3.25.

CANNED GOODS.—So far as fruits are coocerned there is a steady trade of nominal volume. The canned blueberries are still short on delivery and dealers are giving up hopes of anything like their orders being filled. At present jobbers are slow in quoting a price on these goods. A fairly complete list of canned fruits and their prices follow: Strawberries, in heavy syrup, 2-lb., per case of 2 dozen, $3.10; strawberries, preserved, per case of 2 doz., $3.40; raspberries, in syrup, per case of 2 doz., $3; raspberries, preserved, per case of 2 doz., $3.40; black raspberries, per case of 2 doz., $2.60; pineapples, 2½'s, whole, imported, per case of 2 doz., $4.10; pineapples, grated, imported, per case of 2 doz., $3.85; pineapples, 2's, sliced, American, per case of 2 doz., $3.85; pineapples, 2's, sliced, Singapore, per case of 2 doz., $3.70; pineapples, 2's, sliced, Singapore, per case of 3 doz., $5.50; pitted red cherries, per case, $4.50; apples, 3's, canned, per case of 2 doz., $2.40; apples, gallon, canned, per case of ½ doz., $1.70; peaches, 2's, yellow, per case of 2 doz., $3.60; peaches, 3's, per case of 2 doz., $5.75; pears, 2's, per case of 2 doz., $3.10; pears, 3's, per case of 2 doz., $4.25; plums, according to brand, 2's, per case, $2.15; 2's, per case, $2.60; 2's, per case, $2.75; 3's, per case, $3.20; 3's, Green Gage, per case, $3.35; Green Gage, Californian, 2½-lb., per case of 2 doz., $4.25; Damson, Californian, 2½-lb., per case of 2 doz., $4.20; Egg, Californian, 2½-lb., per case of 2 doz., $4.20; apricots, Californian, per case of 2 doz., $4.10; peaches, Californian, per case of 2 doz., $4.75; pears, Californian, per case of 2 doz., $4.95.

CANNED VEGETABLES.—To date only one car of new tomatoes has arrived, while reports of the heavy frost on October 9 seem to have further complicated the situation. Prices for canned tomatoes are not quoted by jobbers this week; in fact, they do not want to sell. Corn and peas are without change of quotation, but they are distinctly firmer in tone. It is reported that Americans have bid for the 17,000 cases of last year's corn now in Ontario. We quote: Carn, 2's, per case of 2 doz., $2; peas, 2's, new, per case of 2 doz., $2; beans, 2's, per case of 2 doz., $1.75; pumpkins, 3's, per case of 2 doz., $2.10.

EVAPORATED AND DRIED FRUITS.—Quotations for Spanish table fruits are given this week as follows: London layers, $2 per box; clusters, $2.50; "Royal Buckingham Clusters," $3.75; fine offstalk Valencia, $2.40 to $2.50. Currants are unchanged at 5¼c. for best Filiatras and 6¼c. for cleaned. Vostizzas, in cases, 6c. Smyrna figs.—The new stock promises to be very fine. We quote: 6-crown, 20c.; 5-crown, 15c.; 3-crown, 12½c.; glove boxes, 14 to 16c.; cooking figs, 4½ to 5c.

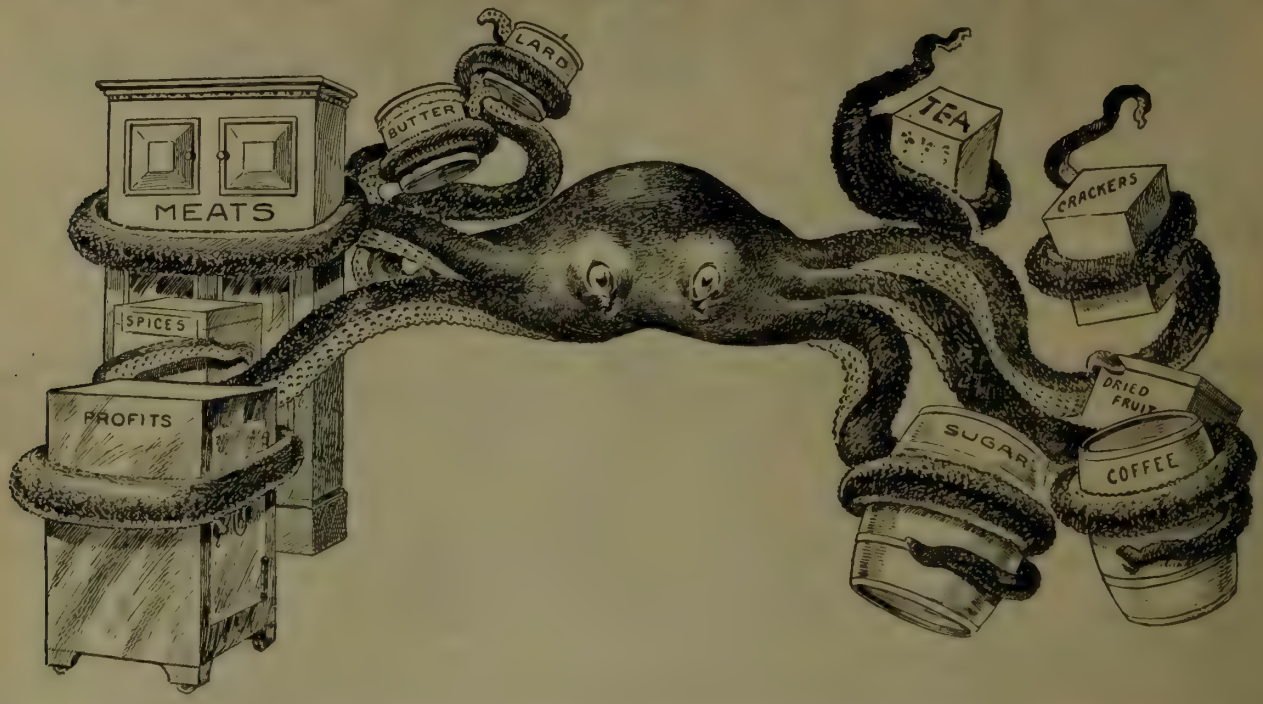
GREEN FRUITS.—Grapes are coming forward rather more freely and prices are a little lower than last week. Concord grapes are quoted at 30c.; Red Rogers, 40c.; Tokays, $3 per case. Malagas are on the way but not yet quoted. There has been a drop of 50c. per barrel on fall apples, and they are now quoted at $3. Winter apples are $3.25 and Snow apples, $5. Cranberries are still quoted at $9, but are expected to advance this week. Lemons are worth $5.50, and there are practically no oranges on the market.

DAIRY PRODUCE.—Dairy butter is increasing in supply, but the stocks accumulated this season are very much smaller than last year. The price being paid for the best grades is 15c. Winnipeg. Offerings of creamery are small and the price is firm at 19 to 20c. factories.

CHEESE.—The price has advanced and jobbers are now selling at 13c.

EGGS.—These continue scarce and are firm at 16½ to 17c. Winnipeg.

# THE OCTOPUS OF WASTE




Don't let this hideous monster (the pound and ounce method of weighing merchandise) fix its tentacles on your store. It is death to profits and everlasting ruin to business.

**The Moneyweight System will rescue you from this vampire.**

**THE COMPUTING SCALE COMPANY,**
**OF CANADA, LIMITED**

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**164 KING ST. WEST, TORONTO, ONT.**

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**MONEYWEIGHT SCALES.**

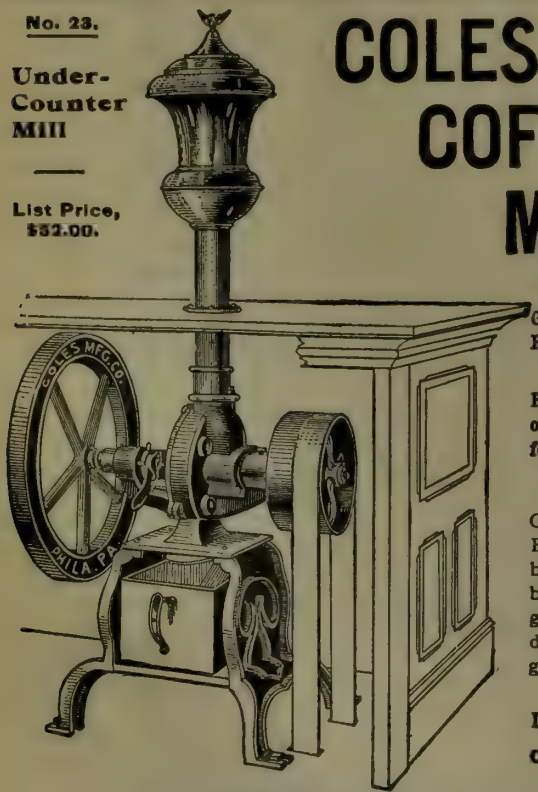
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**No. 23.**

**Under-Counter Mill**

**List Price, $32.00.**

# COLES COFFEE MILLS




**None better for Granulating or Pulverizing.**

**Our mills will Pulverize without heating Coffee.**

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

**A GREAT LABOR-SAVER.**

**Our Grinders wear longest.**

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*"It's the merit of the goods that finally wins business."*



And when you have merit and profit combined what more does a retailer ask?

That's why so many grocers sell

# Paterson's Worcester Sauce.

ROSE & LAFLAMME,
Agents, Montreal.

THE CANADIAN GROCER

*President:*
*JOHN BAYNE MacLEAN,*
*Montreal.*

**The MacLean Publishing Co.**
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WHEN WRITING ADVERTISERS PLEASE MENTION THAT YOU SAW THEIR ADVERTISEMENT IN THIS PAPER

## STRONG SITUATION IN BEANS.

THE tone of the bean market is very firm, and prices now are nearly $1 per bushel more in carlots than they were a month ago. Quotations f.o.b. Toronto are now $2.10 to $2.20 per bushel in large quantities, and very few are offering at these prices.

The crop this year is fully three weeks later than that of last year, and reports from the bean-growing districts of Ontario are not optimistic. The shortage in the crop, it appears, will be very great. The heavy and prolonged rains of the summer hindered the growth and caused the vines to run mostly to stalk, so that there was a smaller percentage than usual of pods.

The harvesting time has also been against the growers of beans, who were unable to get the crop under cover in a good condition for its preservation.

A letter from J. B. Stringer & Co., Chatham, Ont., states that the harvesting time for the beans has been under trying circumstances, as the frequent rains which fell during the past month were near enough together to prevent the plants from drying sufficiently to be placed under cover. The result is that the major portion of the crop has been rendered unfit for commercial purposes. A fair amount of cull beans for stock-feeding purposes will be obtained, however. The farmers who have previously been the most successful and largest growers are this year the greatest losers.

About 15 per cent. of last year's crop is yet in the hands of the farmers, who are holding it for high prices. The few beans that dealers at present control are being offered at $2 per bush. bagged, f. o. b. Chatham.

## COUNTRY AND DEPARTMENT STORES.

A WEEKLY newspaper published in a Western Ontario town recently urged upon its readers the necessity of examining the prices quoted by local merchants in comparison with those quoted by the department stores in the catalogues which they from time to time issue, it being claimed that they would discover that the latter's figures were higher rather than lower than those ruling in local stores.

It is a pity that country newspapers did not do more of this kind of educational work. Country storekeepers, as a rule, are well able to compete with the department stores, as far as prices are concerned. The trouble is, however, that the fact is not sufficiently brought home to the consuming public. The secret of the department stores' success is largely due to the fact that they publish prices broadcast throughout the land. The figures may be high or low, but to the average consumer the very fact that they are quoted at all seems to convince them that they are low, or else they would not be quoted.

Country merchants should, from time to time, impress upon the publishers of the local newspapers the necessity of educating their readers along these lines. But the merchant's duty does not end here. In his advertisements he should, as far as possible, mention the prices just as the department stores do. He may claim that this is giving his figures to his competitors, but while this may be so to some extent, it should not be forgotten that he has the start of his competitors, and that the advantages far outweigh the disadvantages.

It is the merchants who strike out for themselves, giving no thought to what their competitors may think or do, that are the most successful in business.

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The harder one works the easier it is for him to get along in the world.

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## HELPING CANADA'S PRESTIGE.

THE announcement that the Grand Trunk Railway has declared dividends on its second preference stock will no doubt interest a good many people other than those actually concerned in them. We refer to all people who take a lively interest in the affairs of the Dominion and who are students of its history. It is not so many years since that the Grand Trunk, on account of the poor results obtained by the capitalists in Great Britain who had invested in the stock, caused financial men on the other side of the Atlantic to look askance upon Canada.

No doubt a great deal of the bad name which the railway possessed was largely due to lack of proper management, but this, however, was not sufficiently taken into account by the financial papers in Great Britain. Since, however, radical changes have been made in the management, and more power has been given to the company's authorities in Canada, there has been a marked improvement in the attitude of capitalists, not only toward the railway itself but towards the Dominion as a whole. Of course, a great deal of the improvement in the financial position of the railway is due to the material development which has taken place in the industrial life of Canada; but, at the same time, had the company continued to be managed in the same old way it is very improbable that it would now be paying dividends on the second preference stock.

It does not matter how prosperous a country may be, railways, like ordinary commercial enterprises, must be properly managed in order to secure satisfactory results.

## CONSTITUTIONAL PRECEDENT AND BUSINESS ABILITY.

OF course, the most interesting event this week in commercial as well as in political circles is the exit of Hon. J. I. Tarte from the Dominion Cabinet. The Department of Works, over which Mr. Tarte has presided for the past six years, is essentially a business department ; but the prominence which the honorable gentleman has obtained through his advocacy of a higher Customs tariff is what gives particular zest to the interest of business men in the event which promises to be a political nine-days' wonder.

Whatever may be one's views as to the political opinions to which Mr. Tarte has recently been giving expression so vigorously, one cannot but regret his departure from the Cabinet.

Whatever may be his faults, he has at any rate been an exceptionally good Minister. The Department of Works was certainly never administered better ; and it has certainly had men at its head who were a great deal less efficient. He was not a theorist in the administration of his Department; he was a practical man. Not merely satisfied with the reports of subordinate officials, he travelled day and night to ascertain for himself the necessities of each particular case. Had he been presiding over the destinies of a purely private business enterprise his zeal could scarcely have been more ardent or his efforts more untiring.

A Canadian he certainly is ; and for the welfare of the Dominion he is undoubtedly jealous. It was this jealousy, however, that was at the root of his indiscression ; for indiscreet he most assuredly has been.

His advocacy of a tariff war against the United States was scarcely a wise thing. Tariff wars, like physical wars, are costly. We have the recent tariff wars between France and Italy and Germany and Russia to remind us of this.

But his unpardonable sin lay in the fact that he not only acted without Cabinet authority in the policy he enunciated, but he assumed the championship of a policy to which the Cabinet is opposed. In other words, he was running in the face of constitutional precedent. And constitutional precedent, like the laws of the Medes and Persians, appears to be unalterable. At any rate, the Hon. Mr. Tarte had to be sacrificed to constitutional precedent.

One cannot but regret, from a business standpoint, that it had to be so, for it must be remembered that it was not for inefficient administration of his Department that he had to step down and out.

Mr. Tarte is thus in the position of a valued partner in a commercial enterprise who, by giving expression to views displeasing to the other members of the firm, is compelled to sever his connection with the same.

It is evident that in political affairs constitutional precedent carries more weight than administrative ability.

Had it been Sir Richard Cartwright, the Minister of Trade and Commerce, who had been guilty of the indiscretion, business men would scarcely have regretted it, for Sir Richard, unlike Mr. Tarte and such Ministers as Messrs. Mulock, Fielding, Paterson and Fisher, is an obstacle rather than an assistance to the Department which he administers.

## THE CANADIAN-SOUTH-AFRICAN SERVICE.

ON October 18, the steamer Ontario, of the Allan Line, sailed from Montreal for Cape Town, Port Elizabeth and Durban, inaugurating the new Canadian freight service to South Africa. Her cargo consisted of a considerable quantity of butter, 250 tons of compressed fodder, 2,000 tons of flour, besides shipments of enamelled ware, stoves, carriages, joiners' work, autoharps and dressed lumber.

At the farewell luncheon, Capt. Gambell stated that he expected the trip to Cape Town, 7,170 miles, would occupy about 28 days.

These are the principal facts concerning the sailing of the first steamer of the South-African service. Next month an Elder-Dempster liner will leave Montreal, and in December a Furness liner. All these vessels have been equipped with ample cold storage accommodation. Being only freight steamers, they will not carry passengers. This side of the service will be developed later.

The significance of this initial trip is considerable. Since the war all the more important commercial nations have been making a grab for South-African trade. Besides the several British and United States lines doing business with South Africa, there are two German lines, one French line and one Austrian line trading direct with Cape Town. The fact that Canada can start a line for herself speaks well for the energy of this country.

The present state of South African shipping discloses some interesting developments, from a knowledge of which Canadians should benefit considerably. There is in the first place the monopoly or attempted monopoly of the English shipping ring. This conference of steamship lines, as it is called, has been formed to keep up rates and keep out competition. By a careful system of rebates, these companies are able to keep business. A merchant who trades with a rival company forfeits his rebate, and this forms a powerful reason for maintaining good-will with the ring. At present Mr. Huston, a powerful ship owner, is making an attempt to fight the combine. He is prepared to drop a cool million to do it, and the public hope he will succeed. As it is, the prevalent high rates charged, which, of course, fall on South-African consumers, are most prejudicial to the British interests in South Africa.

The New York lines have not been slow to take advantage of this state of affairs. In fact, a rate war has been started among the different companies to secure African trade, and rates fully 21s. below the lowest English rates have been quoted.

Thirdly, the Germans have been quietly building up an East Coast trade and now practically control the shipping to East Africa. This enables them to strike also at South-African shipping, for they are right in the neighborhood.

Under these circumstances it is just as well for British prestige that Canada has entered the field in however unpretentious a manner. Though Britain does control the greater portion of the £40,000,000 sterling of commodities that enter Cape Colony and Natal, such may not be the case for long and Canada has many of the commodities which are needed there.

## HIGHER PRICES FOR OYSTERS.

STANDARD bulk oysters have advanced 10c. per gal. during the past week, and dealers state that there is no doubt but what they will be dear this season. As yet no further advance is decided on, but the general opinion is that still higher prices are by no means unlikely. Oysters of all sorts are none too plentiful this year. Reports from Baltimore, Norfolk and New Haven state that the oyster beds are becoming limited, and that in consequence dealers there have felt warranted in advancing their prices fully 25 per cent. On this market, although an advance has been made in sympathy with the American market, the increase is not proportionate and a further increase may be necessary.

The propagation of the oyster is now an important feature in the situation, and with the rapidly-increasing consumption, stimulated by the growth of the West, it is becoming apparent that the supply must more and more be drawn from the cultivated beds, rather than depend on the natural growth.

Malpeque oysters are also scarce this season. There has been no recent advance in the price, Malpeque shell oysters now selling at $4.50 to $6.00 per bbl., and it is likely that these figures will be kept to throughout the season, unless weather conditions should interfere with the fishing operations. But the market is firm at these quotations and by all indications will remain so for the season.

## TEA EXPORTS OF GREAT BRITAIN.

REEXPORTATION of British-grown tea from the United Kingdom again appears to have taken a new lease of life. Returns recently issued show that in both Indian and Ceylons tea there have been considerable increases; and in both these teas Canada has shared in the increase. For example, during the period from June 1 to September 30, the quantity of Indian teas exported from the United Kingdom to Canada was 493,117 lb., compared with 152,823 lb. during the same period in 1901. The quantity exported was the largest on record for the period. The quantity of Ceylon tea reexported to Canada was 1,087,555 lb., against 768,637 lb. at the same period last year.

Our readers will, perhaps, be interested to know that in Indian tea there was quite an increase in the reexportation to the United States during the period, the quantity being 373,617 lb., against 195,789 lb. In Ceylon tea, the quantity reexported to the United States was less than for the same period in 1901, the figures being 716,680 lb. and 825,235 lb. respectively.

The total quantity of Indian teas reexported to all countries from June 1 to September 30, was 4,657,664 lb., against 3,390,267 lb. for the same period a year ago. In Ceylon, the figures were 6,499,278 lb. and 5,985,555 lb. respectively.

The tea-shippers in Great Britain are naturally somewhat pleased over the result of the four months' trade.

## HINTS TO BUYERS.

Contributors are requested to send news only not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

T. KINNEAR & Co. are in receipt of first shipments of Eleme figs in 10-lb. and 1-lb. boxes; also, of naturals in 28-lb. boxes.

A carload of new currants arrived this week for H. P. Eckardt & Co.

Labrador shore herrings, in ½-bbls., are offered by The Eby, Blain Co., Limited.

The Davidson & Hay, Limited, have in stock "Eagle" blueberries, 1902 pack.

Goodwillie's fruits in glass, new pack, are in store with The Eby, Blain Co., Limited.

The Davidson & Hay, Limited, have now in stock "Falcon" corn and peas.

H. P. Eckardt & Co. are selling canned grated pineapple at a very low price.

Shipments of Indian and Ceylon teas have just been received by T. Kinnear & Co.

The Davidson & Hay, Limited, have just received 1,000 ½-cases cleaned currants.

The Davidson & Hay, Limited, have in stock select Valencias which they received this week.

Crosse & Blackwell's marmalade, in 2, 4 and 7-lb. tins, may be had from H. P. Eckardt & Co.

"Clover Leaf" salmon, both flats and talls, have arrived in store with Grocers' Wholesale Co., Limited, Hamilton.

The Eby, Blain Co., Limited, offer a full line of boneless fish, bulk and 1-lb. blocks, pure cod fish, 1's, and new scaled herrings.

W. H. Gillard & Co. are offering a limited number of cases of a special line in pie peaches, 2½-lb. tins, splendid stock, at a low price.

W. P. Downey, Montreal, offers to the trade Rodenbeck & Wahl, Leghorn, choice citron, lemon and orange peels, in 7 lb. boxes, to arrive November 2.

A direct shipment from Singapore of medium pearl tapioca for Grocers' Wholesale Co., Limited, bought at lowest price, will arrive in the course of a few weeks.

The Eby, Blain Co., Limited, have just received their second shipment of Eleme table figs, in 10, 25 and 50-lb. boxes, which they are offering at close quotations.

Santa Clara prunes, 40 50's down to 100-120's, are in stock with W. H. Gillard & Co. Also "Imperial" brand Eleme figs in 10-lb. boxes., being offered by this firm, show exceptional quality.

E. D. Marceau is receiving by ss. Empress of Japan a lot of China teas, among which are 140 boxes of Pingsuey Young Hysons, which will be offered at a very low price considering the market.

Grocers' Wholesale Co., Limited, announce the shipment from San Jose, California, October 7, of prunes, apricots and peaches. The fruit throughout consists of best quality with full variety of sizes.

W. H. Gillard & Co. report arrival of 10 carloads of their special brands of currants "Paradise" and "Haycastle," in cases and half-cases. Gillard & Co. have handled these high grades of currants for a number of years and report the quality this year finer than ever before.

## MR. HUNTER LEAVES DURHAM.

James A. Hunter, of the widely-known Durham, Ont., departmental store, has disposed of the business to Alex. Russell, of Elora.

The Hunter establishment, which has been doing business for well on to a half-century, is one of the landmarks of the County of Grey, and the dropping of the name Hunter in connection with it will be regretted by all of the old-timers, who in a great many respects are of a highly conservative nature.

Mr. Hunter has left for Minneapolis, Minn., where he will join his brother in the life insurance business, as one of the representatives of the Canada Life Assurance Co.

## PERSONAL MENTION.

Mr. W. H. Millman, of H. P. Eckardt & Co., returned this week from a business trip through the Northwest. He reports successful business, and speaks in glowing terms of the prospects in the land of the prairie.

Mr. O. H. Cummings, general agent of the Postum Cereal Co., Battle Creek, Mich., was in Toronto for a couple of weeks superintending the demonstrations which were being made of the uses of "Grape Nuts." The demonstrations were in the stores of Robert Barron and The Robert Simpson Co., Limited. Mr. W. G. A. Lambe, the Ontario representative reports that demonstrations are being made this week in Hamilton and London.

## BARRIE FIRM DISSOLVES.

George Vickers has retired from the firm of Vair, Vickers & Co., general merchants, Barrie, Ont., after being connected with that concern for over three years. He has purchased the stock of Frawley & Devlin, Barrie, and is continuing business at their stand.

Of course it's only natural that Japan Tea interests should be supported by any and every available argument that looks a little more favorable to the depressing situation. But, the fact is Japan Teas have had their day.

# "SALADA" Natural Ceylon Greens

have cut the ground from under their feet, as is evidenced by a falling off in imports of over 50% in three years.

Don't you think you had better give a thought to this matter, and not wait until some more enterprising dealer than yourself gets away with your trade?

Coming in at the tail end of the procession "counts for naught" these days. **Be a Pioneer. Keep well in the front.**

**"SALADA" Ceylon Teas** } **Black or Natural Green,** Sealed Lead Packets Only. Retailing at 25c., 30c., 40c., 50c., 60c.

**We would like to send you a sample case. Yes, and guarantee its sale or take it back.** } **What do you say?**

**Answer, "SALADA," Toronto—Montreal.**

Offices at Boston, Buffalo, Pittsburg, Detroit, Philadelphia, Cleveland, New York, Washington, Newfoundland, Toledo, Wheeling, W. Va.

## Be Sure

you get your copy of the Fall Number. It will be out on Friday next. We want every grocer in Canada to have a copy, and any merchant who is not a subscriber, but who sends a request on printed stationery, will receive a copy, while the supply lasts.

## The Advertisements

will be worth watching. The largest and best Canadian houses have placed copy with us, and retailers will profit by giving these announcements careful attention. When replying to any of them, or in writing for samples, you will be likely to receive better attention if you mention having seen the advertisement in the Fall Number.

**The Canadian Grocer.**



## *LILY WHITE GLOSS STARCH*

is packed in

**Handsome 1-lb. Packets.**
**Beautiful 6-lb. Trunks and Tins.**
**100-lb. Kegs—extra large crystals.**

**Strongest, Whitest, Purest.**

## The Brantford Starch Works,

LIMITED,

**Brantford, Ont.**

# MARKETS AND MARKET NOTES

## ONTARIO MARKETS.

Toronto, October 23, 1902.

### GROCERIES.

THERE is a good, steady wholesale trade being done in all lines of groceries this week and remittances from the country continue fair. Everywhere are indications of a good fall business and a healthy and prosperous tone pervades the entire country. In canned goods the scarcity of tomatoes is a marked feature and prices are away up with none offering. The nominal quotations are now about $1.50 per dozen. Sugars made an unlooked for advance on the Canadian market of 5c. on all grades this week in the face of telephonic advices from New York, which were to the effect that the market in the United States were anticipated to be unsettled and weak, owing to the fact that Californian beet sugar was being booked for shipment to New York. Pepper, which was strong some time ago, is now a trifle weak. The prices of Grenoble walnuts have been advanced fully 1c., as it has been figured out that the new crop will cost at least that much higher than the old when laid down here. Teas are going out freely and there is a good demand for China greens, which have been arriving on the market this last week.

#### CANNED GOODS.

The shortage of tomatoes is a feature of the market this week and the pack will not be large this year, probably about half the usual one. The vines have now nearly all been killed by the frost and the shortage in the crop can be more accurately estimated. The wet weather caused large quantities of the fruit to drop off the vines before it ripened, and there will be a scarcity of the canned article throughout the year. Prices have now gone almost out of sight, the nominal figure now being $1.50, but no sales are reported at that high figure. Other lines of vegetables are firm and unchanged. Trade, as is usual this time of the year, is quiet. We quote: Salmon, Fraser River sockeye, $1.50 to $1.52½; Horseshoe, $1.50 to $1.52½ and Northern, $1.40 to $1.45.

#### COFFEES

Trade in coffees is fair with a considerable call for some of the better grades. The tone of the outside coffee markets is easier this week under the influence of a large crop movement, there being an unexpected increase in the movement of the Santos crop. Quotations are as follows: Green Rio, No. 7, 7⅞c.; No. 6, 8c.; No. 5, 8¼c.; No. 4, 9c.; No. 3, 10 to 12c. per lb.

#### NUTS.

Trade in nuts has not yet fully set in for the fall. The prices all round are firm and reports from the primary markets are firm and the prices of Grenoble walnuts have here been advanced 1c. per lb. This is because it will cost fully 1c. higher to lay down the new crop here than last year. This season's cocoanuts have now been on the market for a considerable time and are meeting with a fair demand. Peanuts are also moderately active.

#### RICE AND TAPIOCA.

There continues to be a good demand for rice and tapioca, principally in small lots. The outside tapioca markets are steady and in rice, the new crop in the South is only moving moderately, there being a good, general demand for the better grocery grades. We now quote: B rice, 3½c.; Japan, 5½ to 6c.; sago, 3¾ to 4c.; tapioca, 3¼ to 3¾c.

#### SYRUPS AND MOLASSES.

Trade in syrups and molasses is active and the prices are unchanged. There has been a moderate increase in the quantity of syrups in the hands of the United States refiners.

#### SPICES.

Spices, generally, are moving freely, and pepper, which has been firm for some time, is now a trifle weaker. Cloves outside are firmly held in accordance with cable advices from the East, stating that the receipts to date showed a decrease of over 60 per cent. as compared with the same period last year.

#### SUGAR.

The advance of 5c. this week in the prices of sugar all round in Canada came as a surprise to the local dealers, as advices by telegraph from New York the same afternoon reported that Californian beet sugar was being booked for shipment to New York, to arrive about November 10, and a large shipment has left San Francisco for the same place by sea, and which is expected to reach its destination late in January. In consequence, the United States markets were anticipated to be weak and unsettled. At present raws in London are rather strong, the prices showing a gain of 6d. per 100 lb. for the week, and cane in New York was quoted at 1-16 to ⅛c. advance. But the refined market in the United States is demoralized owing to the competition with the domestic beet sugar, there being practically no demand from the west, which is now supplying its wants by purchasing the home product.

**See pages 35 and 36 for Toronto, Montreal, St. John and Halifax prices current.**

The receipts for the week at the four United States ports show a falling off from the preceding week, amounting to about 35,084 tons, against 57,198 tons last week. The meltings continued at 15,000 tons, reducing the total stock to 154,227 tons. The receipts at Cuban ports were 1,000 tons, against 1,000 tons the preceding week, and the exports, 9,300 tons, against 11,300 tons last week, and the stock, 109,000 tons, against 118,000 tons last week with one central still grinding, but with the crop virtually at an end. The visible crop is now 838,500 tons.

#### TEAS.

Shipments of Indian and Ceylon teas have just been received on the local market and some Japan greens and pingsueys have also arrived and are meeting with a good demand. There is an outside improvement in Indian and Ceylon greens, and the demand is even more than can be supplied. Popular prices are 6¾ to 8¼d. c.i.f. for Ceylon greens and Indians. Blacks, in Ceylons and Indians at 5¾ to 7½d. are popular. High grade teas at from 9½d. to 1s. are scarce and teas at about 10 to 10½d., of good style and tippy, are wanted. The market in London, Eng., for Indian and Ceylon blacks is reported firmer. Advices by mail from Kobe, Japan, report a continuance of the strong feeling that was prevalent there some time ago. Desirable descriptions of teas were taken up on favorable terms as soon as they arrived on the market. Decent qualities of suitable descriptions are now difficult to obtain at any price. The market in Shanghai is reported this week exceedingly strong and the prices which were extravagantly high have even been advanced and recent shipments cannot be duplicated. Good liquoring teas of the higher grades have advanced about three taels per picul and medium grades about two taels per picul. The lower grades only have remained fairly stationary. The first young hysons that were recently shipped at 22c. are now reported by cable to be held at 25 to 26c. The market is now closed for the season. In London, Eng., mail advices report an improvement for the lower grades of Indian teas, and the prices of useful liquoring Ceylon teas have hardened with the improvement in the demand.

### FOREIGN DRIED FRUITS.

CURRANTS.—These are in good demand on the local market and the prices of fine Filiatras have hardened a little. The market in Greece is reported firm and unchanged. We quote: Fine Filiatras, 5½c. up; Patras, 6 to 6¼c. and Vostizzas, 7 to 8c. per lb.

VALENCIA RAISINS.—There is a good demand for these and the prices hold firm. A few small lots are being offered from the primary markets. We quote: Fine off-stalk, 8 to 9c.; selected, 8¾ to 9c. and selected layers, 9c. per lb.

DATES.—Trade in dates is quiet. The opening prices on fruit per ss. Tabaristan have not yet been fixed as far as can be ascertained for Canada. We quote as follows: Dates, in bulk, 4½c. and in packages, 6¼ to 6½c.

PRUNES.—Coast advices still report a scarcity of the larger sizes, and we quote as follows: Californian prunes, 100-110, 5c.; 90-100, 5½ to 6¼c.; 80-90, 6¼ to 7c.; 70-80, 6¾ to 7¼c.; 60-70, 7½ to 8c.; 50-60, 8 to 8½c.; 40-50, 8¾ to 10c.

CALIFORNIAN RAISINS.—It has been announced that Californian loose muscatel raisins may be expected to arrive in Canada in a few days, and our quotations are now as follows: Californian loose muscatels, 5c. for 4-crown, Griffin & Skelley brand, 4¼c. for 3-crown and 4c. for 2-crown, f.o.b. Fresno, in 50-lb. boxes.

CALIFORNIAN EVAPORATED FRUITS—A few of these are commencing to move

from stock, but the season is not yet far enough advanced for a heavy business to be done. We quote: Peaches, 9 to 11c. and apricots, 9 to 13c. per lb.

### GREEN FRUITS.

The Scott street fruit market was closed last week after a successful season, during which enormous quantities of fruits of all descriptions were handled. This week the receipts of grapes have been large and the sales have been free. Apples of the fall varieties still are plentiful, and prices of good stock are from $1.50 upwards per barrel. The market is good for oranges and lemons, and our quotations are now as follows: Tomatoes, 25 to 40c. per basket; peaches, 35 to 50c.; pears, 20 to 40c. per basket; grapes, 15 to 20c. for small baskets and 25 to 30c. for large; apples, 10 to 25c. per basket and $1 to $2 per bbl.; crabapples, 25c. per basket; lemons, $3.50 to $6 per box; onions, ordinary, 75c.; Spanish, 90c. per case; peppers, green, 15 to 30c. and ripe, 60c. per basket; oranges, Jamaica, $3 to $3.25 per box and $5 to $6 per bbl.; Jersey sweet potatoes, $2.50 to $3 per bbl.; cocoanuts, $3.50 per sack; quinces, 25 to 30c. per basket; cranberries, $8 to $9 per bbl; butternuts, 25c. per basket; Malaga grapes, $6 to $6.50 per bbl.; Californian lemons, $4.50 to $5 per case; bananas, $1.25 to $1.75.

### VEGETABLES.

Trade in all lines of vegetables is fair and the prices are steady without any quotable change. We quote: Lettuce, 30 to 40c. per dozen; mint and parsley, 20c. to 25c.; turnips, 30c. per bag; cauliflower, 50c. to $1.50 per dozen; cabbage, 30 to 50c. per doz.; carrots, 40 to 50c. per bag; beets, 40 to 50c. per bag; potatoes, 85 to 95c. per bag; celery, 50 to 75c. per dozen; vegetable marrow, 75c. per dozen; corn, 8 to 15c. per doz.; squashes, $1 to $1.50 per doz; pickling onions, 75c. per basket.

### COUNTRY PRODUCE.

EGGS.—The receipts keep falling off every day and the prices are firmly maintained. Owing to the high prices of other food products, the consumption is on the increase. Export shipments of pickled and fresh eggs are now going forward. We quote: Strictly fresh, 18 to 19c. and store gathered, 16 to 17c.

BEANS.—The crop this year is poor and up to the present there have been no offerings. Prices have advanced to $2.10 to $2.20 per bushel.

DRIED AND EVAPORATED APPLES.—Some evaporated apples are being offered from the factories at 6c. The price here is 7c.

HONEY.—The demand has commenced to improve and the prices are steady and unchanged. The stocks in the country have been nearly all marketed. We quote: Extracted, 8 to 8½c. for large quantities and 9 to 9½c. per lb. in small lots. Combs, $1.50 to $1.75.

POTATOES.—The arrivals are on the increase. The prices are firm at 70 to 73c. in carlots.

### BUTTER AND CHEESE.

BUTTER.—There are not many choice rolls now coming forward. The export demand is fair and stocks in Great Britain seem to be large. The local demand is fair with a good call for large rolls. Our quotations are as follows: Finest 1-lb. rolls, 17 to 18c.; selected dairy tubs, 15½ to 16c.; store packed, uniform color, 13½ to 14½c.; low grades, 12 to 13c. Creamery prints, 19 to 20c.; solids, 19 to 19½c. per lb.

CHEESE.—The English markets have advanced considerably during the week for fine Canadian cheese and the strong tone of the English market has been reflected here, advancing prices about ½c. The make this year has been of superior quality and there promises to be a heavy demand in the Old Country all the year for cheese, owing to the high prices of other products. We quote 11¾ to 12c.

### POULTRY AND GAME.

POULTRY.—Very few chickens are coming forward and the quality is poor this year. What ducks are arriving are in good condition. Turkeys are scarce. We quote: Chickens, young, 55 to 65c.; old, 45 to 50c.; ducks, 60 to 80c.; geese, 7 to 8c. per lb.; turkeys, young, dry picked, 13 to 14c. per lb.

GAME.—Very few are offering and the demand is slack. Quotations are nominal at 20c. for teal; 30 to 35c. for pin tails and 70 to 75c. per pair for black duck.

### FISH.

The demand during the week has been a little slow. Whitefish are becoming scarce. Our quotations are now as follows: Fresh fish—Lake Erie herring, 1 to 5c.; perch, 4 to 5c.; trout, 7 to 9c.; pike, 6c.; British-Columbian salmon, 15 to 20c.; whitefish, 7 to 9c.; mackerel, 15 to 20c.; rock bass, 4c.; halibut, 15c. blue pike, 4c.; live lobsters, 25c. per lb.; oysters, $1.25 to $1.35 per wine gallon; smoked ciscoes, $1.25 per basket; Digby herring, 50c. per bundle of six baskets; finnan haddies, 7½ to 8c. per lb. in 15-lb. boxes; codfish, $4.50 for 25-lb. boxes; quail on toast, 5½c. in boxes.

### GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.—The deliveries of grain of all descriptions during the week have been small and wheat is much firmer than it was last week. Oats also are scarce. We quote as follows: White wheat, 69½ to 70c.; red wheat, 69½c.; goose wheat, 64 to 64½c.; barley, 42 to 45c.; oats, 36 to 37c. and rye, 50c. per bushel.

FLOUR.—There has been an active demand for flour and the prices are strong at 10c. advance per barrel. We quote as follows: Ontario patents in bags, $3.60 to $3.70; Hungarian patents, $4.10 to $4.15; Manitoba bakers', $3.85 to $3.90; straight roller, $3.40 to $3.50 per barrel.

BREAKFAST FOODS.—There is a good demand for oatmeal and rolled oats and the market is stiff, which is due to the scarcity of the latter. We quote as follows: Oatmeal, standard and granulated, in carlots on track here, $4.20; standard rolled oats in carlots on track here, $4.00 per barrel; in wood, 15c. extra; broken lots are 25c. per bbl. extra; rolled wheat, $2.25 in 100-lb. bbl.; cornmeal, $4; split peas, $4.75; pot barley, $4.25 in 196-lb. bags, or $4 in bags.

### HIDES, SKINS AND WOOL.

HIDES.—This market is dull and prices remain weak with no quotable change. We quote as follows: No. 1 green, 8c.; No. 2 green, 7c.; No. 1 green, steers, 8½c.; No. 2 green steers, 7½c.; cured, 8½ to 9c.

SKINS.—The prices are well maintained and the market is active. We quote: Veal skins, 6 to 14 lb. inclusive, No. 1, 10c.; No. 2, 8c.; do., 15 to 20 lb. inclusive. No. 1, 9c.; No. 2, 7c.; deacons (dairies), 60 to 70c. each; shearlings, and lambskins, 50 to 55c.

WOOL.—This market is weak and unchanged. We quote: Fleece, 13½c. and unwashed, 7½c. per lb.

TALLOW.—The market is weak and the prices are likely to decline. We quote 6¾ to 7c. per lb.

### SEEDS.

The export demand for alsike has been heavy and the prices are firm at an advance of 25c. per bushel. Timothy and red clover are also moving freely. We quote: Alsike, $6.25 to $7.25 for choice seed; red clover, $5.50 to $6 and timothy, $1.40 to $1.60 aboard at outside points.

### MARKET NOTES.

Sugars have advanced 5 points.

Grenoble walnuts have advanced 1c.

Cheese has advanced ¼ to ½c. per lb.

Beans have advanced to $2.10 to $2.20 per bushel in carload lots.

Canned tomatoes are very scarce and the quotations are nominal at $1.50.

In error it was stated in "The Canadian Grocer" last week that pickles in bulk had advanced 50c. per gallon. The appreciation was 10c. per gallon.

**WANT TO SELL OUT?**

Try a condensed advertisement in THE CANADIAN GROCER. We only charge two cents per word each insertion, and we reach all the grocerymen in Canada. All orders for these advertisements MUST BE accompanied by remittance, and when replies are directed to our care, four cents must be added for use of box.

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**Fancy Sweet Potatoes**

Full-sized Barrels, this week, $2.75 bbl.

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Fine juicy stock, all sound.
Sizes, 126s, 150s, 176s, 200s, 216s, $3.50 box.
Special prices on large lots.

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The
**DAWSON Commission Co., Limited**
FRUIT, PRODUCE AND COMMISSION MERCHANTS.
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**CLEMES BROS.**
**Wholesale**
**Fruit and Commission Merchants.**
Special attention given Mail and Telephone orders.
Your consignments, produce and fruit carefully handled.
WRITE US FOR PRICE LISTS.

## QUEBEC MARKETS.

Montreal, October 23, 1902.

### GROCERIES.

IN the grocery line business continues in a healthy condition, and prospects are good all round. Jobbers report a good demand and an increase in business as the cold season approaches. Green cod is very scarce among the wholesalers at present and prices have advanced. A curious feature in this connection is that while there is a great scarcity, due to the small catch, the fish have been very plentiful, the bad weather only preventing fishermen from obtaining a good supply. Sugar is 5c. higher. Jones' pork is scarce, but the market will shortly be provided for. A letter received from Seville, Spain, dated October 3, states that the crop of Spanish Queen olives is larger than last year, but the fruit is poorer, and a great deal of it is spotted. Rainy weather prevails, but it will do little more damage, as most of the fruit is already stored. Regarding the Manzanilla crop, the report states that it is also larger than last year's, but that there has been much damage to the fruit. Cream of tartar is ¼c. higher, and firm at the advance, on account of the small stocks in France. Sterling prices are quoted at 7s. 6d., which would equal about 18½c., Montreal.

SUGAR.

The demand for sugar has kept up well and a fairly active trade has been dooe in Montreal refined during the week. Prices advanced 5c. per 100 lb. on Tuesday, and we now quote on a basis of $3.75 for granulated and $3.10 to $3.60 for yellows. Nothing of importance has occurred on the local market. In raw sugar a New York report states that there is no change in the situation, the refiners still holding off, and importers not offering at the present prices.

TEAS.

A further advance is reported from the Japan market, which will increase the tendency towards Ceylon teas, which is already a feature of the trade. At the present time there is not a heavy demand on this market for Japan teas. Advices from Yokohama state that in spite of the high prices which ruled during the picking of the second, third and fourth crops, supplies from the country were not proportionately large. Arrivals only slightly exceeded those of last season. Native dealers are of the opinion that as the time approaches when the United States duty will be removed, teas will advance in price, and it is thought that some stocks are being held back on speculation in excess of what is needed for home consumption. Should this be true, the advice states, it is estimated that the total export will not be over 38,000,000 lb., which would mean scant stocks for Canada and the United States for another year. Ceylon teas are moving out fairly well. The offerings for September at the London public auctions of Ceylon teas were 122,000 packages, against 88,000 packages in the same month in 1901. It was noted that there was not a general improvement in the quality that is usual at this season. The bidding was slack with a tendency to lower prices on the commonest grades. In Indian teas, offerings were 183,000 packages, against 163,000 packages in September, 1901. A lot of the teas were inferior,

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CUT TOBACCO ....
OLD CHUM,
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CIGARETTES ....
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the unequalled cleaner. People who once use it, want it, and we will do some sampling for you. 34 Yonge St., Toronto. All wholesalers sell it.

FANCY MALAGA GRAPES
New arrival this week, fine large stock.
BANANAS AND ORANGES
You need both these right now. We have them. Send us your order and be convinced that we ship nothing but the best.
We also buy or sell on commission, Butter, Eggs and Poultry. Write for prices.
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but some choice Assams and some very fine Darjellings were keenly competed for.

SYRUPS AND MOLASSES.

Stocks of Barbados molasses on this market have been considerably reduced, and with a continued good demand, owing to the very low price, indications are that an advance in the near future will not be at all unlikely. At present there is no change, small quantities selling at 23 to 24c. In corn syrups there is but a light movement and prices are as follows: In bbls., 3c.; in ½ bbls., 3½c.; ¼ bbls., 3¾c.; 38½-lb. pails, $1.40 and 25 lb. pails, $1.10.

RICE AND TAPIOCA.

There has been no change in prices. Both rice and tapioca continue to move fairly well, and our quotations are as follows: B rice, in bags, $3.02½; in ½ bags, $3.07½; in ¼ bags, $3.12½; in pockets, $3.17½. In 10-bag lots an allowance of 10c. is made. CC rice, $2.92½ in bags; $2.97½ in ½ bags; $3.02½ in ¼ bags and $3.07½ in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4 to 5c. per lb. and tapioca, 3½c.

SPICES.

Business in the general list of spices has continued active and prices are firm under a good demand. No quotable change has been reported, and our quotations are now as follows: Nutmegs, 35 to 55c. per lb., as to size; penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 22c., according to grade; white, 25 to 27c.; ginger, whole Cochin, 15 to 17c.; Japan, 13 to 14c.; Jamaica, 16 to 20c.; Afghan, 12 to 13c.; ground, Japan, 15c.; Cochin, 16 to 17c.; Jamaica, 20 to 22c.; and Afghan, 13 to 14c.

CANNED GOODS.

The movement in canned goods from stock has been fairly good during the week. In tomatoes, to arrive, jobbers have again advanced prices, and the largest dealers are quoting $1.80 and over. At this unprecedented price they have no fear of not being able to dispose of all the stock they can obtain from canners. Blueberries are none too plentiful, and holders are quoting $1.15 and over. The market is still very firm on all lines. We quote: Tomatoes, $1.80 corn, 82½ to 85c.; peas, 82½c. to $1.20; string beans, 82½c. to 85c.; strawberries, $1.45 to $1.60; blueberries, $1.15; raspberries, $1.45 to $1.60; gooseberries, $1.45 to $1.60; pears, 2's, $1.60 to $1.70; 3's, $2.10 to $2.15; peaches, 2's, $1.65 to $1.70; 3's, $2.50 to $2.75; 3-lb. apples, 85 to 90c.; gallon apples, $2.10 to $2.20; 2-lb. sliced pineapples, $2.20 to $2.30; grated pineapples, $2.50; pumpkins, 95c. to $1; spinach, $1.50; sugar beets, 95c. to $1.00; salmon, pink, 92 to 95c.; spring, $1.25; Rivers Inlet red sockeye, $1.30; Fraser River red sockeye, $1.40.

### FOREIGN DRIED FRUITS.

CURRANTS.—The market is firm under a good demand. On account of the high prices of Valencia raisins, a good demand is expected for currants. No quotable changes are reported, and our quotations are now: Fine Filiatras, 5¼c. to 5½c. in ½ cases; cleaned, 5⅝ to 5¾c.; in 1-lb. cartons, 6½ to 7c.; finest Vostizzas, 6½ to 7c.

SULTANA RAISINS.—There has been no particular change in Sultanas, which are quoted at 9½c. per lb.

VALENCIA RAISINS.—The Denia market has advanced ¼c. per lb. Locally, there is a fair demand, and we now quote: Finest off-stalk, 6½ to 7½c.; selected, 7¾ to 8c. and layers, 7½c. to 8¼c., according to brands.

CANDIED PEELS.—These are going fairly well with no change to note in the prices. We quote: Citron peel, 15c.; orange peel, 11½c. and lemon peel, 10½c. per lb.

MALAGA RAISINS.—There is nothing of importance to note on this market. Prices are steady under a good demand. We quote: London layers, $1.50 to $1.60; "Connoisseur Clusters," $2.15 to $2.25; ½'s, 65 to 70c.; "Royal Buckingham Clusters," $3.30 to $3.35; ¼'s, $1.05 to $1.10; "Excelsior Windsor Clusters," $4.50 to $4.60; ¼'s, $1.30 to $1.40.

FIGS.—Figs are in very good demand and are selling as fast as they arrive. Comadre figs have again advanced, being 2½c. per tapnet higher than last week. They now sell at $1.20 per tapnet and over. Eleme table figs are expected to be scarce. They are quoted in 10-lb. boxes at 11 to 13c., according to size.

DATES.—On new-crop Hallowees, to arrive during the first of November, the quotations are now 4½c. per lb.

CALIFORNIAN RAISINS.—These are in good demand and an active business has been done on a basis of 9¾ to 10½c. per lb. for seeded.

PRUNES.—There is nothing of importance to report on this market. The usual good demand is experienced, and we now quote: 8½c. for 40-50's; 8c. for 50-60's; 7¾c. for 60-70's; 7½c. for 70-80's; 6¾c. for 80-90's; 6½c. for 90-100's.

NUTS.

In shelled walnuts considerably higher prices are quoted this week, Bordeaux being worth 23 to 24c. and Grenobles, 28c. Valencia shelled almonds have advanced on the primary market to a point representing an advance of 2c. here. Our quotations are as follows: Walnuts, 11c.; Tarragona almonds, 12 to 13c.; shelled walnuts, 24 to 26c.; shelled almonds, 29 to 30c.; filberts, 9½c.; Pecans, 17 to 17½c.; Brazil nuts, 11 to 15c. per lb.

### GREEN FRUITS.

Large arrivals of Canadian apples are reported this week, but dealers say that there are few good ones among them. The price has not been changed, and in barrels they are quoted at $1.50 to $3. Muskmelons are now out of the market as are also Canadian peaches and plums. Canadian blue and white grapes have advanced 2c. per basket. Malaga grapes now range in price from $5.50 to $7 per keg. Cranberries are 50 to 75c. per barrel higher. Chestnuts have declined ½c. per lb. Our quotations are as follows: Jamaica oranges, in barrels, $5 to $5.50, boxes, $3.25; Messina lemons, $4.00 per box; cocoanuts, $3.50 per bag of 100; bananas, No. 1, $1 to $1.50 and 8-hands, $1; cucumbers, 11c. per dozen; Canadian cabbage, 25 to 40c. per dozen; potatoes, $1.15 to $1.30 per barrel; peaches, $1.25; plums, $1.25 to $1.50; pears, $3.25 and limes, $1.50 per box; Canadian apples, in barrels, $1.50 to $3 and in baskets, 20c. to 30c.; egg plant, 50c. per basket; Canadian pears, 40c. per basket; Spanish onions, 55c. per crate and $2.10 per case; sweet potatoes, $3.00 per barrel; Canadian blue and white grapes, 20c. to 22c. per basket; Delawares, 35c. per basket, and Malaga grapes, $5.50 to $7 per keg; red grapes, 25c. per basket; cranberries, $8 to $9.50 per barrel; red onions, $2.25 per bbl.; chestnuts, 11c. per lb.

### FISH.

The past week has witnessed a fairly active movement in fish. Some lines have become very scarce, among them green cod, which is 25c. per barrel higher. Mackerel has also advanced considerably, being now quoted at $16 per barrel. Trout is now out of the market, the close season being on. British-Columbian salmon is also unobtainable. No. 1 Nova-Scotian herrings have advanced 25c. per barrel. New Labrador herring are on the market and have sold at $5.50 per barrel. No. 1 Labrador salmon is $2 higher in tierces and in barrels, $1.50 higher. Haddies are ½c. lower. Standard bulk oysters have advanced 10c. per gallon. Our quotations are now as follows: Haddies, 6 to 7c.; smoked herring, 9c. per box; fresh haddock and cod, 13c. per lb.; whitefish, 7½c.; dore, 7 to 7½c. per lb.; pike, 6c.; halibut, 12c.; salmon, 15c.; No. 1 herring, Nova-Scotian, $5.25 to $5.50 per barrel and $3 per half barrel; No. 1 Holland herring, $6.50 per half barrel; No. 1 Scotch herring, $6.50 per half barrel and 95c. per keg; Holland herring, 70 to 80c. per keg; No. 1 green codfish, $5.50 to $5.75 and mackerel, $16 per barrel; boneless cod, 1 and 2-lb. blocks, 6c. per lb.; loose boneless cod, 5c. per lb. in 40-lb. boxes; dried codfish, $5 per 100-lb. bundle; No. 1 Labrador salmon, $20 in tierces and in barrels, $14; standard bulk oysters, $1.40 per gallon; Marshall's kippered herring, $1.15 per dozen; Canadian kippered, $1 per doz.; Canadian ¼ sardines, $4.00 per 100; canned Cove oysters, No. 1 size, $1.30 per doz.; canned Cove oysters, No. 2 size, $2.20 per doz.; Malpeque shell oysters, $4.50 to $6 per barrel.

### BUTTER AND CHEESE.

BUTTER.—The market has been steadier during the week under a good demand. Indications are that the present prices will prevail for some little while yet. Export business is brisk and all the space in the refrigerator steamers is well taken up. The only quotable change this week occurs in Quebec creamery, which is ¼ to ½c. higher. We quote as follows: Saltless creamery, 21c.; finest Townships do, 20¼ to 20½c.; finest Quebec do, 20 to 20¼c.; finest Ontario do, 18½ to 19c.; dairy, 15 to 16c. per lb.

CHEESE.—The market is again higher and prices are firm. Business for export account is fairly good. Some dealers look for an easing off in the near future, as the October make is put on the market. All depends, however, upon who holds the September cheese, of which stocks here are heavy. We quote as follows: Finest Townships, white and colored, 11¼ to 11⅜c.; finest Quebec, 11⅛ to 11¼c.; finest Ontario, 11⅜ to 11½c. per lb. Seconds sell at 10¼ to 10¾c.

### COUNTRY PRODUCE.

EGGS.—The market shows a continual tendency towards higher prices. Although selected remain unchanged in price, candled stock are ½c. higher and straight receipts have advanced ¼ to ½c. Cold storage stock is quoted at 17 to 17½c. Prices all round are firm. We quote as follows: Selected, 19½ to 20c.; candled




**Seal Brand**
In 1 and 2-lb. Cans only.
(AIR-TIGHT.)

# Color of Gold.

When the prospector washes out a pan of "pay dirt" and catches the glint of the yellow metal in the loose gravel, he knows he has struck gold, and perhaps a fortune. When you look into a cup brewed from any of **Chase & Sanborn's** Coffees you know you have struck good coffee. Not only is the eye satisfied, but the palate as well, and the entire body responds to their healthful, invigorating influence.

## CHASE & SANBORN, Importers, Montreal.

The Dominion Canister Company Limited

MANUFACTURERS OF

## The "Perfection" Canister

THE VERY BEST PACKAGE FOR

*SPICES* *BAKING POWDER* *JELLIES*
*TEAS* *STARCH* *JAMS*
*COFFEES* *BISCUITS* *Etc., Etc.*

We are now in our new quarters and have doubled the capacity of our plant and are prepared to fill all orders promptly.

The best advertisement for any concern :

A NEAT PACKAGE. AN ATTRACTIVE LABEL.

**Write for Samples. Get our Figures.**

## The Dominion Canister Company, Limited

**DUNDAS, ONTARIO, CANADA.**

## Nasmith's Bread and Cakes Will Bring You Business

We would be glad to hear from out of town grocers who are not handling our goods.

**THE NASMITH CO., Limited**
**66 Jarvis Street, TORONTO.**

# Coffees Spices

Now is the time to place your order with us for Coffees and Spices. Goods that sell quickly are the only kind we have to offer. Quality combined with right prices accelerate the sale of our goods. Mail orders receive prompt attention.

**S. H. EWING & SONS** **96 King St., MONTREAL.**

Telephone Bell Main 65
" Merchants 522.

Telephone orders receive prompt attention.


## NOVA SCOTIA MARKETS.

Halifax, October 20, 1902.

THE grocery trade continues active, and the dealers, generally, are satisfied with the volume of business and the prospects for a continuance of the same for the remaining months of the autumn. The travellers on the road continue to send in good reports, which indicate that there are good prospects of business ahead for many months. Money is plentiful and the people feel they can afford to buy; the jobbers and country dealers are purchasing accordingly very much more freely than usual. The falling of Thanksgiving Day in last week made an extra rush in business to gain the one day lost.

* * *

One condition prevailing seems to have had a good effect on business conditions—the practice of giving more orders in the run of the year and on shorter time. This has tended to make the business work run more evenly through the year, has necessitated less discounting, and has in many ways improved business conditions. The trend of business opinion is to continue this practice until it is general in all lines.

* * *

The strong situation in beans remains unchanged, and $2.25 is being quoted, with sellers not able to fill orders at that figure. However, jobbers are not buying largely, as they expect that prices will be lower, and they can afford to assume a waiting attitude except for present needs. In most staples there is no change worth noting. Canned tomatoes are very firm, blueberries have advanced slightly and salmon, on account of the great shortage in the Fraser River pack, is expected to be higher than at present quoted. Beef and pork are still very firm.

* * *

There is now a considerable demand for molasses, and sales are made up to full quotations. There is no change in the price of sugars, except that some of the refineries have put on the market a low grade of sugar at a reduction of 20c. per 100 lb. The late advance of the local refineries still holds.

* * *

The apple crop of Nova Scotia is not as large this year as usual and local prices rule high. About 5,000 barrels have already been shipped to England from this port, and prices are reported good in England. Gravensteins have sold at 17s. to 22s. 6d; Kings, 15 to 21s.; Blenheims, 15 to 20s.; Ribstons, 16 to 20s. There is a good demand reported in Glasgow, Scotland, but this will no doubt be supplied by shipments from Liverpool. The exporters feel happy while the local consumer is unhappy that he cannot get a barrel of decent apples less than $3 to $4—good winter apples will certainly cost the latter price.

* * *

There is now a great demand for Canadian butter and cheese in Great Britain. The best methods of producing, packing and shipping have all tended to increase the value in that market. During the month of August the total imports of cheese into Great Britain amounted to 123,475 cwt., of which Canada supplied 369,139 cwt. This is a good showing, and the time will no doubt come when the showing will be as good for the whole year as it is for this one month.

* * *

The state of the fish business has not improved. Markets, for the most part, in the West Indies are as slack as already reported, and prices here are correspondingly low. Besides that a large quantity of Newfoundland fish is arriving here every week, as the conditions, already reported there, still exist, with the addition of another cut of 40c. Dealers here are not anxious to buy unless at an extremely low price, and the outlook for the fishermen is not promising.

R. C. H.

## OTTAWA TRADE GOSSIP.

BUSINESS has been very good. The weather has been very fine, so that people are getting out more and retailers report being quite busy. Wholesalers find a good demand for staple lines and are busy delivering orders for canned goods, dried fruits, etc. So far, any retailers spoken to who bought canned goods through their wholesale houses expect to receive their full supply, although the jobbers expect to be cut short.

---

At the Cheese Board this week the price went up another notch, reaching 11 3 16c.


The best selling tea in Canada today is
Blue Ribbon Ceylon
packed and sold by Blue Ribbon Tea Co.
12 Front St. East - Toronto

There were 1,259 boxes boarded, 804 being white and 455 colored. All were sold with the exception of 139 boxes.

During the week at the Fruit Exchange, grapes have been arriving in large quantities. Prices, so far this season, have been ever so much better than last, the lowest price touched being 19c. To-day they are a few cents higher again. Concords, 22 to 23c.; Niagaras, 22 to 23c.; Rogers, 25 to 27c. for the 10-lb. basket; peaches, in 12 qts., 30 to 40c.; quinces, 25 to 30c.; pears, 25 to 35c. Apples are commanding better prices than most buyers anticipated. No. 1 varieties this year are very scarce, although what is classed as No. 2 is of very good quality. A small lot of fancy No. 1 Snows brought $3.65; No. 2, $1.50 to $2.25; Greenings, No. 2, $2 to $2.20; Kings, No. 1, $2.75 to $2.85; Calverts, No. 1, $2; ditto, No. 2, $1.50.

Lumsden Bros, Toronto and Hamilton, have had their advertising wagon in the city for a short time booming the sale of "Jersey Cream" yeast. C. E. Bucklee, their representative, was in charge of its route, and he says it has been the means of increasing the sale of his yeast and baking powder. The outfit was certainly an attraction.

### RETAIL GROCERS' ASSOCIATION.

The Ottawa Retail Grocers' Association held a special meeting Monday night in their rooms. The president, Charles Provost, was in the chair. There was a good attendance, it being the first meeting held since August. The last regular meeting of the Association fell on the night that the city council were considering the trading stamp question, and no business was done, the members having adjourned to attend the council in a body.

Reports were received from the committee in charge of the trading stamp question, which showed that the committee worked hard to get a by-law through the council, but owing to the finance committee, which was composed mostly of professional men, it was impossible to do any more than they did, the petition being lost by the casting vote of the chairman.

In regard to peddlars it was decided, owing to any petition the Association might send in having to go through the same committee, to let matter stand until next year's council comes in, and in the meantime urge merchants to do their utmost to support business men as representatives for aldermen at the next elections.

The treasurer reported a balance of $33.35 on hand. The receipts of the evening were $32.25, which was sufficient to cover any liabilities to date. It was urged that members in arrears should be asked to pay up before the next meeting.

A vote of thanks was passed to Huckels & Co., Chaput, Fils & Co., Ganong Bros., Carling Brewing Co. and The Surprise Soap Co. for their donations towards 16 most beautiful members' chairs. An effort will be made by members to get a linoleum for the floor, and the room committee, Messrs. Bate, Booth and Ellis, were instructed to do their best to procure one.


## Thousands of Satisfied Customers!

JUST---THINK---THAT---OVER. Think of its unusually gratifying feature—ALL SATISFIED.

THIS TRADE ON **Clark's Meats**

has been built up and is steadily increasing because they possess exceptional value and merit.

WE PACK 60 VARIETIES.

**EPPS'S** GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. **COCOA**

**NEW GOODS JUST ARRIVED.**

Fancy Cape Cod Cranberries
Fancy Malaga Grapes
Fancy Jamaica Oranges
PRICES RIGHT.

**HUGH WALKER & SON,** Direct Importers, **GUELPH, ONT.**

## Pure Mustard

Sell your customers **Capstan Brand** and they will come again. Put up in neat tins to retail at **10c.**

Ask your wholesale grocer for it.

THE CAPSTAN MFG. CO., - TORONTO



## We want 100,000 Live Chickens annually for our export trade

We will pay the highest possible market price for really prime well-fed birds

Correspond with
**SCOTT, ASHTON & COMPANY,** MORRISBURG, ONTARIO.

**GRIMBLE'S** English Malt
Six GOLD Medals **VINEGAR**
*GRIMBLE & CO., Limited, London, N.W., Eng.*

## LEAVES FROM A TEA WAREHOUSE.

IT is doubtful whether any tea firm ever issued such a handsome book to illustrate their business as Messrs. Brooke, Bond & Co., of London, Eng. "Leaves from a Tea Warehouse" is its title, and it is bound in cloth and handsomely printed on heavy coated paper. A half-tone engraving appears on one side of each leaf. These illustrate every phase of the business, from the directors in the boardroom to a group picture of the whole staff. The reading matter is, of course, devoted to explaining the superior blending process employed by the firm, their ability to supply goods of quality at reasonable prices and their perfect system of management.

The book is in every sense a credit to the publishers. But it is much more than this—it is an object lesson in economic business principles and management. It should prove of considerable value to any grocer who carefully studies it with a view to putting to practical use in his business the useful facts and suggestions contained within its covers.

The book is published at 2s. 6d., but Messrs. Brooke, Bond & Co. refund this amount on receipt of the first order for any of their blended teas.

## SHORTAGE IN MARMALADE?

Wholesalers are looking forward a little anxiously to an expected shortage in Crosse & Blackwell's orange marmalade, which is likely to occur at an unfortunate time, namely, during the Christmas season.

The manufacturers have just notified all importers that they will be unable to supply any more marmalade until January next. As wholesale stocks at present are not particularly large, there having been no warning of this given, and as the demand for this brand is now very good, it is thought that before long supplies will become very light, and the market become practically bare of these goods before the manufacturers are again prepared to place them on this market.

## ENLARGING THEIR PREMISES.

Henri Jonas & Co., Montreal, recently made an addition to their premises on St. Paul street, which gave them considerably more floor space. This, however, has been found none too large, and the increasing business of this progressive firm may in the future necessitate a still further addition.

Stanley E. Goggin, general merchant, Elgin, N.B., has sold out to The Sussex Mercantile Co., Limited.


Crocers and Confectioners can rely upon the purity and excellence of

**COWAN'S** Cocoa, Chocolate and Famous Blend Coffee.

Cowan's Cake Icings, and Cowan's Pure Confections.

QUEEN'S DESSERT CHOCOLATE. CHOCOLATE CREAM BARS.
CHOCOLATE GINGER, WAFERS, ETC.
COWAN'S SWISS MILK CHOCOLATE.

THESE ARE CHOICE CHRISTMAS GOODS.

THE COWAN CO., Limited - - TORONTO.

**Canadian Maple Syrup**




Made straight from the maple tree and guaranteed pure; no adulteration whatever; stands upon its merits; money refunded if not satisfactory.

Canadian Maple Syrup Co.
TORONTO, CANADA.

Try the "Imperial" Brand
—OF—
Peaches, Pears, Apples, Corn, Tomatoes, etc.

They are packed from the choicest fruits and vegetables.

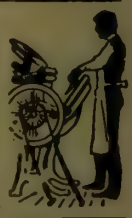
Packed by
The IMPERIAL CANNING CO.
KINGSVILLE, ONT.

**SULTANAS**

All grades
New Fruit in Store.

WARREN BROS. & CO.
TORONTO.

**Printing by Mail.**



We pay special attention to orders received by mail, giving them prompt and careful treatment.
1,000 Good White Business Envelopes, $1.00, any printing. Dodgers, $1.00 per M.; Noteheads, Statements, Billheads, $1.50 per M.; Letterheads, $2.00 per M.
WEESE & CO., Jobbers, 51 Yonge St., TORONTO.

"ACME" TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont.
Agents for the Canadian Salt Co., Windsor, Ont.

MONEY FOR CLERKS

LEARN

Rapid and Ornamental Lettering for Signs, Show Cards, Price Tickets, etc. A new field for Clerks, Merchants, Window Trimmers and others to increase their earning capacity. My book of instruction at $1.00 tells all, and is illustrated with 34 Sign Writers' model alphabets and Figures. It will teach you the art during leisure hours AT HOME. Reliable. Students everywhere. Write to-day. Address.
W. EDWARDS, Carleton Place, Ont.

John MacKay, Bowmanville, .... Ont.
Manufacturer of Established 1854.
POT AND PEARL BARLEY, SPLIT PEAS, AND CHOP FEED
Send for Prices or Samples. Prompt Business. IN CAR LOTS.


Bennett's Grocery Cabinet.

SATISFIED CUSTOMERS
our best recommendation.

"Lindsay, April 14.—I am well pleased with cabinet.
"A. FISHER."

"Port Arthur, June 23.—Cabinet received O.K. It is just what I wanted.
"H. CHAUSSE."

"Fowler's Corners, June 27.—Cabinet is greatly admired and it certainly is a necessity in any well ordered grocery.
"WM. DINSDALE."

Full particulars from
J. S. BENNETT, Patentee and Mnfr., 15 Marion St., Toronto




IT PAYS TO PUSH THE SALE OF . . .

*Has stood the test of every climate.*

# St. Charles Evaporated Cream

**ABSOLUTELY THE BEST OF ALL.**

Endorsed by the Medical Profession, and used in large quantities by the Governments of Great Britain and the United States for Army and Navy purposes, and in many Hospitals.

The very remarkable increase in the consumption of **St. Charles Cream** the world over proves the value of this brand to the retail grocers.

**NO STOCK IS COMPLETE WITHOUT IT.**

**A Coupon worth saving is packed in each case. Write us for prices and advertising matter.**

**St. Charles Condensing Co. - Ingersoll, Ont.**

**Address : ST. CHARLES CONDENSING CO., St. Charles, Ill., U.S.A.**

# LISTEN!

We are offering goods at the uniform Association prices.

We solicit your patronage on **the merit of our goods.**

We guarantee the quality of any line of goods packed by us **equal to the best brands packed on the Continent of America.**

We are ready to support this statement with samples. **Don't be side-tracked.**

Your wholesale house will supply our best brands if you insist upon it. If not, write for quotations.

## Delhi Canning Co., Limited, -:- Delhi, Ont.

# Gillard's Sauce Gillard's Pickle

Is still the best and cheapest. The most delicious English pickle made.

AS SUPPLIED TO

HIS MAJESTY THE KING

AND

HIS ROYAL HIGHNESS THE PRINCE OF WALES, K.G., Etc.

Sole Proprietors:

## GILLARD & CO., Limited, LONDON, ENG.

# Confectionery

Now is the time to place your orders for the Christmas trade. We make everything in the candy line, from the Finest Bon-Bons and Chocolates to the old-fashioned Sugar Sticks and Bull's Eyes. A big line of one-pound and half-pound fancy boxes, to retail from 10c. up.

# The Canada Biscuit Co., LIMITED

KING ST. WEST AND BATHURST ST., CARS PASS OUR WORKS.

**KING and BATHURST STS., TORONTO.**

The stuff that is inside the package is what tells.

What do your customers say of the stuff that

# "Red Rose" Tea

is made of? Do they want some more of the same kind?

My packers think somebody must want a lot of it.

## T. H. ESTABROOKS

**Tea Importer and Blender,**

ST. JOHN, TORONTO, WINNIPEG.

# To Arrive Next Week

1,500 Boxes (25 lbs. each), Macaroni and Spaghetti.
500 Boxes Vermicelli.
50 Boxes Assorted Alphabet and Animal Macaroni.

From the celebrated firm of

"Bertrand & Cie.," **of Lyons, France.**

Established in 1825, and have obtained highest awards in all exhibitions.

## HENRI JONAS & CO., - Montreal

# CURRENT MARKET QUOTATIONS

October 23, 1902.

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, St. John, N.B., and Halifax. The prices are solicited for publication, and are of such quantities and qualities as are usually ordered by retail dealers on the usual terms of credit. For Winnipeg market report and prices, see page —

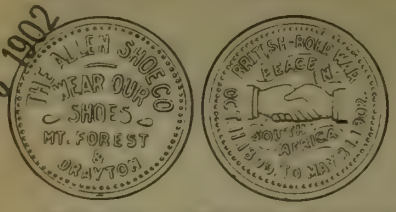
Goods in large lots and for prompt pay are generally obtainable at lower prices.

All quotations for staple products are under the direct control of the Editors, who call daily upon all the leading houses in the principal centres.

| BUTTER, CHEESE AND EGGS | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| Dairy, choice, large rolls, lb. | $..... | $0 18 | $ 15 | $0 16 | $..... | $0 16 |
| " " pound blocks | 17 | 18 | 17 | 18 | 16 | 18 |
| " tubs, best | 15½ | 16 | 15 | 16 | 17 | 19 |
| " tubs, inferior | 14 | 15½ | 11 | 13 | 14 | 16 |
| Creamery, boxes | 19 | 19½ | 19 | 19½ | 20 | 23 |
| " prints | .. .. | 20 | 19 | 20 | 22 | 24 |
| Cheese, new, per lb | 11½ | 11¾ | 11¼ | 11½ | 11 | 11½ |
| Eggs, new laid, per doz | 19½ | 20 | 17 | 18 | 17 | 18 |
| **CANNED GOODS** | | | | | | |
| Apples, 3's | ..... | ..... | 80 | 1 00 | 1 00 | 1 10 |
| " gallons | ..... | 2 50 | 2 25 | 2 50 | 2 00 | 2 20 |
| Asparagus | 2 20 | 2 25 | 2 00 | 2 40 | ..... | ..... |
| Beets | 1 00 | 1 00 | 80 | 1 00 | ..... | 1 10 |
| Blackberries, 2's | ..... | 1 30 | 1 50 | 1 70 | 1 50 | 1 80 |
| Blueberries, 2's | ..... | 1 15 | ..... | ..... | 95 | 1 00 |
| Beans, 2's | 80 | 90 | ..... | 90 | 90 | 95 |
| Corn, 2's | 82½ | 85 | 82½ | 95 | 80 | 90 |
| Cherries, red, pitted, 2's | 2 25 | 2 30 | 2 10 | 2 25 | 2 30 | 2 40 |
| " white | 2 25 | 2 30 | 2 00 | 2 25 | ..... | ..... |
| Peas, 2's | ..... | 85 | 82½ | 97 | 85 | 90 |
| " sifted | 95 | 1 05 | 90 | 1 00 | 1 10 | 1 15 |
| " extra sifted | 1 05 | 1 15 | 1 20 | 1 25 | 1 20 | 1 25 |
| Pears, Bartlett, 2's | 1 50 | 1 60 | 1 50 | 2 00 | 1 75 | 1 80 |
| " " 3's | 1 90 | 2 00 | 2 00 | 2 40 | 2 00 | 2 25 |
| Pineapple, 2's | 2 00 | 2 40 | 2 25 | 2 50 | 2 15 | 2 25 |
| " 3's | 2 25 | 2 40 | 2 50 | 2 60 | 2 50 | 2 60 |
| Peaches, 2's | 1 75 | 1 85 | 1 75 | 1 90 | ..... | 1 75 |
| " 3's | 2 60 | 2 70 | 2 50 | 2 75 | 2 70 | 2 80 |
| Plums, green gages, 2's | 1 30 | 1 35 | 1 10 | 1 25 | 1 30 | 1 60 |
| " Lombard | 1 20 | 1 25 | 1 00 | 1 10 | 1 30 | 1 50 |
| " Damson, blue | 1 00 | 1 25 | ..... | 1 00 | 1 10 | 1 30 |
| Pumpkins, 3's | ..... | 85 | ..... | 95 | 90 | 1 00 |
| " gallon | ..... | ..... | 2 10 | 2 25 | 2 10 | 2 25 |
| Raspberries, 2's | 1 40 | 1 50 | 1 60 | 1 80 | 1 70 | 1 75 |
| Strawberries, 2's | 1 50 | 1 75 | 1 60 | 1 75 | 1 50 | 1 75 |
| Succotash, 2's | 1 00 | 1 25 | ..... | 1 15 | 1 10 | 1 15 |
| Tomatoes, 3's | ..... | 1 30 | ..... | ..... | 1 25 | 1 30 |
| Lobster, talls | 2 75 | 3 20 | ..... | 3 25 | 2 50 | 3 25 |
| " 1-lb. flats | 3 00 | 3 75 | 3 50 | 3 70 | ..... | 1 25 |
| " ½-lb. flats | 1 75 | 1 85 | 1 75 | 1 80 | ..... | 1 75 |
| Mackerel | 1 00 | 1 10 | 1 15 | 1 25 | 1 35 | 1 45 |
| Salmon, sockeye, Fraser | 1 47½ | 1 62½ | 1 50 | 1 52½ | 1 50 | 1 75 |
| " " Northern | ..... | ..... | 1 40 | 1 45 | 1 15 | 1 25 |
| " " Horseshoe | .... | ..... | 1 50 | 1 52½ | ..... | .. .. |
| " Cohoes | 1 00 | 1 15 | 1 05 | 1 15 | 1 00 | 1 10 |
| Sardines, Albert, ¼'s | 12 | 12½ | 0 13 | 14 | 14 | 15 |
| " " ½'s | 20 | 21 | 20 | 21 | 20 | 21 |
| " Sportaman, ¼'s | 11¼ | 12 | ..... | 12½ | ..... | 12 |
| " " ½'s | 19 | 20 | .... | 21 | 20 | 21 |
| " key opener, ¼'s | 9 | 11 | 10½ | 11 | 16 | 18 |
| " " ½'s | .... | 18 | 18½ | 23 | 10 | 11 |
| " P. & C., ¼'s | 20 | 22½ | 23 | 25 | 23 | 25 |
| " " ½'s | 27½ | 30 | 33 | 36 | 33 | 36 |
| " Domestic, ¼'s | 4 | 4¼ | 4 | 4½ | 3½ | 4¼ |
| " " ½'s | 7 | 8 | 9 | 11 | ..... | ..... |
| " Mustard, ½ size, cases 50 tins, per 100 | 7 50 | 11 00 | 8 50 | 9 00 | 3 50 | 4 00 |
| Haddies | ..... | 1 00 | 1 00 | 1 10 | 85 | 1 00 |
| Kippered Herrings | 1 00 | 1 85 | 1 00 | 1 55 | 85 | 1 00 |
| Herring in Tomato Sauce | 1 00 | 1 55 | 1 00 | 1 70 | ..... | 2 00 |
| **CANDIED PEELS** | | | | | | |
| Lemon, per lb | ..... | 10½ | 10 | 12½ | 12 | 13 |
| Orange, " | ..... | 11 | 11 | 13 | 12 | 13 |
| Citron, " | ..... | 15 | 15 | 18 | 15 | 17 |
| **GREEN FRUITS** | | | | | | |
| Oranges, Sorrentos, per case | 3 75 | 4 00 | ..... | ..... | ..... | ..... |
| " Jamaicas, per bbl | ..... | ..... | 5 00 | 6 00 | 5 | 6 |
| Quinces, per basket | ..... | ..... | 0 25 | 0 35 | ..... | ..... |
| Can. Plums, per basket | ..... | ..... | ..... | ..... | ..... | ..... |
| Lemons, Messina, per box | ..... | 4 00 | 4 50 | 6 00 | 4 00 | 5 00 |
| Bananas, Firsts, per bunch | 1 00 | 1 50 | 1 25 | 1 75 | 1 00 | 2 00 |
| Apples, per bbl | 1 50 | 3 00 | 1 00 | 1 50 | 1 00 | 3 00 |
| Tomatoes | ..... | ..... | ..... | 0 40 | 60 | 70 |
| Pears | ..... | 0 40 | 0 25 | 0 40 | ..... | ..... |
| Peaches | ..... | ..... | 0 35 | 0 50 | ..... | 60 |
| Jersey Sweet Potatoes, per bbl | ..... | 3 25 | 2 50 | 3 00 | ..... | 4 00 |
| Canteloupes, per crate | ..... | 3 50 | ..... | ..... | ..... | ..... |
| Californian Peaches | ..... | 1 25 | ..... | ..... | ..... | ..... |
| " Pears | 2 00 | 2 75 | ..... | ..... | ..... | ..... |
| Malaga grapes, per bbl | ..... | .... | 6 00 | 6 50 | ..... | ..... |
| Crabapples, per basket | ... | ..... | ..... | 0 30 | ..... | ..... |
| Apples, per basket | 0 20 | 0 30 | 0 10 | 0 25 | ..... | ..... |
| Can. Grapes, per basket | 0 20 | 0 22 | 0 15 | 0 30 | 35 | 40 |
| Peppers, green, per basket | ..... | ..... | ..... | 0 40 | ..... | ..... |
| Peppers, ripe | ..... | ..... | ..... | 0 60 | ..... | ..... |
| Cranberries, per bbl | 8 00 | 9 50 | ..... | 8 00 | 7 00 | 9 00 |
| Butternuts, per basket | ..... | .... | ..... | 0 25 | ..... | |
| **SUGAR** | | | | | | |
| Granulated St. Law'ce and Red | ..... | 3 75 | ..... | 3 83 | ..... | |
| Granulated, Acadia | ..... | 3 70 | ..... | 3 78 | ..... | 3 80 |
| Paris lump, bbls. and 100-lb. bxs | ..... | 4 30 | ..... | 4 35 | .... | 4 55 |
| " in 50-lb. boxes | ..... | 4 40 | ..... | 4 48 | 4 65 | 4 75 |
| Extra Ground Icing, bbls. | ..... | 4 30 | ..... | 4 65 | ..... | ..... |
| Powdered, bbls | ..... | 3 95 | ..... | 4 40 | 5 50 | 5 80 |
| Phœnix | ..... | 3 63 | ..... | 3 63 | ..... | ..... |
| Cream | ..... | 3 40 | ..... | 3 58 | ..... | ..... |
| Extra bright coffee | ..... | 3 65 | ..... | 3 78 | ..... | ..... |
| Bright coffee | ..... | 3 50 | ..... | 3 58 | ..... | ..... |
| Bright yellow | ..... | 3 45 | ..... | 3 53 | ..... | 3 60 |
| No. 3 yellow | ..... | 3 40 | ..... | 3 48 | .... | ..... |
| No. 2 yellow | ..... | 3 20 | ..... | 3 23 | .... | ..... |
| No 1 yellow | ..... | 3 10 | ..... | 3 18 | ..... | 3 20 |

| HARDWARE PAINTS AND OILS | Montreal. | | Toronto. | | St. John Halifax. | |
|---|---|---|---|---|---|---|
| Wire nails, base | ..... | $2 55 | ... .. | $2 55 | ..... | $3 20 |
| Cut nails, base | ..... | 2 35 | ..... | 2 45 | ..... | 2 85 |
| Barbed wire, per 100-lb. | ..... | 3 00 | ..... | 3 00 | 3 50 | 3 75 |
| Smooth Steel Wire, base | ..... | 2 60 | ..... | 2 60 | ..... | ..... |
| White lead, Pure | ..... | 5 87½ | 5 00 | 5 25 | ..... | 6 80 |
| Linseed oil, 1 to 2 bbls., raw | ..... | 82 | ..... | 70 | ..... | 75 |
| " " " boiled | ..... | 85 | ..... | 73 | ..... | 78 |
| Turpentine, single bbls. | ..... | 67 | ..... | 75 | ..... | 79 |
| Benzine, in bbls., per gal | ..... | ..... | ..... | 18¾ | ..... | 21 |
| **SYRUPS AND MOLASSES** | | | | | | |
| Syrups— | | | | | | |
| Dark | ..... | 1⅞ | ..... | ..... | ..... | ..... |
| Medium | ..... | 2⅛ | 30 | 32 | ..... | ..... |
| Bright | ..... | 2⅜ | 35 | 37 | ..... | |
| Corn Syrup, barrel, per lb. | .... | 3 | ..... | 3 | ..... | ..... |
| " " ½ bbls. " | ..... | 3½ | ..... | 3½ | ..... | ..... |
| " " kegs " | ..... | 3¼ | ..... | 3¼ | ..... | ..... |
| " " 3 gal. pails, each | ..... | 1 40 | ..... | 1 40 | ..... | ..... |
| " " 2 gal. " " | ..... | 1 10 | ..... | 1 10 | ..... | ..... |
| Honey | ..... | ..... | ..... | 40 | .... | ..... |
| " 25-lb. pails | ..... | 1 05 | ..... | 1 00 | ..... | ..... |
| " 38-lb. pails | ..... | 1 0 | ..... | 1 40 | ..... | ..... |
| Molasses— | | | | | | |
| New Orleans, medium | 22 | 30 | 25 | 30 | 28 | 30 |
| " " Open kettle | .... | ... .. | 40 | 50 | ..... | ..... |
| Barbadoes | 23 | 24 | ..... | 32 | 24 | 25 |
| Porto Rico | ..... | 38 | 38 | 42 | 30 | 32 |
| **CANNED MEATS** | | | | | | |
| Comp. corn beef, 1-lb. cans | 1 55 | $1 65 | $1 55 | $1 65 | $1 55 | $1 60 |
| " " 2-lb. cans | 2 75 | 3 00 | 2 85 | 3 00 | 2 80 | 2 90 |
| " " 6-lb. cans | 7 90 | 9 60 | ..... | 8 25 | 8 75 | 9 25 |
| " " 14-lb. cans | 16 50 | 23 00 | ..... | 19 50 | 20 00 | 21 00 |
| Minced collops, 2-lb. can | ..... | 2 75 | ... .. | 2 60 | 2 50 | 2 80 |
| Lunch tongue, 1-lb. can | 3 00 | 3 90 | ..... | 3 00 | 3 00 | 3 25 |
| " " 2-lb. can | 6 00 | 7 90 | ..... | 7 00 | 6 80 | 7 60 |
| English brawn, 2-lb. can | 2 40 | 2 75 | ..... | 2 45 | 2 75 | 2 80 |
| Camp sausage, 1-lb. can | ..... | ..... | ..... | 2 50 | 2 50 | ..... |
| " " 2-lb. can | ..... | ..... | ..... | 4 00 | 4 00 | ..... |
| Soups, assorted, 1-lb. can | 1 15 | 1 50 | ..... | 1 50 | 1 40 | |
| " " 2-lb. can | 2 40 | 2 45 | ..... | 2 20 | 2 25 | |
| Soups and Bouli, 2-lb. can | 1 75 | 2 50 | ..... | 1 80 | 1 75 | |
| " " 6-lb. can | 3 50 | 5 85 | ..... | 4 50 | 4 25 | 4 50 |
| Sliced smoked beef, ½'s | 1 65 | 1 70 | 1 65 | 1 70 | ..... | 2 00 |
| " " " 1's | 2 75 | 3 10 | 2 80 | 2 95 | ..... | 3 25 |
| **FRUITS** | | | | | | |
| Dried— | | | | | | |
| Currants, Provincials, bbl | ..... | ..... | ..... | ..... | ..... | ..... |
| " Filiatras, cases | ..... | 5¾ | 5 | 5½ | ..... | ..... |
| " " ½-cases | 5½ | 5½ | 5¼ | 6 | ..... | ..... |
| " Patras, cases | ..... | 6 | 6 | 6½ | ..... | ..... |
| " " ½-cases | ..... | 6 | 6¼ | 7 | ..... | ..... |
| Amalias | 6½ | 7 | 7 | 7½ | ..... | 6½ |
| Vostizzas, cases | 6½ | 7 | 7 | 8 | ..... | ..... |
| Dates, Hallowees | ..... | 4¼ | ..... | 4½ | ..... | 4½ |
| " Sairs | ..... | 3½ | ..... | 4½ | ..... | 4 |
| Figs, Elemes | ..... | 1 00 | 8 | 18 | 8 | 10 |
| " Mats, per lb | 3 | 3¼ | .... | 4 | ..... | ..... |
| " Tapnets | ..... | 3 30 | ..... | 4 | ..... | ..... |
| " Naturals | ..... | ..... | ..... | 4 | ..... | ..... |
| Prunes, California, 30's | ..... | 9 | ..... | ..... | 10 | 12 |
| " " 40's | ..... | 8½ | 8¾ | 10 | 9 | 9½ |
| " " 50's | ..... | 8¼ | 8 | 8½ | 8½ | 9 |
| " " 60's | ..... | 8 | 7½ | 8 | 8 | 8½ |
| " " 70's | ..... | 7½ | 6¾ | 7½ | 7½ | 8 |
| " " 80's | ..... | 7 | 6½ | 7 | 7 | 7½ |
| " " 90's | ..... | 6½ | 5¼ | 5½ | 6½ | 7 |
| " " 100's | ..... | 6 | ..... | 5 | 6 | 6½ |
| " Bosnia, A's | ..... | ..... | ..... | 5 | ..... | ..... |
| " " B's | ..... | ..... | 7½ | 8 | ..... | ..... |
| " " U's | ..... | 5 | 6¼ | 6½ | ..... | ..... |
| " French, 50's | ..... | ..... | ..... | ..... | ..... | ..... |
| " " 110's | ..... | 5 | ..... | ..... | ..... | ..... |
| Raisins, Fine off stalk | 6½ | 7½ | 8 | 9 | ..... | 8¼ |
| " Selected | 7¾ | 8 | 8¾ | 9 | ..... | ..... |
| " Selected layers | 7½ | 8¼ | ..... | 9 | 8½ | 9 |
| " Sultanas | ..... | 9½ | 11 | 16 | 10 | 12 |
| " California, 2-crown | 5 | 5½ | ..... | ..... | 6½ | 6¾ |
| " " 3-crown | 7¼ | 7¾ | ..... | ..... | 8 | 8½ |
| " " 4-crown | 7¾ | 8 | ... | ..... | 8½ | 9 |
| " " 1's seeded, 3-cr. | 9¾ | 10½ | 8½ | 10 | 9½ | 10½ |
| " Empire clusters | 1 50 | 1 60 | ..... | 2 60 | | 2 00 |
| " Black baskets | ..... | ..... | ..... | 2 25 | 2 00 | 2 25 |
| " Extra clusters | ..... | ..... | ..... | 3 35 | ..... | 2 50 |
| " Dehesa clusters | ..... | ..... | ..... | 3 10 | 3 00 | 3 50 |
| " Royal B. clusters | 3 25 | 3 30 | ..... | 5 00 | . . | ..... |
| " Connoisseurs cl'str's | ..... | ..... | ..... | 2 10 | ..... | ..... |
| " Excelsior clusters | ..... | ..... | ..... | 4 60 | .... | ..... |
| Evaporated apples | ..... | ..... | ..... | 7½ | 7 | 7½ |
| Dried " | ..... | ..... | ..... | 5½ | ..... | ..... |
| **PROVISIONS** | | | | | | |
| Dry Salted Meats— | | | | | | |
| Long clear bacon | . .... | 12 | 11 | 11½ | ..... | ..... |
| Smoked meats— | | | | | | |
| Breakfast bacon | ..... | 15½ | 14½ | 15 | . | ..... |
| Rolls | ..... | 12½ | 12 | 12½ | 11 | 12 |
| Medium Hams | ..... | 14 | 13½ | 14 | 14 | 15 |
| Large Hams | ..... | 13 | 12½ | 13 | ..... | ... .. |
| Shoulder hams | ..... | 13 | 11 | 11½ | ..... | . |
| Backs | ..... | 15 | 14½ | 15 | . .. | ..... |
| Meats out of pickle 1c. less. | | | | | | |
| Barrel Pork— | | | | | | |
| Canadian heavy mess | ..... | 23 00 | ..... | 21 50 | 21 50 | 22 50 |
| " short cut | 21 50 | 22 00 | 23 00 | 23 50 | 23 00 | 24 00 |
| Plate beef | 12 50 | 13 50 | .... | 15 00 | 14 00 | 16 00 |
| Lard, tierces, per lb | ..... | 11 | 10¾ | 11 | 11¾ | 12 |
| Tubs | ..... | 11⅛ | 11 | 11¼ | 12 | 12¼ |
| Pails | ..... | 11¼ | 11¼ | 11¼ | 12¼ | 12½ |
| Compounds | ..... | 9½ | 8¾ | 10¼ | ..... | ..... |

RETURNED NOV. 6 1902


## A FEW TESTIMONIALS.

**What those who have used them for years say of the Cranston "Alluminum" Due Bills:**

"They are just the thing for any business man dealing in produce. Stonehouse Bros., Wallaceburg.

"The change to Aluminum Due Bills is an improvement from every point of view." E. G. Thompson, Blenheim.

"You may use our name anywhere, we are much pleased with the system and recommend it heartily to the trade." McFarland, Stafford & Co., Markdale.

"I would not go back to the old system under any consideration." M. J. Hurley, Wallaceburg.

"They are better than you promised. When you have anything else as good a 'business-bringer,' call on us and you will have no difficulty in selling." W. Lincoln Scott, Stratford.

"I have been using them two years and like them better than the day I started." G. O. Werrett, Simcoe.

"We would not be without them for many times their cost. They pay for themselves several times each year." James Maylor & Sons, Forest.

"They are worth more than the purchase money to any business man." Leslie McMann, Thorold.

"They are very popular with our customers and being circulated through the country help advertise our business. We could not do business without them now. We have sold several sets of these coins to coin collectors at face value and thus helped to pay the cost." J. E. Griffin, Dunnville.

**Worth $200 a Year.** "We find our customers like them very much. They are worth $200 a year to any other firm that gives Due Bills or Credits." McKenzie & Meldrum, Thedford. This firm was burned out shortly after writing the above and lost $6,000, we believe, (over insurance) on their stock. Before re-opening they sent us an urgent order for a new supply, saying:—"We cannot possibly get along without them.

### ORDERING INSTRUCTIONS:

GIVE PLAIN ORDERS. To avoid errors PRINT name and any other matter wanted on coins, and state plainly the NUMBER of coins and the SHAPE wanted. A mistake of only one letter spoils the whole lot, and causes delay and loss. We do not hold ourselves responsible for mistakes made by our customers. Send order on printed stationery if possible.

It takes 10 to 20 days to fill orders, according to number of orders on hand.

ORDER NOW. DO NOT WAIT FOR OUR TRAVELLER. The longer you are without them the longer you will have to forego their advantages. We cannot accept cancels, as once they are on the way the cost for the dies is incurred.

**THE CRANSTON NOVELTY CO., of GALT, ONT.**

# CHRISTIE'S "DANDY OYSTER"

The newest production in this line.

Try a tin with your next order.

## Christie, Brown & Co., Limited, Toronto and Montreal.


| | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| **COFFEE** | | | | | | |
| Green— | | | | | | |
| Mocha | ..... | 24 | 27 | 28 | 25 | 30 |
| Old Government Java | ..... | 27 | 27 | 30 | 25 | 30 |
| Rio | ..... | 10 | 7 | 12 | 12 | 13 |
| Santos | ..... | ..... | 9½ | 10½ | ..... | ..... |
| Plantation Ceylon | ..... | 29 | 26 | 30 | 29 | 31 |
| Porto Rico | ..... | ..... | 22 | 25 | 24 | 28 |
| Gautemala | ..... | ..... | 22 | 25 | 24 | 26 |
| Jamaica | ..... | 18 | 15 | 20 | 18 | 22 |
| Maracaibo | ..... | 18 | 17 | 18 | 12 | 13 |
| **NUTS** | | | | | | |
| Brazil | 14 | 15 | 15 | 16 | ..... | 15 |
| Valencia shelled almonds | 29 | 30 | 30 | 35 | 30 | 35 |
| Tarragona almonds | ..... | 11 | ..... | 11½ | 12 | 13 |
| Formegetta almonds | ..... | ..... | ..... | 10½ | ..... | ..... |
| Jordan shelled almonds | ..... | 42 | 40 | 43 | ..... | ..... |
| Peanuts (roasted) | 8½ | 13 | 9 | 10½ | 9 | 10 |
| " (green) | 6¾ | 7¾ | 8 | 10 | ..... | ..... |
| Cocoanuts, per sack | ..... | 3 25 | ..... | 3 75 | 3 50 | 4 00 |
| " per doz | ..... | ..... | ..... | 60 | 60 | 70 |
| Grenoble walnuts | 10 | 11 | ..... | 13½ | 11 | 12 |
| Marbot walnuts | ..... | 10 | 11½ | 12 | ..... | ..... |
| Bordeaux walnuts | ..... | 9 | .... | 8 | 8½ | 9 |
| Sicily filberts | ..... | 9½ | 11 | 11½ | 8½ | 9 |
| Naples filberts | ..... | ..... | ..... | ..... | 10 | 11 |
| Pecans | 17 | 17½ | 13 | 15 | 13 | 14 |
| Shelled Walnuts | ..... | 18 | 21 | 23 | ..... | 25 |
| **SODA** | | | | | | |
| Bi-carb, standard, 112-lb. keg | 1 65 | 1 80 | 2 00 | 2 25 | 1 70 | 1 75 |
| Sal soda, per bbl | 70 | 75 | 80 | 90 | 85 | 90 |
| Sal Soda, per keg | 95 | 1 00 | ..... | 1 00 | 95 | 1 00 |
| **SPICES** | | | | | | |
| Pepper, black, ground, in kegs pails, boxes | 16 | 18 | ..... | 18 | 14 | 15 |
| " in 5-lb. cans | 14 | 17 | ..... | 19 | 15 | 16 |
| " whole | 15 | 17 | ..... | 19 | 12 | 13 |
| Pepper, white, ground, in kegs pails, boxes | 26 | 27 | 26 | 27 | 24 | 26 |
| " 5-lb. cans | 25 | 26 | 25 | 26 | 20 | 22 |
| " whole | 23 | 25 | 23 | 25 | 20 | 22 |
| Ginger, Jamaica | 19 | 25 | 22 | 25 | 20 | 25 |
| Cloves, whole | 12 | 30 | 14 | 35 | 18 | 20 |
| Pure mixed spice | 25 | 30 | 25 | 30 | 25 | 30 |
| Cassia | 13 | 18 | 20 | 40 | 18 | 20 |
| Cream tartar, French | ..... | 25 | 24 | 25 | 20 | 22 |
| " " best | ..... | 28 | 25 | 30 | 25 | 30 |
| Allspice | 10 | 15 | 13 | 16 | 16 | 18 |
| **WOODENWARE** | | | | | | |
| Pails No. 1, 2-hoop | ..... | 1 65 | ..... | 1 55 | ..... | 1 90 |
| " " 3-hoop | ..... | 1 80 | ..... | 1 70 | ..... | 2 05 |
| " half, and covers | ..... | 1 65 | ..... | 1 60 | ..... | 1 75 |
| " quarter, jam and covers | ..... | 1 15 | ..... | 1 10 | ..... | 1 45 |
| " candy, and covers | 2 50 | 2 90 | ..... | 2 40 | ..... | 3 20 |
| Tubs No. 0 | 10 00 | 10 15 | ..... | 8 50 | ..... | 11 00 |
| " 1 | 8 00 | 8 15 | ..... | 7 00 | ..... | 9 00 |
| " 2 | 7 00 | 7 15 | ..... | 6 00 | ..... | 8 00 |
| " 3 | | 6 15 | ..... | 5 25 | ..... | 7 00 |

| | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| **PETROLEUM** | | | | | | |
| Photogene | ..... | ..... | 17 | 17½ | ..... | ..... |
| Canadian water white | 14½ | 15½ | .... | 16 | 16½ | 17 |
| Sarnia water white | 16 | 17 | 16½ | 17 | 16½ | 17½ |
| Sarnia prime white | ..... | 18 | 15 | 15½ | 16½ | 17 |
| American water white | ..... | 19 | 17½ | 18 | 17½ | 18 |
| Pratt's Astral (barrels extra) | 18½ | 19 | 17 | 17½ | 18½ | 19 |
| Lily White (Canadian) | ..... | ..... | 14½ | 15½ | ..... | ..... |
| Silver Lead (American) | ..... | ..... | 16 | 16½ | ..... | ..... |
| Crystal Spray (W. W. Amer.) | ..... | ..... | 18 | 18½ | ..... | ..... |
| Pennoline (choice fcy. brand) | ..... | ..... | 19 | 19½ | ..... | ..... |
| **TEAS** | | | | | | |
| Black— | | | | | | |
| Congou—Half-chests Kaisow Moning, Paking | 13 | 60 | 12 | 60 | 11 | 50 |
| Caddies Paking, Kaisow | 17 | 40 | 18 | 50 | 15 | 4 |
| Indian—Darjeelings | 35 | 55 | 35 | 55 | 30 | 50 |
| Assam Pekoes | 20 | 40 | 20 | 40 | 18 | 40 |
| Pekoe Souchong | 18 | 25 | 18 | 25 | 17 | 24 |
| Ceylon—Broken Pekoes | 35 | 42 | 35 | 42 | 34 | 40 |
| Pekoes | 30 | 30 | 20 | 30 | 20 | 30 |
| Pekoe Souchong | 17½ | 40 | 17 | 35 | 17 | 35 |
| China Greens— | | | | | | |
| Gunpowder—Cases, extra first | 42 | 50 | 42 | 50 | ..... | ..... |
| Half-chests, ordinary firsts | 27 | 28 | 22 | 24 | ..... | ..... |
| Young Hyson—Cases, sifted extra firsts | 42 | 50 | 42 | 50 | ..... | ..... |
| Cases, small leaf, firsts | 35 | 40 | 35 | 40 | ..... | ..... |
| Half-chests, ordinary firsts | 22 | 38 | 25 | 38 | ..... | ..... |
| Half-chests, seconds | 17 | 19 | ..... | 20 | ..... | ..... |
| " thirds | 15 | 17 | 16 | 18 | ..... | ..... |
| " common | 13 | 14 | 14 | 15 | ..... | ..... |
| Pingsueys— | | | | | | |
| Young Hyson, ½-chests, firsts | 28 | 32 | 28 | 32 | 30 | 40 |
| " " " seconds | 16 | 19 | 18 | 19 | ..... | ..... |
| " Half-boxes, firsts | 28 | 32 | 28 | 32 | ..... | ..... |
| " " seconds | 16 | 18 | 18 | 19 | ..... | ..... |
| Japans— | | | | | | |
| ½-chests, finest May pickings | 38 | 40 | 38 | 40 | ..... | ..... |
| Choice | 33 | 36 | 33 | 37 | ..... | ..... |
| Finest | 28 | 30 | 30 | 32 | ..... | ..... |
| Fine | 25 | 27 | 27 | 30 | ..... | ..... |
| Good medium | 22 | 24 | 25 | 28 | ..... | ..... |
| Medium | 19 | 20 | 21 | 23 | ..... | ..... |
| Good common | 16 | 18 | ..... | 20 | ..... | ..... |
| Common | 13 | 15 | ..... | 18 | ..... | ..... |
| Nagasaki, ½-chests, Pekoe | 16 | 22 | ..... | ..... | ..... | ..... |
| " " Oolong | 14 | 15 | ..... | ..... | ..... | ..... |
| " " Gunpowder | 16 | 19 | ..... | ..... | ..... | ..... |
| " " Siftings | 7½ | 11 | ..... | ..... | ..... | ..... |
| **RICE, SAGO, ETC.** | | | | | | |
| Rice—Standard B | 3 00 | 3 10 | ..... | 3½ | 3 25 | 3 40 |
| Patna, per lb | 4 25 | 4 50 | 4½ | 5 | 5 | 6 |
| Japan | 4 40 | 4 80 | 5½ | 6 | 5 | 6 |
| Imperial Seeta | 4 60 | 4 90 | 4½ | 5½ | 5 | 6 |
| Extra Burmah | ..... | ..... | 4¼ | 4½ | 4 | 5 |
| Java, extra | ..... | 5¾ | 6 | 6½ | 6 | 7 |
| Macaroni, dom'ic, per lb., bulk | 3¾ | 4¼ | ..... | 7½ | ..... | ..... |
| " imp'd, 1-lb. pkg., French | 8 | 12 | 9 | 10 | ..... | ..... |
| " " " Italian | 8 | 10 | 11 | 12½ | ..... | ..... |
| Sago | 3¼ | 3½ | 3½ | 4 | 4½ | 5 |
| Tapioca | ..... | 3½ | 3¼ | 3½ | 4½ | 5 |


QUAKER
QUAKER BRAND
TRADE MARK
REGISTERED
SUGAR CORN
PACKED BY
BLOOMFIELD PKG. CO. LT'D.
BLOOMFIELD, ONT.


QUAKER
QUAKER BRAND
TRADE MARK
REGISTERED
SMALL FRENCH
REFUGEE STRING BEANS
PACKED BY
BLOOMFIELD PKG. CO. LT'D.

# "QUAKER" BRAND Canned Goods

ALL GOODS in the fruit and vegetable line packed under this label are grown among the Quaker Community of Bloomfield, Prince Edward County, Ontario, Canada.

This place is situated in the garden of the Bay of Quinte district—celebrated for growing the finest flavored fruits and vegetables in the world. Surrounded as it is, on one side by the waters of Lake Ontario, on another by West Lake, and on still another by the Bay of Quinte, the growing crops have at all hours the benefit of the cool breezes that continu ally sweep across one or other of these sheets of water. For this reason the crops in this locality—even in the dryest and hottest weather—have never been known to shrink or dry up, and always retain their pure, sweet, natural flavor. It is no exaggeration to say that there is not a spot on the Continent so splendidly adapted for the perfect growth of fruits and vegetables.

Recognizing that it was an ideal spot for a canning factory, two years ago the Bloomfield Packing Co. erected a plant and factory in this locality, at an expense of $40,000 00, solely for the purpose of canning fruit and vegetables. This is recognized as the most complete canning factory in Canada, and pronounced by visitors, conversant with the canning business in the United States, the equal of anything in that Country. One of the first things we did in starting was to register the word "QUAKER" as a trade mark, so that consumers could, under this label, find canned goods that would be known as the standard in quality from one end of the dominion to the other. No expense has been spared in procuring the most experienced and practical men for the packing and management of the business, so as to insure perfection in the class of goods placed before the public.

The retail trade throughout the Dominion can procure
"QUAKER" BRAND CANNED GOODS
from the following wholesale firms:

| | | | |
|---|---|---|---|
| H. N. BATE & SONS, | Ottawa, Ontario. | DEARBORN & CO., - | St. John, N. B. |
| H. P. ECKARDT & CO., | Toronto, " | BAULD BROS. & CO., | Halifax, N. S. |
| GEO. WATT & SONS, | Brantford, " | CODVILLE & CO., - | Winnipeg, Man. |
| JOHN GARVEY, - | London, " | W. J. McMILLAN & CO., | Vancouver, B. C. |
| RANDALL & ROOS, | Berlin, " | W. H. MALKIN & CO., | " " |
| R. J. CARSON, - | Kingston, " | KELLY, DOUGLASS & CO., | " " |
| J. A. MATHEWSON & CO., | Montreal, Que. | HUDSON BAY CO., | " " |

THE "GLOBE" POLISH HAS COME TO STAY AND ALL DEALERS CAN STOCK IT WITHOUT HESITATION.

TRY "GLOBE" AND YOU WILL USE NO OTHER. IT IS THE BEST.

# "GLOBE" METAL POLISH

Write for a supply of Show cards and Advertising Novelties.

——WE SHALL BE PLEASED TO ANSWER ALL ENQUIRIES.——

RAIMES & CO., 164 DUANE ST., NEW YORK CITY.

SCHEPP'S EDELWEISS BRAND COCOANUT

# Schepp's Cocoanut.




A high-grade food product that you can recommend.
The best of its kind, that's all.
For particular people, Schepp's Improved Cocoanut in packages.

## L. SCHEPP CO.,

CANADIAN FACTORY: TORONTO, CAN.
NEW YORK.

LONDON, ENG.: Saml. Hanson, Son & Barter, Agents.

*"Best in the World."*

## HILL, EVANS & CO'S (WORCESTER, ENG.)

PURE ENGLISH

## MALT VINEGAR

Delicate in Flavor and Aroma.
Splendid keeping properties.

## ROBERT WATERS' QUININE WINE

Quinine in a palatable form 50 years' reputation.

Export Agents:
Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

# Perkins, Ince & Co.

**Wholesale Grocers**

FRONT STREET EAST,
**Toronto.**

# James Ewart

MANUFACTURER OF

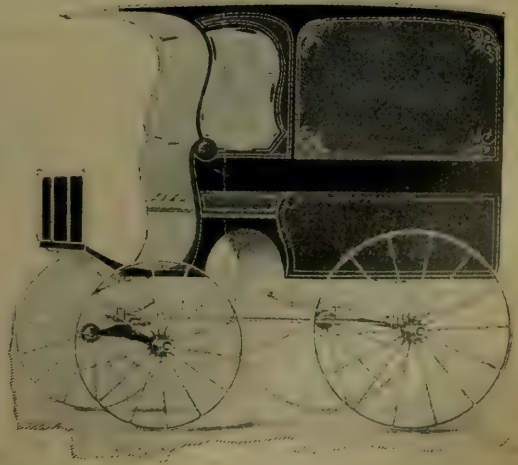
**High-Grade Delivery**

## WAGONS

Grocer, Baker, Confectionery, Laundry Wagons of every description.

257-9 QUEEN ST. EAST
**TORONTO.**

WRITE FOR PRICES. Phone Main 1188



# WIDE-AWAKE RETAILERS.

## Hints and Ideas of Interest.

### A COMMERCIAL TALK.

THERE is no royal road to success. To climb the heights strong, persistent work is required, and, of course, work of both body and mind. The business man who has made a success of his vocation is found to have been the man who worked the hardest and planned the most. "The Hustler," in Stoves and Hardware Reporter, philosophizes in this way :

A great many people go into business with the idea firmly impressed on their minds that they are going to have an easy time of it and will make a success from the start. These people have at least one advantage in their favor and this is the fact that they have confidence in themselves, a condition which is always a good one unless it is overdone. The man who firmly believes he is going to succeed has a better chance than the man who gets down in the mouth and is a chronic growler against himself and his prospects.

——

There are no soft snaps in business. It is a time-worn saying that it is better to be born lucky than rich, yet I am a firm disbeliever in the theory of luck, and so will you be if you stop to consider the matter. There may be such a thing as luck, but it is only an exceptional factor in business or personal affairs. Many a man has received a tribute to his luck or a selfish condemnation for having it when he is entitled to a very large credit for the persistent, intelligent and active way in which he handles his business.

——

Just as there are no soft snaps in business so are there many opportunities to make a failure unless the business is conducted along lines of a thorough system. Set a trap to catch a rat, and unless you set it right and bait it properly you are not going to catch any of these pestiverous rodents. Customers are sometimes very much like the animals in question : They must be caught before their purchases can be captured. But it is a mistake to act on the idea that customers are to be treated as if it were thought necessary to set a trap for them.

The best way of all in which to conduct a business properly is after methods that will suit customers. Human nature is not always aggressive or suspicious. It wants to be treated fairly and to be done by just as it wants to do unto others, but never wants to be done up. I believe that the best rule for the treatment of customers in the purchase of goods is to put yourselves in their places and treat them exactly as you expect to be treated when buying your own goods. I believe that very few of you, if any, have received discorteous treatment when buying goods from a manufacturer or jobber, but I have had sufficient experience with the retail trade to know that dealers do not always treat their own customers in the way that they themselves have been treated by those who have sold them their goods. It may be in the difference of the size of things.

——

This may seem to you as a rather broad statement, but it is a true one so far as my knowledge of such matters goes, and I think that this knowledge is a rather broad one. It may seem queer to you at times that certain people do not patronize your store. This is a fact which is not one of the soft snaps. Probably the trouble is with yourselves. You haven't made a sufficient endeavor to win their confidence and respect, or possibly your stock of goods is not what they want. Such people compose one of two classes. They can afford to be particular in making selections or else your store is too rich for their financial blood. The best managed store in most lines of merchandise is the one that adapts itself to all classes of customers unless it is in an exclusive territory. If it contains goods for the wealthy class alone it will not receive any patronage from those of moderate means, but unless it is so conducted that it suits every one with even a small want and a proportionate sum of money to pay for that want it is not going to be a success unless other conditions are more than favorable.

This goes to show that there are no soft snaps and no luck in business. A man may be fortunate in selecting his location or in the choice of his stock, but in nine cases out of ten it is probably a fact that this supposed luck is the result of a careful judgment exercised at the right time and in the right way. Business is a system, and unless it possesses this qualification it cannot be successful.

——

### A GOOD SCHEME.

An enterprising merchant of Sullivan, Ill., is the originator of a clever stunt. He believes in making his bargain department known :

"THE FAIR."

A. J. Woit. Sullivan, Ill.

On Saturday, the 10th of May,

Call at "The Fair" store and get a real live and happy gold fish absolutely free, given away with every purchase. Ten thousand now on the way from New York for this purpose. Bring a glass jar with you, and the same will be filled free of charge. The fish we give away are valued from 25c. to $1 each.

The fish cost Mr. Woit about 2½c. apiece. A woman will want more than one and is almost sure to buy four or five.

Mr. Woit sells them at almost 50 per cent. profit. This is a good advertisement, as well as a good business deal.

Few country merchants handle fish. City merchants often get orders from country retailers. The people in the country like these little luxuries just as well as city people. Here is a good field for the bargain man in the country.

### INQUIRIES ABOUT CANADIAN TRADE.

Among the inquiries received by the Canadian Section of the Imperial Institute, London, Eng., were the following :

1. A Welsh firm of coal shippers desires the names of Montreal wholesale coal dealers.

2. The manufacturers of a popular briar pipe wish to appoint a suitable Canadian resident agent.

3. A Birmingham house possessing a large connection in box shooks wishes to hear from Canadian firms who can supply same in large quantities.

4. A London company manufacturing tobaccos, cigars and cigarettes wishes to be placed in touch with Canadian importers of these lines.

[The names and addresses of the firms making the above inquiries can be obtained on application to the Editor of THE CANADIAN GROCER.]

Established 1845 MODERN MACHINERY, UP-TO-DATE METHODS Established 1845




1 and 2-lb. Tins.

S. H. & A. S. EWING'S

HIGH-GRADE

COFFEE and SPICES

"The goods that have stood the test of time."
"The perfected products of 57 years' study and experience."
(Have you seen the new ¼ Spice package "Prince of Wales'" brand? Write for sample.)

S. H. & A. S. EWING, Montreal Coffee and Spice Steam Mills, 55 Cote St., MONTREAL, P.Q.

Japan—Thirty-Pound Boxes.

Advance sample Ex S.S. "Tartar" arrived to-day. It looks well, and thirty-pound boxes are scarce. May we send you mail sample? Price twenty cents.

F. J. CASTLE - OTTAWA.

P.S.--Fannings and Dust arriving same Steamer.

Subscribers wanting goods or special quotations on anything anywhere in Canada, at any time, can get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto or Montreal.

COX'S GELATINE Always Trustworthy
ESTABLISHED 1725.

Agents for Canada:
C. E COLSON & SON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO., Toronto, St. John, N.B., and Montreal

SEASON 1902.

Butter Tubs

Order now—ship when required. Best goods—fair price.

WALTER WOODS & CO.
HAMILTON.

Established 1862.

E. THOMPSON & CO.
LIVERPOOL,

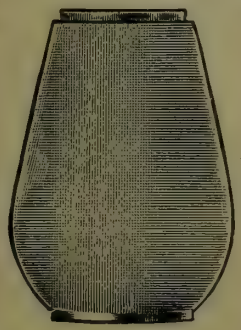
Offices—11 Victoria St. . . . ENG.
Warehouses—48-52 Thomas St.

We solicit correspondence and offers of all kinds of CANNED GOODS and DRIED FRUITS, etc., suitable for the English and Continental markets. Consignments will receive best attention and advances made when required.

REFERENCE—Canadian Bank of Commerce.

American Agent—
G. H. THOMPSON,
107 Hudson St., NEW YORK.

ARE YOU USING OUR



Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?

Give them a Trial.
THE SYDENHAM GLASS CO., of WALLACEBURG, Limited.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Toronto Fruit Merchants.

McWilliam & Everist

Commission Merchants. Fruit Importers and Exporters.

Canadian Apples a Specialty.

CORRESPONDENCE SOLICITED.

Quote us if you have anything to offer.
Ask for our prices when requiring fruit.

25 and 27 Church St., TORONTO, Can.

Long Distance 'Phone Main 645.
Warehouse 'Phone Main 3394.

California Fruits

Canadian Peaches, Plums, Tomatoes.

Fresh arrivals daily at lowest market prices.

Full stock of Oranges, Lemons and Bananas always on hand.

HUSBAND Bros. & Co.
82 Colborne St., TORONTO.
Phones, Main 54, Main 3428.

## BUSINESS CHANGES.

DIFFICULTIES ASSIGNMENTS, COMPROMISES.

THE Snow Drift Co., Brantford, manufacturers of spices and baking powder, are offering to compromise.

Joseph Picard, grocer, Montreal, has assigned.

Mrs. A. Lanthier, grocer and liquor merchant, Montreal, has assigned.

H. Lamarre is curator of Adrian Barrette, general merchant, St. Tite, Que.

Alf. Fontaine, general merchant, St. Alexis de Montcalm, Que., has assigned.

J. M. Lefebvre, grocer and hotelkeeper, Shawenegan Falls, Que., has compromised.

G. A. Perry, general merchant, Da'housie Station, Que., has assigned to Kent & Turcotte.

The creditors of J. Peneau & Co., general merchants, Bic., Que., will appoint a curator on October 27.

Neilson & Trees, fish dealers, Montreal, have assigned; their creditors had a meeting October 22.

The chattel mortgage on W. T. Collins, tobacco merchant, St. Thomas, Ont., has been foreclosed.

V. E. Paradis has been appointed curator of S. Bertrand, general merchant, Notre Dame des Anges, Que.

The creditors of Alph. Fontaine, general merchant, etc., St. Alexis De Montreal, had a meeting on October 23.

Alf. Caron, general merchant, St. Pamphile, Que., has assigned. Lefevre & Taschereau are provisional guardians.

Thos. Dulac, general merchant, St. Victor De Tring, Que., has assigned. V. E. Paradis has been appointed provisional guardian.

John A. R. Peart, confectioner, Leamington, Ont., has assigned to Alex. R. Bartlett, Windsor, and the creditors had a meeting on October 21.

J. G. Plante, general merchant and sawmiller, St. Victor De Tring, Que., has assigned, and there will be a meeting of his creditors on October 28.

PARTNERSHIPS FORMED AND DISSOLVED.

Dignard & Benoit, grocers, Montreal, have dissolved.

D. J. McIntyre retires from the Alberta Mercantile Co., general merchants, Blairmore, N.W.T.

SALES MADE AND PENDING.

The stock of W. S. Haire, tobacconist, Toronto, has been sold.

McIntyre Bros., general merchants, Duck Lake, N W.T., have sold out.

The stock of the estate of T. M. Heximer, grocer, etc., Hamilton, is advertised to be sold by auction on October 27.

J. J. Walsh, grocer and liquor merchant, Hamilton, is advertising his business for sale.

George Bishop, general merchant, Dover Centre, Ont., is advertising his business for sale.

The assets of Jules Falardeau, wholesale and retail tobacconist, Montreal, have been sold.

The stock of V. A. Burke, grocer and liquor merchant, Hamilton, is to be sold by bailiff.

CHANGES.

Mendelshon Bros., traders, Montreal, have registered.

T. Poupart & Cie, grocers, Montreal, have registered.

T. Nickerson, general merchant, Atlin, B.C., is out of business.

W. B. Walker, grocer, Hamilton, has sold out to W. P. Chapman.

J. B. Daigneault & Cie, grocers, St. Hyacinthe, Que., have registered.

James Martin, grocer, etc., McGregor, Man., has sold out to G. W. Sager.

L. R. Yankee, general merchant, Arner, Ont., has sold out to G. C. Greaver.

H. T. Ireland, general merchant, Smithfield, Ont., has sold out to W. S. Kemp.

S. P. McGovern, flour and feed merchant, Cayuga, Ont., is giving up business.

Robert Whitney, liquor merchant, MacLeod, N.W.T., is succeeded by Jeff. Davis.

L. O. Grothe has registered for James Falordeau, wholesale and retail tobacconist, Montreal.

Simon Leiser, general merchant, Cumberland, B.C., is succeeded by Simon Leiser & Co., Limited.

W. B. McPherson, general merchant, Bentley, N.W.T., is succeeded by D. Cook.

W. L. Hodnett, general merchant, Miniota, Man., is opening a branch at Arrow River.

Hugh Armour, butcher and grocer, Regina, N.W.T., has sold the grocery to W. A. White.

Taylor & George, general merchants, Revelstoke, B.C., are succeeded by Taylor Bros. & George.

FIRES.

A. S. Poirier, grocer, Shediac, N.B, was burned out.

Alex. McNeill, grocer, Shediac, N.B., was burned out.

Mrs. A. J. Cormier, grocer, Shediac, N B., was burned out.

O. Poirier, general merchant, Shediac, N.B., was burned out.

Isaac Selick, general merchant, Hillsboro, N.B., was burned out.

Simon A. Poirer, general merchant, Shediac, N.B., was burned out.

The store of T. M. Boudreau & Co., grocers, etc., Shediac, N.B., was burned.

Wm. A. Stevens, general merchant, Hillsboro, N.B., was burned out; insurance, $1,500.

O. M. Melanson & Co., general mercants, Shediac, N.B., were burned out; partially insured.

R. C. Tait, produce and dry goods merchant, Shediac, N.B., was burned out; partially insured.

DEATHS.

Thomas W. Church, grocer, Riverview, N.B., is dead.


# To the Dealers.

We have not advanced the price of our tobaccos. Amber Smoking Tobacco, Bobs, Currency and Fair Play Chewing Tobaccos are the same size and price to the consumer as formerly. We have also extended the time for the redemption of Snowshoe Tags to January 1st, 1904.

THE EMPIRE TOBACCO CO.
MONTREAL, QUE. LIMITED

THE MERITS AND SUPERIORITY OF

# CEYLON TEA

## BLACK AND GREEN

are the principal factors that have led to the growing desirability among the public for this **healthy, pure, clean, delicious** tea. Facts and figures prove that it is the leading and best-selling tea of to-day. Its high-quality will always retain the position of LEADER it now holds.




# As to Mustard

You cannot give people who eat

# Mustard

anything but the best.

That means

and that also means

Which is packed in

**KEEN'S**

**D.S.F.**

**SQUARE TINS.**


## Current Market Quotations for Proprietary Articles

October 23, 1902.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. of a change is made, either an advance or decline, it is referred to in the market reports, as a matter of news whether manufacturers request it or not.

### BAKING POWDER.

| Cook's Friend— | Per doz. |
|---|---|
| Size 1, in 2 and 4 doz. boxes | $ 2 40 |
| " 10, in 4 doz. boxes | 2 10 |
| " 2 in 6 " | 80 |
| " 12, in 6 " | 70 |
| " 3, in 4 " | 45 |
| Pound tins, 3 doz. in case | 3 00 |
| 12-oz. tins, 3 " " | 2 40 |
| 5-lb. tins, 2's " " | 14 00 |

| Diamond— W. H. GILLARD & CO | |
|---|---|
| 1 lb. tins, 2 doz. in case | per doz. 2 00 |
| ½ lb. tins, 3 " " | " 1 25 |
| ¼ lb. tins, 4 " " | " 0 75 |

IMPERIAL BAKING POWDER.

| Cases. | Sizes | Per Doz. |
|---|---|---|
| 4 doz. | 10c. | $0 85 |
| 3 " | 6-oz. | 1 75 |
| 1 " | 12-oz. | 3 50 |
| 2 and 3 doz. | 12-oz. | 3 40 |
| 2 and 3 doz. | 16-oz. | 4 35 |
| ½ doz. | 2½-lb. | 10 50 |
| 1 doz. | 2½-lb. | 10 40 |
| ¼ and 1 doz. | 5-lb | 19 50 |

MAGIC BAKING POWDER




| Cases. | Sizes. | Per Doz. |
|---|---|---|
| 4 doz. | 5c. | $ 40 |
| 4 " | 4-oz. | 60 |
| 4 " | 6-oz. | 75 |
| 4 " | 8-oz. | 95 |
| 4 " | 12-oz. | 1 40 |
| 2 " | 12 oz. | 1 45 |
| 4 " | 16-oz. | 1 65 |
| 2 " | 16-oz. | 1 70 |
| 1 " | 2½-lb. | 4 40 |
| 1 " | 5-lb | 7 30 |
| 2 " | 6-oz. | Per case. |
| 1 " | 1-oz. | $4 55 |
| 1 " | 16-oz. | |

JERSEY CREAM BAKING POWDER

| | |
|---|---|
| ⅛ size, 5 doz. in case | 40 |
| ¼ size, 4 doz. in case | 75 |
| ½ " 3 " " | 1 25 |
| 1 " 2 " " | 2 25 |

VIENNA BAKING POWDER.

| | Per doz. |
|---|---|
| 1 lb. tins, 4 doz. in box | $2 25 |
| ½ lb. tins, 4 " " | 1 25 |
| ¼ lb. tins, 4 " " | 75 |
| 3 oz. in paper, 4 doz. in box | 70 |
| 5 " " 4 " " | 35 |

### BLACKING.

SHOE POLISH.

| Henri Jonas & Co. | Per gross |
|---|---|
| Jonas' | $9 00 |
| Froments | 7 50 |
| Military dressing | 24 00 |

### BLUE.

| | |
|---|---|
| Keen's Oxford per lb. | $0 17 |
| In 10 box lots or case | 0 16 |
| Reckitt's Square Blue 12-lb. box | 0 17 |
| Reckitt's Square Blue, 5 box lots | 0 18 |
| Gillett's Mammoth, boxe, 1 gross | 9 00 |
| Nixey's "Cervus" in squares, per lb. | 0 16 |
| " " in bags, per gross | 1 25 |
| " " in pepper boxes, according to size | 0 02 0 10 |

### BLACK LEAD.

| | |
|---|---|
| Reckitt's per box | 1 15 |
| Box contains either 1 gro., 1 oz. size; ½ gro., 2 oz. or ¼ gro. 4 oz. | |
| Nixey's refined, per 9 lb. box of 12 1 doz. chip boxes | 1 50 |
| Nixey's, as supplied the King, per 9-lb. box of 12 doz. block | 1 50 |
| Nixey's Silver Moonlight Stove Polish, in blocks 13-3 and 6-oz. size. Full price list on application. | |

### CORN BROOMS

| Boeckh Bros & Company | doz. net. |
|---|---|
| Bamboo Handles, A, 4 strings | 4 35 |
| " " B, 4 strings | 4 10 |
| " " C, 3 strings | 3 85 |
| " " D, 3 strings | 3 60 |
| " " F, 3 strings | 3 35 |
| " " G, 3 strings | 3 10 |
| " " I, 3 strings | 2 85 |

### BISCUITS.

CARR & CO. LIMITED.
Frank Magor & Co., Agents

| | |
|---|---|
| Cafe Noir | 0 15 |
| Ensign | 0 1¾ |
| Metropolitan mixed | 0 09 |

### CANNED GOODS.

MUSHROOMS.

| Henri Jonas & Co. | |
|---|---|
| Mushrooms, Rione | $15 50 |
| " 1st choice Duthell | 18 50 |
| " 1st choice Lenoir | 19 50 |
| " extra Lenoir | 22 00 |
| Per case, 100 tins. | |

FRENCH PEAS—DELORY'S

| Henri Jonas & Co. | |
|---|---|
| Moyen's No 2 | $9 00 |
| " No. 1 | 10 50 |
| ⅓ Fins | 12 50 |
| Fins | 14 00 |
| Tres fins | 15 00 |
| Extra fins | 16 50 |
| Sur extra fins | 18 00 |

FRENCH SARDINES.

| Henri Jonas & Co. | |
|---|---|
| ¼ Trefavennes | $9 50 |
| ¼ Rolland | 9 50 10 00 |
| ¼ Delory | 10 50 |
| ¼ Club Alpins | 2 50 |

### CHOCOLATES & COCOAS.

| Cocoa—The Cowan Co Limited. | |
|---|---|
| Hygienic, 1-lb. tins, per doz | $7 25 |
| " ½-lb. tins " | 3 75 |
| " ¼-lb. tins " | 2 25 |
| " fancy tins " | 0 90 |
| Hygienic, 5-lb tins, for soda water fountains, restaurants, etc. per lb | 0 55 |
| Perfection, ½-lb. tins, per doz | 3 00 |
| Cocoa Essence, sweet, ½-lb. tins, per doz | 2 25 |
| Chocolate— | per lb. |
| Queen's Dessert, ¼'s and ½'s | $0 40 |
| " " 6's | 0 42 |
| Mexican Vanilla, ¼'s and ½'s | 0 35 |
| Royal Navy Rock " | 0 30 |
| Diamond " | 0 25 |
| " 8's | 0 28 |
| Chocolate— Fry's. | per lb. |
| Caracoas, ¼'s, 6-lb. boxes | 0 42 |
| Vanilla, ¼'s | 0 43 |
| "Gold Medal" Sweet, ¼'s, 6 lb. bxs | 0 29 |
| Pure, unsweetened, ½'s, 6 lb. bxs | 0 42 |
| Fry's "Diamond," ¼'s, 14 lb. bxs | 0 24 |
| Fry's "Monogram," ⅛'s 14 lb. bxs | 0 24 |
| Cocoa— | per doz |
| Concentrated, ¼'s 1 doz. in box | 2 40 |
| " ½'s, " " | 4 50 |
| " 1 lbs. " | 8 25 |
| Homoeopathic, ¼'s 14 lb. boxes | |
| " ¼ lbs. 12 lb. boxes | |
| Epps's cocoa, case of 14 lbs., per lb. | 0 35 |
| Smaller quantities | 0 37½ |

JOHN P. MOTT & CO.'S
R. S. Molndoe, Agent, Toronto.

| | |
|---|---|
| Mott's Broma per lb | 0 30 |
| Mott's Prepared Cocoa | 0 28 |
| Mott' Homeopathic Cocoa (¼'s) | 0 12 |
| Mott's Breakfast Cocoa (in tins) | 0 40 |
| Mott's No. 1 Chocolate | 0 30 |
| Mott's Breakfast Chocolate | 0 28 |
| Mott's Caraccas Chocolate | 0 40 |
| Mott's Diamond Chocolate | 0 23 |
| Mott's French-Can. Chocolate | 0 18 |
| Mott's Navy or Cooking Chocolate | 0 18 |
| Mott's Cocoa Nibbs | 0 35 |
| Mott's Cocoa Shells | 0 08 |
| Vanilla Sticks, per gross | 0 90 |
| Mott's Confectionery Chocolate 0 21 | 0 43 |
| Mott's Sweet Chocolate Liquors 0 19 | 0 30 |

CADBURY'S.

| Frank Magor & Co., Agents. | per doz |
|---|---|
| Cocoa essence, 3 oz. packages | $1 65 |
| Mexican chocolate, ¼ and ½ lb. pkgs. | 0 40 |
| Rock Chocolate, loose | 0 40 |
| " 1-lb. tins | 0 43 |
| Nibs, 11-lb. tins | 0 35½ |

WALTER BAKER & CO., LIMITED.

| | per lb. |
|---|---|
| Premium No. 1 chocolate, 12-lb boxes | $ 38 |
| Vanilla chocolate 6-lb boxes | 47 |
| German sweet, 6-lb. boxes | 27 |
| B'kfast cocoa, ½-lb. tins, plain; 6-lb. boxes | 51 |
| Cracked cocoa, ½-lb. pkgs. 12-lb. bxs. | 35 |
| Caracas sweet chocolate, 6-lb. boxes | 37 |
| Soluble chocolate (hot or cold soda) 1-lb. cans | 45 |
| Vanilla chocolate wafers, 48 to box, per box | 1 56 |

### COCOANUT.

| L. Scherr Co. | per lb. |
|---|---|
| 1-lb. packages, 15 and 30-lb. cases | $0 26 |
| ½-lb. " " " " | 0 27 |
| ¼-lb. " " " " | 0 28 |
| ½ and 1-lb. pkgs., assorted, 15 and 30-lb. cases | 0 26½ |
| ¼ and ½-lb. pkgs. assorted, 15 and 30-lb. cases | 0 27½ |
| 5c. package, 4 doz. in case, per doz. | 0 45 |

### CHEESE.

| Imperial—Large size jars, per doz. | $ 8 25 |
|---|---|
| Medium size jars | 4 50 |
| Small size jars | 2 40 |
| Individual size jars | 1 00 |
| Imperial Holder—Large size | 18 00 |
| Medium size | 15 00 |
| Small size | 12 00 |
| Roquefort—Large size, per doz. | 2 40 |
| Small size | 1 40 |

# "THE EDWARDSBURG BRANDS"

# Starch

## . . and Syrup

Are well known all over the Dominion as a **STANDARD OF QUALITY.** **ASSORTED STOCKS** of all styles of packages now on hand, and **PROMPT SHIPMENT** guaranteed.

**EDWARDSBURG STARCH CO'Y, Limited**

**Established 1858.**

164 St James St., MONTREAL. | Works: CARDINAL, ONT. | 53 Front St. East, TORONTO


### COFFEE.

JAMES TURNER & CO.

| | per lb. |
|---|---|
| Mecca | 0 32 |
| Damascus | 0 28 |
| Cairo | 0 20 |
| Sirdar | 0 17 |
| Old Dutch Rio | 0 12½ |

E. D. MARCEAU, Montreal. per lb.

| | |
|---|---|
| "Old Crow" Java | 0 25 |
| " Mocha | 0 25 |
| "Condor" Java | 0 30 |
| " Mocha | 0 30 |
| 15-year-old Mandheling Java and hand-picked Mocha | 0 50 |
| 1-lb. Fancy tins choice pure coffee, 48 tins per case | 0 20 |
| Madam Huot's Coffee, 1-lb. tins | 0 31 |
| " " " 2-lb. tins | 0 30 |

100 lb. delivered in Ontario and Quebec.

### CONDENSED MILK.




Borden's Condensed Milk Co.

| | |
|---|---|
| "Eagle" Brand | $1 65 |
| "Gold Seal" Brand | 1 30 |
| "Peerless" Brand Evaporated Cream | 1 20 |

### CLOTHES PINS.

UNITED FACTORIES LIMITED.

| | |
|---|---|
| Clothes Pins (full count), 5 gross in case, per case | 0 57 |
| 4 doz. packages 12 to a case) | 0 72 |
| 6 doz. packages (12 to a case) | 0 92 |

### COUPON BOOKS—ALLISON'S.

For sale in Canada by—The Eby, Blain Co., Limited, Toronto C. O. Beauchemin & Fils, Montreal

$1, $2, $3, $5, $10 and $20 books.

| | Unnumbered | Covers and Coupons numbered. |
|---|---|---|
| In lots of less than 100 books, 1 kind assorted | 4c. | 4½c. |
| 100 to 500 books | 3½c. | 4c. |
| 500 to 1,000 books | 3c. | 3¼c. |

Allison's Coupon Pass Book

| | |
|---|---|
| 1 00 books | 3 cents each |
| 2 00 books | 3 cents each |
| 3 00 books | 3 cents each |
| 5 00 books | 4 cents each |
| 10 00 books | 5½ cents each |
| 15 00 books | 6½ cents each |
| 20 00 books | 7½ cents each |
| 25 00 books | 8 cents each |
| 50 00 books | 12 cents each |

### EXTRACTS.

HENRI JONAS & Co. Per gross.

| | |
|---|---|
| 8 oz London Extracts | $6 00 |
| 2 oz. " " (no corkscrews) | 5 50 |
| 2 oz. " " | 9 00 |
| 2 oz. Spruce essence | 6 00 |
| 2 oz. " " | 9 00 |
| 2 oz. Anchor extracts | 12 00 |
| 4 oz. " " | 21 00 |
| 1 oz. " " | 36 00 |
| 1 lb. " " | 70 00 |
| 1 oz. Flat " | 9 00 |
| 2 oz. Flat bottle extracts | 18 00 |
| 2 oz. Square " | 21 00 |
| 4 oz. " " corked) | 36 00 |
| 8 oz. " " | 72 00 |
| | Per doz. |
| 8 oz. " glass stop extracts | 3 50 |
| 8 oz. " " " | 7 00 |
| | Per doz. |
| 2½ oz. Round quintessence extracts | 2 00 |
| 4 oz. Jockey decanters " | 3 50 |

### FOOD.

| | Per doz. |
|---|---|
| Robinson's Patent Barley ½ lb tins | 1 25 |
| " " 1 lb. tins | 2 45 |
| " " Groats, ½ lb. tins | 1 25 |
| " " 1 lb. tins | 2 25 |

### GINGER ALE & SODA WATER

| | per doz. |
|---|---|
| Cantrell & Cochrane's Imported Ginger Ale and Club Soda Water | $1 40 |

### JAMS AND JELLIES.

SOUTHWELL'S GOODS. Frank Magor & Co., Agents.

| | per doz |
|---|---|
| Orange Marmalade | 1 |
| Clear Jelly Marmalade | 1 80 |
| Strawberry W. F. Jam | 2 00 |
| Raspberry " " | 2 00 |
| Apricot " " | 1 75 |
| Black Curran " | 1 85 |
| Other Jams, W. F. | 1 55 1 90 |
| Red Currant Jelly | 2 75 |

Jams— T. UPTON & CO.

| | |
|---|---|
| 12-oz. glass jars, per doz | $0 95 |
| 1 lb glass jars 2 doz. in case, per case | 1 50 |
| 2½-lb. tin pail, 2 doz. in crate, per lb. | 0 09 |
| 5-lb. tin pails, 8 pails in crate, per lb | 0 06 |
| 7-lb wood pails, 6 " " " | 0 06 |
| 14-lb. wood pails, per lb | 0 06 |
| 30-lb " " " | 0 06 |

Jellies—

| | |
|---|---|
| 1-lb. glass jars, per doz | $1 50 |
| 7-lb. wood pails, per lb | 0 09 |
| 14-lb. " " " | 0 09 |
| 30-lb. " " " | 0 09 |

### LICORICE.

YOUNG & SMYLIE'S LIST.

| | |
|---|---|
| 5-lb. boxes, wood or paper, per lb | $0 40 |
| Fancy boxes (36 or 50 sticks) per box | 1 50 |
| "Ringed" 5 lb. boxes, per lb | 0 40 |
| "Acme" Pellets, 5 lb. cans, per can | 2 00 |
| "Acme" Pellets, fancy boxes 40) per box | 1 50 |
| Tar, Licorice and Tolu Wafers, 5 lb. cans, per can | 2 00 |
| Licorice Lozenges, 5 lb. glass jars | 1 75 |
| " 20 5 lb. cans | 1 50 |
| "Purity" Licorice 10 sticks | 1 45 |
| " 100 sticks | 0 73 |
| Dulce large cent sticks, 100 in box | |

### LIQUORS.

COGNAC IN CASES.

Ph. Richard.

| | |
|---|---|
| S.O. Quarts, 12's | $22 50 |
| F.C. " " | 15 00 |
| F.C. 1-15 bottles, 180's | 2 00 |
| V.S.O.P. " | 12 00 |
| V.S.O.P. pints, 24's | 13 00 |
| V.S.O.P. ½-pints, 48's | 14 00 |
| V.S.O.P. 1-15 bottles, 180's | 20 00 |
| V.S.O. quarts, 12's | 10 00 |
| V.S.O. 1-15 bottles, 180's | 18 00 |
| V.O. quarts, 12's | 8 50 |
| V.O. pints, 24's | 9 50 |
| V.O. ½-pints, 48's | 10 50 |
| V.O. 1-15 bottles, 180's | 14 00 |
| V.O. decanters, 12's | 0 50 |
| V.O. " pints, 20's | 13 00 |
| V.O. flasks, Imp. pints, with thumblers | 9 75 |
| V.O. " Reputed " " 24's | 10 50 |
| V.O. " " no " 24's | 9 50 |

Chas. Couturier.

| | |
|---|---|
| Quarts, 12's | 7 00 |
| ½ bottles, 24's | 8 00 |
| ¼ " 48's | 9 00 |
| 1-15 bottles, 180's | 13 50 |
| Flasks, 24's | 8 00 |
| ½ Flasks, 48's | 9 00 |
| Flasks Imperial pints, Copsule, 16's | 8 00 |

F. Marion & Cie.

| | |
|---|---|
| Quarts, 12's | 6 00 |
| ½ bottles, 24's | 7 00 |
| ¼ " 48's | 8 00 |
| Flasks, reputed 24's | 7 00 |
| Flasks, ½-pints, 48's | 8 00 |
| 1-15 bottles, 180's | 12 50 |
| Flasks, Imp. pints with thumblers, 16's. | 8 00 |

Cognac In Wood.

Ph. Richard.

| | ½ Gal's. | Oct's. | Oct's. | Bbls | Hhds. |
|---|---|---|---|---|---|
| Couturier | $4 00 | $3 95 | $3 85 | $3 80 | .... |
| Marion | 3 75 | 3 60 | 3 50 | 3 40 | .... |
| Ph Richard V.S.O.P | 5 50 | 5 35 | 5 25 | 5 00 | .... |
| Richard V.O. proof. | 4 25 | 4 10 | 4 00 | 3 90 | 3 80 |
| Richard 5 up. proof V. O. | 4 00 | 3 80 | 3 70 | 3 50 | 3 40 |
| Richard Fine champagne | 6 00 | 5 90 | .... | .... | .... |

Gin—Pollen & Zoon, in Cases.

| | |
|---|---|
| Red, 15's | $ 0 00 |
| Green, 12's | 5 00 |
| Pony, 12's | 2 50 |

Gin Pollen & Zoon, in Wood.

| | ½ Gals. | Oct's. | Oct's. | Bbls. | Hhds. |
|---|---|---|---|---|---|
| Gin, P. & Z. | $3 15 | $3 05 | $3 05 | $3 00 | $2 95 |

Mitchell Bros. Limited Scotch.

| | 1 case. | 5 cases. |
|---|---|---|
| Heather Dew, ordinary qts. 12's | $ 7 00 | $ 6 75 |
| Heather Dew, stone jars, Imperial, 12's | 12 50 | 12 25 |
| Heather Dew, oval flasks, quart, 12's | 11 25 | 11 00 |
| Special Reserve, oval, pts. 24s. | 11 75 | 11 50 |
| " ordinary qts., 12's | 9 00 | 8 75 |
| Special Reserve, ½ bottles, pints, 24's | 10 00 | 9 75 |
| Extra Special Liqueur, flagon, 12's | 9 50 | 9 25 |
| Extra Special Liqueur, ordinary bottles, 12's | 9 50 | 9 25 |
| Heather Dew, flasks, 48's | 12 00 | 11 75 |
| " " ½ flasks, 60's | 9 00 | 8 75 |
| Mullmore, Imperial oval quart flasks, 12's | 10 00 | 9 75 |
| Mullmore, flasks, Imperial pints, 24's | 10 50 | 10 25 |
| Mullmore, flasks, ordinary pints, 24's | 7 75 | 7 50 |
| Mullmore, ½ flasks, ordinary, 48's | 9 00 | 8 75 |
| Mullmore, ordinary quarts, 12's | 6 50 | 6 25 |
| Mullmore ordinary pints 24' | 7 50 | 7 25 |

Scotch Whisky in Wood.

| | ½ Gals. | Oct's. 9 gals. | Oct's. 17½ gals. | Bbls 40 gals. |
|---|---|---|---|---|
| Special Reserve | $4 50 | $4 25 | $4 15 | $3 90 |
| Heather Dew "A" | 4 00 | 3 85 | 3 | 3 65 |


**RECKITT'S Blue and Black Lead** {ALWAYS GIVE YOUR CUSTOMERS SATISFACTION

| | | | | |
|---|---|---|---|---|
| Extra Special Liqueur | 5 00 | 4 90 | 4 80 | 4 75 |
| Old Scotch | 3 75 | 3 70 | 3 65 | 3 50 |

Whiskey in Cases.

Mitchell Bros., Limited—Irish.

| | |
|---|---|
| Cruiskeen Lawn, stone jar, 12's | $12 50 |
| Old Irish, flasks, Imp. quarts, 12's | 11 25 |
| " Special, quarts, 12's | 9 00 |
| " " Imp. pints, 24's | 11 75 |
| " round bottles, quarts, 12's | 6 50 |
| " round ½-bottles, pints, 24's | 8 00 |
| " 10-o flasks, 48 s | 12 00 |
| " 5-oz. flasks, 60's | 9 00 |

Irish Whiskey in Wood.

| | Gal. | ½-Oct. | Oct. | Bbl |
|---|---|---|---|---|
| Mitchell, "Special Old" | $4 50 | $4 40 | $4 15 | $4 10 |
| Mitchell, "Old" | 4 00 | 3 90 | 3 75 | 3 65 |
| " "B" | 3 50 | 3 40 | 3 30 | 3 25 |
| " "C" | 3 00 | 2 | 2 80 | 2 75 |

Champagne Wine in Cases.

| | |
|---|---|
| Duc de Pierland, quarts, 12's | $14 00 |
| " pints, 24's | 5 00 |
| Cardinal, quarts, 12's | 12 50 |
| " pints, 24's | 13 50 |
| Vve. Amiot Carte d'Or, quarts, 14's | 16 00 |
| " " pints, 24's | 17 00 |
| " " d'Argent, quarts, 12's | 9 50 |
| " " pints, 24's. | 11 50 |

Blandy Bros Wine.

Blandy's Madeira Wine, in cases.

| | |
|---|---|
| Very Superior, quarts, 12's | 8 50 |
| Special Selected, quarts, 12's | 10 00 |
| London Particular, quarts, 12's | 13 00 |

Blandy's Malaga, in cases.

| | |
|---|---|
| Pale Sweet Blue Label, quarts, 12's | 7 50 |
| " White Label, quarts, 12's | 10 00 |

Blandy's Sherry, in cases.

| | |
|---|---|
| Manzanilla, quarts, 12's | 8 50 |
| Morosa, quarts, 12's | 11 00 |

Blandy's Port Wine, in cases.

| | |
|---|---|
| Good Fruity, quarts, 12's | 7 50 |
| Invalid Special, quarts, 12's | 12 00 |

Blandy Bros'. Wine in Wood.

| | Gal. | Octave. |
|---|---|---|
| Madere, No. ½ | $3 50 | $3 00 |
| " No. ¾ | 4 50 | 4 00 |
| Malaga Pale Sweet | 3 00 | 2 75 |

Canadian Whiskies.

| | In barrels. per gal. |
|---|---|
| Gooderham & Worts, 65 O.P. | $ 4 50 |
| Hiram Walker & Sons " | 4 50 |
| J. P. Wiser & Son " | 4 49 |
| J. E. Seagram " | 4 49 |
| H. Corby " | 4 49 |
| Gooderham & Worts, 50 O.P. | 4 10 |
| Hiram Walker & Sons " | 4 10 |
| J. P. Wiser & Son " | 4 09 |
| J. E. Seagram " | 4 09 |
| H. Corby " | 4 09 |
| Rye, Gooderham & Worts | 2 20 |
| " Hiram Walker & Sons | 2 20 |
| " J. P. Wiser & Son | 2 19 |
| " J. E. Seagram | 2 19 |
| " H. Corby | 2 19 |
| Imperial, Walker & Sons | 2 90 |
| Canadian Club, Walker & Sons | 3 60 |

Less than one bbl. per gallon.

| | |
|---|---|
| 65 O. P. | $4 55 |
| 50 O. P. | 4 15 |
| Rye | 2 25 |

## LYE (CONCENTRATED).

GILLETT'S PERFUMED.

| | Per case. |
|---|---|
| 1 case of 4 doz | $ 3 60 |
| 3 cases " | 3 50 |
| 5 " | 3 40 |

## MINCE MEAT.

| | |
|---|---|
| Wethey's Condensed, per gross net | $12 00 |
| " per case of doz. net | 3 00 |

## MUSTARD.

COLMAN'S OR KEEN'S.

| | |
|---|---|
| D. S. F., ¼ lb. tins, per doz. | $1 40 |
| " ½ lb. tins, " | 2 50 |
| " 1 lb. tins, " | 5 00 |
| Durham 4 lb. jar, per jar | 0 75 |
| " 1 lb. " " | 0 25 |
| F. D., ¼ lb. tins, per doz. | 0 85 |
| " ½ lb. tins | 1 45 |

HENRI JONAS & Co.

| | Per gross |
|---|---|
| Pony size | $7 50 |
| Imperial, medium | 9 00 |
| Imperial, large | 12 00 |
| Tumblers | 12 00 |

| | Per gross |
|---|---|
| Mugs | 13 20 |
| Pint jars | 18 00 |
| Quart jars | 4 00 |

E. D. MARCEAU, Montreal.

| | |
|---|---|
| "Condor," 12-lb. boxes— | |
| ¼-lb. tins, per lb. | 0 35 |
| ½-lb. tins " | 0 33 |
| 1-lb. tins " | 0 32½ |
| 4-lb. jars, per jar | 1 20 |
| 1-lb. jars " | 0 35 |
| "Old Crow," 12-lb. boxes— | |
| ¼-lb. tins, per lb. | 0 25 |
| ½-lb. tins " | 0 23 |
| 1-lb. tins " | 0 22½ |
| 4-lb. jars, per jar | 0 70 |
| 1-lb. jars " | 0 25 |

## OLIVE OIL

| | per case |
|---|---|
| Barton & Guestier's quarts | $8 00 |
| " " pints | 9 00 |

## ORANGE MARMALADE.

T. UPTON & CO.

| | |
|---|---|
| 1-lb. glass. 2 doz. case, per doz. | $1 00 |
| 7-lb. pails and 5 lb. tins | 0 06 |
| 14 and 30-lb. pails | 0 06 |

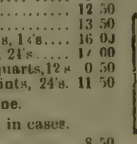
## PICKLES.

STEPHENS'.

A. P. Tippet & Co., Agents.

| | |
|---|---|
| Fancy stoppers (pints) per doz. | 2 30 |
| Corked (pints), " | 1 90 |

## SODA.—COW BRAND.

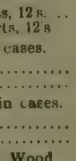



Case of 1 lbr. containing 60 pkgs. per box, $3.00

Case of ½ lbs. (containing 120 pkgs. per box, $3.00.

Case of 1 lbs. and ½ lbs. (containing 30 1 lbs. and 60 ½ lb. packages) per box, $3.00.

Case of 5c. pkgs (containing 96 pkgs) per box, $3.00.




EMPIRE BRAND.

Brunner, Mond & Co.

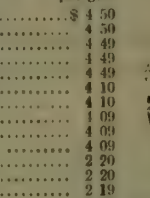
Case 120 ½-lb. pkts. (60 lb.) per case $2 70.

Case 96 10-oz. pkts. (60 lb.) per case $2.80.

"MAGIC" BRAND.

| | per case |
|---|---|
| No. 1, cases, 60 1-lb packages | 2 75 |
| " 2, " 120 ½-lb packages | 2 75 |
| " 3, " (30 1 lb. packages) (60 ½-lb. packages) | 2 75 |

## SOAP




A. P. TIPPET & CO., AGENTS

| | colors | black | per gross. |
|---|---|---|---|
| Maypole Soap, | per grs. | $10.20. | |
| Maypole Soap, | per grs. | $15.30 | |
| Oriole Soap, | | | $10.20. |

| | |
|---|---|
| Glorioia Soap, per gross | 12 00 |
| Straw Hat Polish, per gross | 10 20 |

## STARCH.

EDWARDSBURG STARCH CO., LTD.

| Laundry Starches— | per lb. |
|---|---|
| No. 1 White or Blue, 4-lb carton | 0 06½ |
| No. 1 " " 3-lb. " | 0 06½ |
| Canada Laundry | 0 05½ |
| Silver Gloss, 6-lb. draw-lid boxes | 0 08 |
| Silver Gloss, 6-lb. tin canisters | 0 08 |
| Edwards'g Silver Gloss, 1-lb. pkg. | 0 08 |
| Kegs Silver Gloss, large crystal | 0 07 |
| Benson's Satin, 1-lb. cartons | 0 08½ |
| No. 1 White, bbls. and kegs | 0 05¾ |
| Benson's Enamel, per box, $1 50 to 3 | 00 |
| Culinary Starch— | |
| Benson & Co.'s Prep. Corn | 0 07¼ |
| Canada Pure Corn | 0 05¾ |
| Rice Starch— | |
| Edwardsburg No. 1 white, 1-lb. car | 0 10 |
| Edwardsburg No. 1 White or Blue, 4-lb. lumps | 0 08½ |

BEE STARCH.

| | |
|---|---|
| Cases, 64 pkgs. 48's | $5.00 |
| ¼ Cases, 32 pkgs. 24's | 2.50 |
| Packages 10c. each. | |

BRANTFORD STARCH WORKS, LIMITED.

Ontario and Quebec.

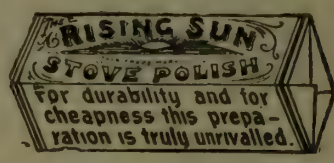
| Laundry Starches— | |
|---|---|
| Canada Laundry, boxes of 40 lbs. | $0 05½ |
| Acme Gloss Starch— | |
| 1-lb. cartons, boxes of 40 lbs. | 0 06 |
| Finest Quality White Laundry— | |
| 3-lb. Canisters, cases of 48 lbs. | 0 06½ |
| 4-lb. " " " | 0 06½ |
| Barrels, 200 lbs. | 0 05¾ |
| Kegs, 100 lbs. | 0 05¾ |
| Lily White Gloss— | |
| 1-lb. fancy cartons cases 30 lbs. | 0 08 |
| 6-lb. toy trunks, 8 in case | 0 08 |
| 6-lb. enameled tin canisters, 8 in case | 0 08 |
| Kegs, ex. crystals, 100 lbs | 0 07 |
| Brantford Gloss— | |
| 1-lb. fancy boxes, cases 36 lbs. | 0 08½ |
| Canadian Electric Starch— | |
| Boxes of 40 fancy pkgs, per case | 3 00 |
| Celluloid Starch— | |
| Boxes of 45 cartons, per case | 3 50 |
| Culinary Starches— | |
| Challenge Prepared Corn— | |
| 1-lb. packages, boxes 40 lbs. | 0 05¾ |
| No. 1 Brantford Prepared Corn— | |
| 1-lb. packages, boxes 40 lbs. | 0 07¼ |
| Crystal Maize Corn Starch— | |
| 1-lb. packages, boxes 40 lbs. | 0 07¼ |

## STOVE POLISH.




No. 4—3 dozen in case, per gross 4 80

" 6—3 dozen in case, " " 8 40




| | Per gross |
|---|---|
| Rising Sun 5-oz. cakes, ½-gross lots | 8 50 |
| Rising Sun, 3-oz. cakes, gross boxes | 5 50 |
| Sun Paste 10c. size, ½ gross boxes | 10 00 |
| Sun Paste, 5c. size, ½ gross boxes | 5 00 |




## TEAS.




SALADA CEYLON.

| | Wholesale | Retail |
|---|---|---|
| Brown Label, 1's | 0 20 | 0 25 |
| " " ½'s | 0 21 | 0 26 |
| Green Label, 1 and ½s | 0 22 | 0 30 |
| Blue Label, 1s, ½s, ¼s and ⅛s. | 0 30 | 0 40 |
| Red Label, 1s and ½s | 0 36 | 0 50 |
| Gold Label, ½s | 0 44 | 0 60 |




Ceylon Tea, in 1 and ½ lb. lead packages black or mixed.

| | |
|---|---|
| Black Label, 1-lb., retail at 25c. | 0 19 |
| " " ½-lb., " " " | 0 20 |
| Blue Label, retail at 30c. | 0 22 |
| Green Label " 40c. | 0 28 |
| Red Label " 50c. | 0 35 |
| Orange Label, retail at 60c. | 0 42 |
| Gold Label " 80c. | 0 55 |




| | | |
|---|---|---|
| Cases each 60 1-lbs. | .... | 0 35 |
| " " 60 ½-lbs. | .... | 0 35 |
| " " 30 1-lbs. | .... | 0 35 |
| " " 120 ¼-lbs | .... | 0 35 |




LUDELLA CEYLON, 1s AND ½'s PKGS.

| | | |
|---|---|---|
| Blue Label, ¼s | 0 18½ | 0 25 |
| Blue Label, ½'s | 0 19 | 0 25 |
| Orange Label, 1's and ½'s | 0 21 | 0 30 |
| Brown Label, 1's and ½'s | 0 28 | 0 40 |
| Brown Label, ½'s | 0 30 | 0 40 |
| Green Label, 1's and ½'s | 0 35 | 0 50 |
| Red Label, ½'s | 0 40 | 0 60 |

BROWN BRAND

| | Wholesale | Retail |
|---|---|---|
| Red Label, 1-lb. and ½'s | 0 35 | 0 50 |
| Blue Label, 1-lb. and ½'s | 0 28 | 0 40 |
| Green Label, 1-lb. | 0 19 | 0 25 |
| Green Label, ½'s | 0 20 | 0 25 |
| Japan, 1s | 0 19 | 0 25 |

E. D. MARCEAU, Montreal.

| Japan Teas— | |
|---|---|
| "Condor" 1 40 lb. boxes | 0 37½ |
| EMD AAA 40-lb. boxes | 0 37½ |
| "Condor" II 40 lb. boxes | 0 36 |
| " II 80-lb. " | 0 35 |
| " III 80-lb. " | 0 32½ |
| " IV 80-lb. " | 0 30 |
| " X 80-lb. " | 0 30 |
| " V 80-lb. " | 0 27½ |
| " XXXX 80-lb. boxes | 0 25 |
| " XXXX 30-lb. " | 0 26 |
| " XXX 80-lb. " | 0 22¼ |
| " XXX 30-lb. " | 0 23½ |
| " XX 85 lb. " | 0 20 |
| " LX lead packets | |
| " Assorted cases (1 and ½ lb.) to retail at 40c. | 0 2½ |
| " L lead packets | |
| " Assorted cases (1 and ½ lb.) to retail at 25c. | 0 19½ |
| Black Teas—"Nectar," in lead packets— | |
| Green label retails | 0 26 at 0 50 |
| Chocolate label " | 0 35 " 0 25 |
| Blue label " | 0 50 " 0 36 |
| Maroon label " | 0 60 " 0 45 |
| Fancy tins—Chocolate, 1-lb. | 0 32½ |
| " " —Blue, 1-lb. | 0 42½ |
| " " —Maroon, 1-lb. | 0 50 |
| " " —Maroon, 1-lb. | 1 50 |
| Black Teas—"Old Crow" Blend— | |
| Bronzed tins of 10, 25, 50 and 80 lb. | |
| No. 1 per lb. | 0 35 |
| No. 2 " | 0 30 |
| No. 3 " | 0 25 |
| No. 4 " | 0 20 |
| No. 5 " | 0 17½ |

LIPTON'S TEA (in packages).

| | Price per lb |
|---|---|
| No. 1, cases 50 lb. (50 ½-lb. pkgs. | $0 35 |
| (25 1-lb pkgs | 34 |
| No. 1, cases 50 lb., in 5-lb. tins | 35 |
| No. 2, cases 50 lb. (50 ½-lb. pkgs. | 29 |
| (25 1-lb. pkgs. | 28 |
| No. 2, cases 50 lb., in 5-lb. tins | 29 |
| No. 3, cases 50 lb., (50 ½-lb. pkgs | 23 |
| (25 1-lb. pkgs. | 22 |
| No. 3, cases 50 lb., in 5-lb. tins | 23 |
| Green Ceylon, No. 1, (50 ½-lb. pkgs | 35 |
| (25 1-lb. pkgs. | 34 |
| Green Ceylon, No. 2, (50 ½-lb. pkgs. | 29 |
| (25 1-lb pkgs. | 28 |

## TOBACCO

THE EMPIRE TOBACCO CO., LIMITED.

| | |
|---|---|
| Smoking—Empire, 3½s, 5s and 10s | 0 39 |
| Royal Oak, 2 x 3, 8s ace, 8s | 0 52 |
| Something Good, 7s | 0 48 |
| Chewing—Bobs, 5s and 10s | 0 36 |
| Currency, 13¾ oz. bars, spaced 9s | 0 39 |
| Currency, 6s and 10s | 0 39 |
| Old Fox, narrow 10s | 0 39 |
| Snowshoe, 1-lb. bars, spaced 6s | 0 43 |
| Pay Roll, 6s | 0 44 |

## VINEGARS.

E. D. MARCEAU, Montreal.

| | Per gal. |
|---|---|
| EMD, pure distilled, highest quality | 0 30 |
| Condor, pure distilled | 0 25 |
| Old Crow | 0 20 |

Special prices to buyers of large quantities

MICHEL LEFEBVRE.

| | |
|---|---|
| Bull Dog, quadruple strength, registered | 0 55 |
| Lion "L" brand, registered | 0 38 |
| Imperial, triple strength, registered | 0 33 |
| Cote D'Or, extra super, registered | 0 30 |
| " household vinegar, registered | 0 28 |
| Crystal Pickling, extra | 0 28 |
| " " ordinary | 0 23 |
| White Wine, XXX | 0 25 |
| " " XX | 0 20 |
| " " X | 0 17 |
| Cider, XXX | 0 27 |
| " XX | 0 22 |
| " X | 0 17 |
| Pure English Malt, trip'e strength | 0 45 |
| " " double strength | 0 35 |
| " " single strength | 0 25 |
| Distilled white malt vinegar | 0 50 |

JOHN HOPE & CO., MONTREAL.

| | |
|---|---|
| Sir Robert Burnett & Co.'s English Malt Vinegar | 0 60 |

## WOODENWARE

UNITED FACTORIES, LIMITED.

| | |
|---|---|
| Washboards, Leader Globe | 1 50 |
| " Improved Globe | 1 60 |
| " Standard Globe | 1 80 |
| " Solid Back Globe | 1 95 |
| " Jubilee (perforated) | 1 95 |
| " Crown | 1 35 |

| | Per doz. |
|---|---|
| No. 1 2-hoop pails | 1 55 |
| " 1 3 " | 1 70 |
| " 0 Tubs | 8 50 |
| " 1 " | 7 00 |
| " 2 " | 6 00 |
| " 3 " | 5 25 |

## YEAST.

| | |
|---|---|
| Royal yeast, 3 doz. 5c.-pkgs. in case | 1 00 |
| Gillett's Cream yeast, 3 doz | 1 00 |
| Jersey Cream yeast cake, 3 doz. 5c. | 1 00 |
| Victoria " " 3 doz. 5c. | 1 00 |
| " " " 3 doz. 10c. | 1 80 |

NIXEY'S REFINED BLACK LEAD

By Appointment to H.M. the KING of the British Empire.

Sole Manufacturer of "Cervus" Square and Bag and Pepperbox Blues, and "Silver Moonlight" Stove Polish.

W. G. NIXEY, 12 Soho Square, LONDON, ENG. Canadian Representative: MR. H. T. BAKER.

OUR TRADE MARK A — AUER LIGHT MANTLES LONGEST LIFE & BRIGHTEST — OUR TRADE MARK A

## A COMPARISON

TRASH

A cheap mantle gives a fair-light for a few nights, then grows dim and shrinks up to a "wasp-waist" like this:



The "Wasp-Waist" ☙ Cheap chemical.

This is caused by the cheap chemicals which the manufacturer used.

QUALITY

A good mantle, which cannot shrink, made of the purest chemicals, is the only kind we put our trade mark A on. It guarantees you the best that is made and will satisfy your customers.



The Auer Light Mantle ☙ Pure chemicals.

Lowest prices on mantles, shades, chimneys, globes and sundries.

*Write us if you are interested.*

AUER LIGHT CO., MONTREAL.

# "Empire" Soda

BEST FOR BAKING.

Made in England by

BRUNNER, MOND & CO.

Used in Canada by

All Careful Housekeepers.

WHY ISN'T IT IN YOUR STOCK?

WINN & HOLLAND,

SOLE AGENTS FOR CANADA,

MONTREAL.

**ADVERTISING in WESTERN CANADA**

will be Carefully, Efficiently, and Promptly attended to by

**The Roberts Advertising Agency,**

WINNIPEG, CANADA

# THE "GLEANER"

KINGSTON, JAMAICA, B.W.I.

**The Newspaper with the Largest Circulation in Jamaica and the West Indies.**

Canadian manufacturers, merchants, etc., desiring to do business with this country and introduce their goods in this market, should put an advertisement in "THE GLEANER."

Write for scale of charges, etc., to

THE GLEANER CO., Limited

"Gleaner" Office, . . . KINGSTON, JA.

# BASKETS

We make them in all shapes and sizes. We have

*Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,*

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

## Oakville Basket Co.

Oakville, Ont.

# BUSINESS NEWS

of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

Write us, giving us particulars of what you want and where you want it from, and we will quote you prices by return.

"Clippings from any Canadian paper on any subject."

CANADIAN PRESS CLIPPING BUREAU,

232 McGill Street, MONTREAL, QUE. Telephone Main 1255.

10 Front St. E., Toronto. Telephone Main 2701.

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S COOK'S FRIEND BAKING POWDER.

The Best Grocers make a point of Keeping it always in Stock.




**Don't use this kind of a light**

but write us for prices on any kind of Lamps or fittings.

We manufacture lamps and can suit you.

**LAMP CHIMNEYS**

WITH THESE LABELS

**ARE THE BEST.**

For Lime Flint. For Lead Flint.

# GOWANS, KENT & CO.

Wholesale

**Crockery and Glassware**
**China and Lamp Goods**

TORONTO and WINNIPEG.

# SATISFIED CUSTOMERS

It's a mighty big thing to have your customers satisfied. You can always have them that way if you sell them reliable goods.

We're very careful in preparing

**Wethey's Mince Meat.**



We see that only the choicest and most nourishing meats and fruits are used and the whole spiced, so that you have Mince Meat just like your mother made. Your customers will tell you that Wethey's makes most delicious Mince Pies, crisp and succulent.

Absolutely clean. Put up in attractive "brick" package.

(3)

Prepared only by

**J. H. Wethey, Limited, St. Catharines, Ont.**

# Crosse & Blackwell's Candied Peels.

# Crosse & Blackwell's Candied Ginger.

# Crosse & Blackwell's Plum Puddings.

## C. E. COLSON & SON, MONTREAL.

CHAS. P. CLARK, President. JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

# BRADSTREET'S

**Capital and Surplus, $1,500,000.** **Offices Throughout the Civilized World.**

**Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.**

**THE BRADSTREET COMPANY** gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information, no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence Invited.**

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| HALIFAX, N.S. | HAMILTON, ONT. | LONDON, ONT. | MONTREAL, QUE. |
| OTTAWA, ONT. | QUEBEC, QUE. | ST. JOHN, N.B. | TORONTO, ONT. |
| VANCOUVER, B.C. | | WINNIPEG, MAN. | |

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

**OAKEY'S** The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters.

'WELLINGTON'

**KNIFE POLISH**

**JOHN OAKEY & SONS, LIMITED**

MANUFACTURERS OF

**Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.**

**Wellington Mills, London, England.**

Agent:

**JOHN FORMAN, 644 Craig Street**

MONTREAL

# THE CANADIAN GROCER

THE MACLEAN PUBLISHING Co.
LIMITED

MONTREAL. TORONTO. LONDON, ENG.
WINNIPEG. ST JOHN, N.B.
NEW YORK.

FALL NUMBER

OCTOBER 31
1902




MUSHROOMS SPRING UP IN A SINGLE NIGHT.

And they disappear about as suddenly. There must be merit in anything if it is to last.

# McIntosh's Breakfast Foods

are not of the mushroom variety. They have taken years to perfect. They have remained on the market for as many years more after being perfected. And they are going to remain there for years to come. They have the staying qualities.

| | |
|---|---|
| SWISS FOOD | GOLD DUST CORNMEAL |
| BEAVER OATS | SELF-RISING BUCKWHEAT |
| ROLLED OATS | and PANCAKE FLOURS |
| ROLLED WHEAT | FAMILY FLOUR |

and all Wheat, Corn and Oat Products.

**WE CREATE THE DEMAND—THEY ARE EASY TO SELL.**

## P. McIntosh & Son

**Millers and Manufacturers,**

**TORONTO.**

McINTOSH'S CEREALS ARE HERE TO STAY.

# Borden's

## Brands of Condensed Milk and Evaporated Cream at Canadian Prices.




We beg to announce that we have established a branch factory at Ingersoll, Ont., and that we are now prepared to fill all orders for the Canadian trade promptly, and at considerably reduced prices, owing to the establishment of the Canadian Branch. Our **Eagle Brand Condensed Milk, Gold Seal Brand Condensed Milk** and **Peerless Brand Evaporated Cream,** unsweetened, can be obtained through our local representatives.




## BORDEN'S CONDENSED MILK CO.

Originators of Condensed Milk. Established 1857.

Selling representatives in Canada: F. W. Hudson & Co., Toronto. W. H. Dunn, Montreal. Erb & Rankin, Halifax. W. S. Clawson & Co., St. John, N.B., also Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.




**IT PAYS TO PUSH THE SALE OF . . .** *Has stood the test of every climate.*

# St. Charles Evaporated Cream

**ABSOLUTELY THE BEST OF ALL.**

Endorsed by the Medical Profession, and used in large quantities by the Governments of Great Britain and the United States for Army and Navy purposes, and in many Hospitals.

The very remarkable increase in the consumption of **St. Charles Cream** the world over proves the value of this brand to the retail grocers.

**NO STOCK IS COMPLETE WITHOUT IT.**

**A Coupon worth saving is packed in each case. Write us for prices and advertising matter.**

## St. Charles Condensing Co. - Ingersoll, Ont.

Address: ST. CHARLES CONDENSING CO., St. Charles, Ill., U.S.A.

## ENTERPRISE on an article is a Guarantee of QUALITY

## ENTERPRISE FOOD CHOPPERS

**Bone, Shell & Corn Mill**

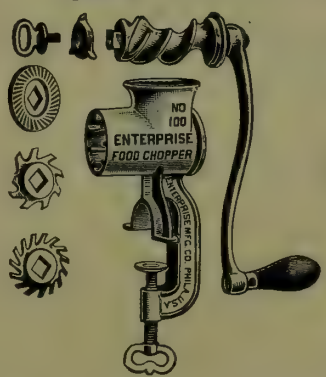


No. 750, $7.50

**Meat Juice Extractor**



No. 21, $2.50




**Four Knives with each Machine**

**No. 100,** *chops 2 lbs. per minute,* **$1.50**
**No. 300,** *chops 3 lbs. per minute,* **$2.25**

**Sell every Day in Year**

**GUARANTEED TO CHOP RAW MEAT**

*Illustrated Catalogue FREE* *Order through your Jobber*

**Cherry Stoners**

*5 Sizes & Styles*



No. 1, $7.50 doz.

**Rapid Grinding & Pulverizing Mills**

*45 Sizes & Styles for Hand & Power, $1 25 to 300.00*



No. 2½, $4.75

New York Branch, 10 Warren Street

The Enterprise Mfg. Co. of Pa., Philadelphia, Pa.

San Francisco Branch, 105 Front Street

# BATTY'S

## FAMOUS

# Sauces and Pickles

RETURNED
DEC 23 1902

**Established 1825**




## *Indian Curries* and *Chutnies*

## *Olives* and *Pure Olive Oils*

**THE MOST DELICIOUS PICKLES AND SAUCES IN THE WORLD.**

We are open to negotiate with live parties for buying agencies in the various Provinces of Canada. Applications for the agency to be addressed to the Editor of this Journal, Montreal or Toronto.

# Don't Struggle

against popular demand.

The people want

# JAPAN TEA

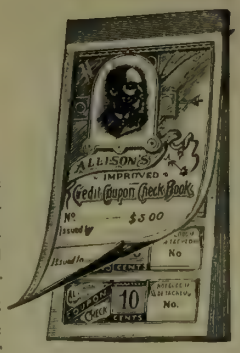
because they like its fragrance and delicious flavor, and know it is pure and clean.

**Japan Greens** are free from "soapstone" and other artificial coloring matter.

Every package that leaves Japan is Government inspected.

JAPAN CENTRAL TEA TRADERS' ASSOCIATION.
Trafalgar Chambers, Sun Life Building Annex.
Tel. Main 4142. MONTREAL, CANADA.

# Modern Merchandising




demands modern methods. The ALLISON COUPON BOOK is a strictly modern CONVENIENCE and SAFEGUARD against mistakes and consequent loss of money. It is better than any pass-book, punch or check system ever invented, and its absolute accuracy makes it the CHEAPEST SYSTEM on this big earth—excepting, of course, the cash system.

See here :

## If a Man Wants Credit

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

**For Sale in Canada by** **The Eby, Blain Co., Limited, Toronto.**
**C. O. Beauchemin & Fils, Montreal.**

***ALLISON COUPON CO.,*** ***Manufacturers,***
***Indianapolis, Indiana.***



THE TIME TO INSURE IS

# NOW

While you are WELL, STRONG and INSURABLE.

THE

# Confederation Life

**ASSOCIATION issues policies on all approved plans of insurance, and is a prosperous and progressive Canadian Company.**

PROTECTION FOR YOUR FAMILY.
PROFITABLE INVESTMENT FOR YOURSELF.

**Pamphlets and full information sent on application.**

W. H. Beatty, Esq., PRESIDENT.
W. D. Matthews, Esq., Frederick Wyld, Esq., VICE-PRESIDENTS.
W. C. MACDONALD, ACTUARY. J. K. MACDONALD, MANAGING DIRECTOR.
HEAD OFFICE, - TORONTO.



# Hams
# Bacon
# Lard

Known from one end of Canada to the other for their fine quality and choice flavor. We feel satisfied that it is to the interest of all dealers in meats, who appreciate their trade, to handle them.

**Always reliable. Sure to please.**
**Write us for price list.**

# The Park, Blackwell Co., Limited

**PORK AND BEEF PACKERS AND WHOLESALE PROVISIONS**

TORONTO, - - - - CANADA

# QUALITY..

When a salesman talks price to you
**Ask him about QUALITY**

When he talks quantity . . .
**Ask him about QUALITY**

When he talks merit to you . .
**Ask him about QUALITY**

**That's the**

**STRONG POINT**
**In**
# Colman's Mustard

## The Auer Gas Lamp.

**"TURNS NIGHT-TIME INTO DAY-TIME."**

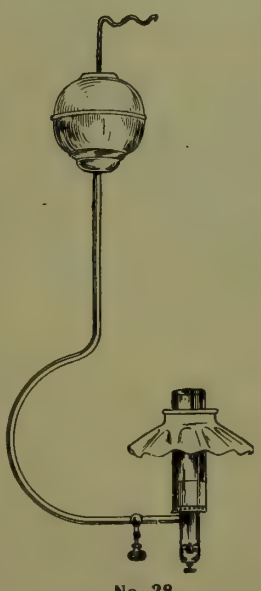
**New Styles. Lower Prices.**

**Are you interested** in a lamp which gives 100 candle power?

**Are you interested** in lighting your store brilliantly? You know it draws trade?

**Are you interested** in saving half of your bill for coal oil?

**Are you interested** in having the agency for a lamp which does this?



No. 28
100 Candle Power.

**Then write for our Catalogue and Discounts.**

EVERY LAMP GUARANTEED.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

**Our**

# CANS CANS CANS

**CAN not be surpassed in point of**

**Workmanship, Material, Quality.**

We are the largest manufacturers in Canada of **Key-Opening Fruit Cans, Vegetable Cans, Meat Cans, Spice Cans, Syrup Cans.** What are your requirements? Write for quotations to

## THE ACME CAN WORKS,

**Office and Factory:**

**Ontario St. and Jeanne D'Arc Ave., - MONTREAL.**

**JAS. B. CAMPBELL. WILLIAM PRATT.**

# See Through It ?

It doesn't take long to see the advantages of our new

## CRYSTAL WASHBOARD




You see it here as it is now made with its new crimp, and finished frame. It is better than the old board in many ways. Never rusts or flattens, cannot tear clothes, is always clean and sanitary, will stand hot and cold water, and never wears out.

Costs less than any other really good board on the market. Sells easily, because housekeepers recognize its good points at a glance.

WE WOULD LIKE TO QUOTE YOU.

# Taylor, Scott & Co.

TORONTO.

# QUANCE BROS.

MILLERS DELHI

ONTARIO, CANADA.

●●●

Popular Brands

BRANDS:

*White Swan*
*Maydew*
*Moss Rose*
*Middleton*

Choice Roller Process **BUCKWHEAT FLOUR**

WRITE FOR PRICES.

Rye Flour
Graham Flour

# The Frontenac Cereal Company,

Limited,

Kingston, Ont.

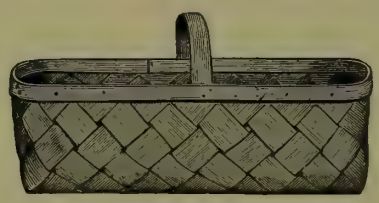
MANUFACTURERS OF

*Flour, Corn Meal and Cereal Products*

We make a specialty of mixed car lots of Flour, Corn Meal, Mill Feed, etc. Try our Hungarian Patent and Cataraqui Patent, made from Manitoba Hard Wheat.

# BASKETS





Grain and Root Baskets,
Clothes Baskets,
Fruit Baskets,
Butcher Baskets.



THE

# OAKVILLE BASKET CO.

OAKVILLE, ONT.

are always wide-awake and ready to fill your order for any quantity of Baskets. Quality—**the best.**

# "THE EDWARDSBURG BRANDS"

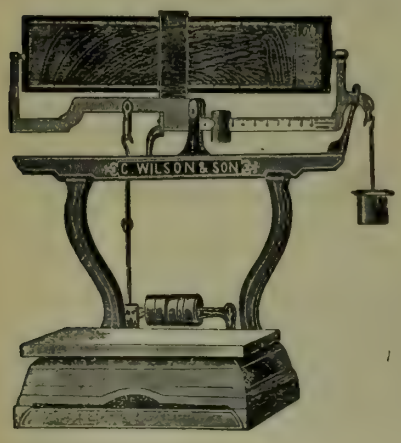
# Starch ... and Syrup

Are well known all over the Dominion as a **STANDARD OF QUALITY.** **ASSORTED STOCKS** of all styles of packages now on hand, and **PROMPT SHIPMENT** guaranteed.

## EDWARDSBURG STARCH CO'Y, Limited

**Established 1858.**

164 St. James St., MONTREAL. | Works: CARDINAL, ONT. | 53 Front St. East, TORONTO




# HONESTY IS THE BEST POLICY

But one must be honest to themselves also. We believe in giving good measure just as much as anybody does, but when it comes to giving away all your profits, it is a very different matter.

**Wilson's Scales are Honest to Buyer and Seller.**

They weigh accurately, giving full measure and yet retain the profit for the grocer.

Let us send you full particulars of our **BALL BEARING COMPUTING SCALE OFFER**, upon easy terms of payment.

CANADIAN MANUFACTURES FOR CANADA

## C. WILSON & SON

69 ESPLANADE ST. E. — TORONTO

*"Best in the World."*

## HILL, EVANS & CO'S (WORCESTER, ENG.)

PURE ENGLISH

## MALT VINEGAR

Delicate in Flavor and Aroma. Splendid keeping properties.

## ROBERT WATERS' QUININE WINE

Quinine in a palatable form—50 years' reputation.

Export Agents:
Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

# JETTINE

**A PERFECT DRESSING**

FOR LADIES' AND CHILDREN'S SHOES.

NOV 7 1902 RETURNED

GUARANTEED NOT TO THICKEN, SOUR OR MOULD IN ANY CLIMATE.




IS NOT INJURED BY FREEZING.

PACKED IN HANDSOME DOZEN BOXES.

WILL PRODUCE A PERFECT FINISH, JET BLACK AND LUSTROUS.

FOR TWENTY YEARS THE CHEAPEST AND BEST.

## The Martell Company

303 DEARBORN STREET - CHICAGO.




# WETHEY'S CONDENSED MINCE MEAT

is unexcelled in quality. Its purity is unquestionable and the price is right. It is a money-maker for the grocer who pushes the sale of it, and it sells well all the time.

## J. H. WETHEY,

LIMITED,

ST. CATHARINES, ONT.

# WE SUGGEST

PATERSON'S WORCESTER SAUCE

as a quick seller and easy profit getter. It will pay you to look into this proposition.

ROSE & LAFLAMME,

AGENTS, MONTREAL

WHY ARE

# Southwell's

## *Jams*




superior to all other Imported Lines ?

**Because** each Jam has the individual flavor of its own fruit.

Many imported Jams taste all alike.

## Southwell's Don't.

WRITE FOR PRICE LIST, ETC.

## FRANK MAGOR & CO.

16 St. John St., MONTREAL.

DOMINION AGENTS

# "THISTLE" BRAND

## Canned Fruits and Vegetables



Our customers say "Thistle" Brand Canned Goods are the best in Canada. Proof---our season's pack is sold to them.

## BRIGHTON CANNING CO.

BRIGHTON, ONT.

# BERLIN BRUSH CO.



## Waterloo, Ont.

Manufacturers of

## FINE WHISKS, BROOMS and BRUSHES

"Made a little bit better than seems necessary."

We want your trade and if your name is not on our travelers' list, let us know, and we will send our quotations or have a man call at earliest opportunity.

All kinds of Brushes:

SCRUBBING BRUSHES
STOVE BRUSHES
SHOE BRUSHES, and
WHISKS and BROOMS
of all Descriptions.



# WHITTEMORE'S POLISHES.




**The World's Standard.**

**The Oldest and Largest Manufacturers of Shoe Polish in the World.**

### "GILT EDGE" OIL SHOE DRESSING.

The only Ladies' Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful finish. Once used, always used. Largest quantity. Finest quality. Price, per dozen..**$2.00**

### "DANDY" COMBINATION.

For cleansing and polishing all high-grade russet, tan or yellow colored leather. Excellent for Russet "Vici Kid." Large size.....Per dozen, **$2.00**

### "STAR" COMBINATION.

10-cent size.....Per dozen, **$0.75**

### "ELITE" COMBINATION.

The only first-class article for "Box Calf," "Kid," "Vici Kid" and all Black, Chrome Tanned Leathers. The only polish endorsed by the manufacturers of "Box Calf" Leather. Contains oil and positively nourishes and preserves leather and makes it wear longer. Large size.....Per dozen, **$2.00**

### "BABY ELITE" COMBINATION.

10-cent size.....Per dozen, **$0.75**

### "SUPERB" POLISHING PASTE.

For giving Patent Leather Shoes a quick, brilliant and waterproof lustre without injury to the leather.
Large size.....Per dozen, **$0.75**
Medium size, in blue tin boxes..... " **.42**




### "DANDY" POLISHING PASTE.

For polishing all articles made from Russet, Tan or Yellow Leather.
In our large size decorated tin boxes.....Per dozen, **$0.75**
Medium size in red tin boxes..... " **.42**




### "CHAMPION" FRICTION POLISH.

A Black Liquid Polish in 6-oz. bottles for Box Calf, Vici Kid, Patent and Enameled Leather, works without paste and polishes with a brush or cloth. A polishing cloth in every carton. Price, per dozen.....**$2.00**
Champion, Jr., (10-cent size).....Price, per dozen. **.85**
"Boston" Waterproof Polish (liquid for men's and boys' shoes)..... " " **2.00**




SOLE MANUFACTURERS,

## Whittemore Bros. & Co., - Boston, Mass.

FOR SALE BY ALL WHOLESALE GROCERS.

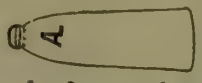
OUR TRADE A MARK
AUER LIGHT MANTLES
LONGEST LIFE & BRIGHTEST
OUR TRADE A MARK

# The Value of Annealing.

Annealing is the most costly step of mantle making—consequently a cheap mantle cannot be properly annealed—That is the reason a cheap mantle caves in like this if you lay it on its side, after burning off the coating—Try one—They injure your trade.



Mantles branded A are thoroughly annealed over pressure gas—They fit the burner—They don't shrink—They stand up this way—They are reliable—They help your trade.



—We are the sole manufacturers of A mantles.
—Write us if you are interested.

Lowest prices on Mantles, Shades, Chimneys, Globes and Sundries.

AUER LIGHT CO., MONTREAL.

IT IS NOT TOO EARLY TO BEGIN YOUR INQUIRIES ABOUT THAT TRIP YOU ARE GOING TO TAKE TO THE

# British West Indies

**this winter. We have just issued a booklet telling what some people saw and did on the same voyage last winter, and if you write us we will send you one.**

THERE IS NO MORE DELIGHTFUL WAY OF SPENDING SIX OR SEVEN WEEKS THAN ON SUCH A TRIP AS THIS. THE WHOLE COST FROM HALIFAX AND RETURN IS $130.00.

**Pickford & Black - Halifax.**

FRASER GROWS FRUIT

WRITE OR WIRE

**J. D. FRASER**
**Leamington,**

for Early Tomatoes, Cucumbers, Muskmelons, PEACHES and Watermelons by the car load.

GOLD MEDAL, PARIS, 1900.

# Walter Baker & Co.'s

PURE, HIGH GRADE

## Cocoas and Chocolates.



TRADE-MARK.

**Breakfast Cocoa.**—Absolutely pure, delicious, nutritious, and costs less than one cent a cup.

**Premium No. 1 Chocolate.**—The best plain chocolate in the market for drinking and also for making cake, icing, ice-cream, etc.

**German Sweet Chocolate.**—Good to eat and good to drink; palatable, nutritious, and healthful.

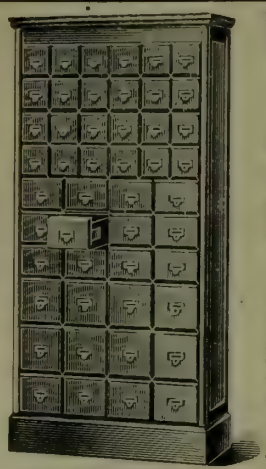
**WALTER BAKER & CO. Ltd.**

ESTABLISHED 1780.

**DORCHESTER, MASS.**

BRANCH HOUSE, 12 and 14 St. John St., MONTREAL.

TRADE-MARK ON EVERY PACKAGE.



Bennett's Grocery Cabinet.

**SATISFIED CUSTOMERS**

our best recommendation.

"Lindsay, April 14.—I am well pleased with cabinet.
"A. FISHER."

"Port Arthur, June 23.—Cabinet received O.K. It is just what I wanted.
"H. CHAUSSE."

"Fowler's Corners, June 27.—Cabinet is greatly admired and it certainly is a necessity in any well ordered grocery.
"WM. DINSDALE."

Full particulars from

**J. S. BENNETT,**
Patentee and Mnfr.,
15 Marion St., Toronto.

# WESTERN ASSURANCE COMPANY

Incorporated 1851

## Fire and Marine

| | | |
|---|---|---|
| Capital | - | $2,000,000.00 |
| Assets, over | - | 2,900,000.00 |
| Annual Income | | 3,000,000.00 |

**Head Office: TORONTO, ONT.**

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President.
C. C. Foster, Secretary.

MOTT'S DIAMOND CHOCOLATE
JOHN P. MOTT & CO. HALIFAX, N.S. ESTABLISHED 1844
IS THE BEST.

For Sale Everywhere.

—:o:—

ASK FOR

# MOTT'S.

# Perkins, Ince & Co.

**Wholesale Grocers**

FRONT STREET EAST,

**Toronto.**

# AMOS H. BAKER

PICTON, ONT.

Dealer in

**Grain, Fancy Peas, Green, Dried and Evaporated Apples.**

# The John H. Allan Seed Co.

FANCY VARIETIES OF

**PEAS and BEANS**

Contract Growers for the Seed Trade only.

PICTON, ONT.




## THE DOMINION BREWERY CO., LIMITED

**Brewers and Maltsters**

TORONTO

**Manufacturers of the Celebrated**

# WHITE LABEL ALE

**ASK FOR IT AND SEE THAT OUR BRAND IS ON EVERY CORK.**

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

WM. ROSS, Manager.

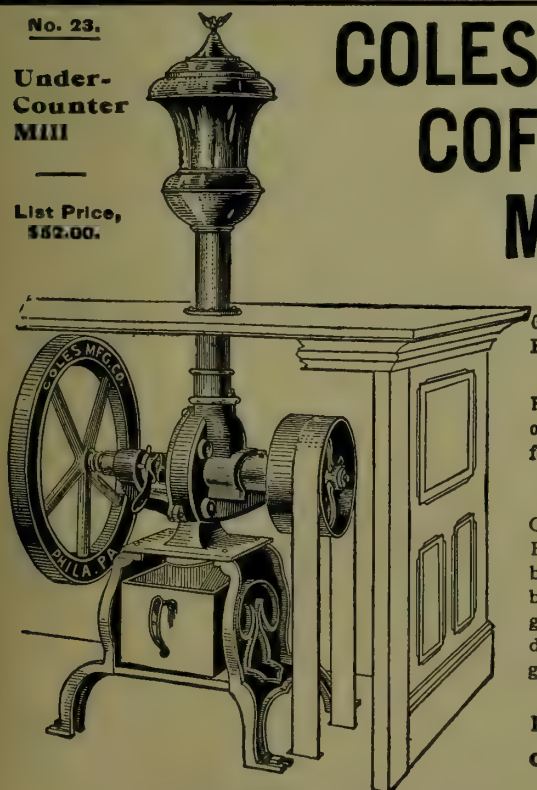


No. 23.

**Under-Counter Mill**

List Price, $52.00.

# COLES COFFEE MILLS




None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

**A GREAT LABOR-SAVER.**

**Our Grinders wear longest.**

Agents { TODHUNTER, MITCHELL & CO., Toronto.
DEARBORN & CO., St. John, N.B.
FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont.

**COLES MANUFACTURING CO.,** PHILADELPHIA, PENN'A.




# LICORICE . . .

We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, plain and corrugated; Acme Licorice Pellets; Y. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLIABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and Golf-Sticks, 100 to box; Blow Pipes, 200 and 300 to box; Manhattan Wafers, 2½-lb. boxes; Curved Stem Pipes, 200 to box. Write for illustrated catalogue.

## YOUNG & SMYLIE

Established 1845. BROOKLYN, N.Y.

# Gillard's Sauce Gillard's Pickle

Is still the best and cheapest. The most delicious English pickle made.

AS SUPPLIED TO
HIS MAJESTY THE KING
AND
HIS ROYAL HIGHNESS THE PRINCE OF WALES, K.G., Etc.

Sole Proprietors:
**GILLARD & CO., Limited, LONDON, ENG.**

THE **"GLOBE"** POLISH HAS COME TO **STAY**
AND ALL **DEALERS** CAN STOCK IT WITHOUT
HESITATION.

TRY "GLOBE" AND YOU WILL USE NO OTHER. IT IS THE BEST.

# "GLOBE" METAL POLISH

Write for a supply of
Show cards and Advertising Novelties.

——WE SHALL BE PLEASED TO ANSWER ALL ENQUIRIES.——

**RAIMES & CO., 164 DUANE ST., NEW YORK CITY.**

# Crosse & Blackwell's Candied Peels.
# Crosse & Blackwell's Candied Ginger.
# Crosse & Blackwell's Plum Puddings.

**C. E. COLSON & SON, MONTREAL.**




# *Schepp's Cocoanut*

Quality first, then price.

Cocoanut is a luxury. Those that use it want the best (***Schepp's***).

Cocoanut is used generally as a dessert; should therefore be the best in quality to give the dinner a pleasant finish (***Schepp's***).

***L. SCHEPP CO.,*** *CANADIAN FACTORY:* ***TORONTO, CAN.***

**NEW YORK.** **LONDON, ENG.: Saml. Hanson, Son & Barter, Agents.**

If you want the very best Sugars,

ask for

# ST. LAWRENCE SUGARS

## THE ST. LAWRENCE SUGAR REFINING CO., LIMITED,

MONTREAL

# Ceylon Tea

## BLACK or GREEN

The merit of the **Black Teas** has established them high in popular estimation. They are drunk wherever the English language is spoken. They follow the flag and drive out less meritorious growths.

But some consumers are wedded to light drawing kinds, with pale liquor and without the full body and richness of the black kinds.

The **Green Teas** of Ceylon and India are made expressly for this trade. In Make, Quality and Price they challenge comparison with other growths.

They are grown, prepared and packed with the same skill by the British Planters who have revolutionized the black tea trade.

They have caught on in Canada and the demand is constantly growing. Try them.


# Ceylon Tea

## BLACK or GREEN

# FLOUR

MAGOR'S DELICIOUS PATENT FLOUR.

The Purest Flour Made—makes Delicious Bread, Cakes and Pastry.

Prices For Cash Unequalled.

JOHN MAGOR & CO., MONTREAL

# THE "GLEANER"

KINGSTON, JAMAICA, B.W.I.

The Newspaper with the Largest Circulation in Jamaica and the West Indies.

Canadian manufacturers, merchants, etc., desiring to do business with this country and introduce their goods in this market, should put an advertisement in "THE GLEANER."

Write for scale of charges, etc., to

THE GLEANER CO., Limited

"Gleaner" Office, . . . KINGSTON, JA.

# COX'S GELATINE

Always Trustworthy

ESTABLISHED 1725.

Agents for Canada:
C. E COLSON & SON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO., Toronto, St. John, N.B., and Montreal

# BASKETS

We make them in all shapes and sizes. We have

*Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,*

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.

Oakville, Ont.

ADVERTISING in WESTERN CANADA will be Carefully, Efficiently, and Promptly attended to by

The Roberts Advertising Agency,

WINNIPEG, CANADA

SEASON 1902.

# Butter Tubs

Order now—ship when required. Best goods—fair price.

WALTER WOODS & CO.

HAMILTON.

Cable Address: GILMOUR, TRENTON

MAIN OFFICES: TRENTON, ONTARIO

CODES { A B C, LUMBERMAN'S, ZEBRA

Established 1820 — Established 1820

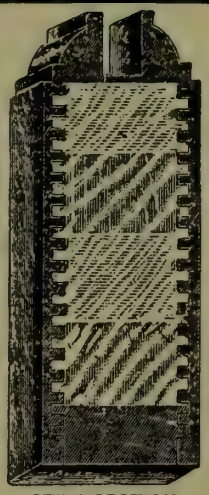
# GILMOUR & CO., LTD.

TRENTON CANADA

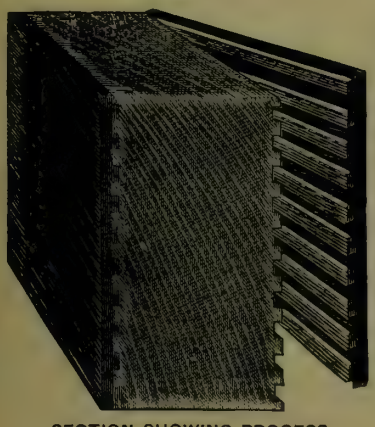
DOORS — LUMBER

BRANCH OFFICES IN

London, Eng. New York Chicago Glasgow
Capetown, S. Africa Sydney, Australia

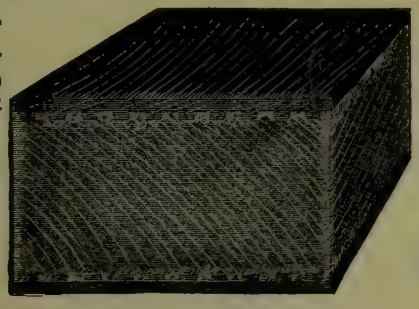


STILE SECTION



SECTION SHOWING PROCESS

PATENT LUMBER



SECTION PATENT LUMBER

CAPACITY OF MILLS & FACTORIES
25,000,000 FEET PER YEAR
OUTPUT;
300,000 DOORS PER YEAR

## SAW MILLS, PATENT LUMBER, DOOR, SASH, BOX AND VENEER FACTORIES

MANUFACTURERS OF

SASH, DOOR AND BOX FACTORY GOODS, LATH, SHINGLES, RAILROAD TIES, TELEGRAPH POLES AND POSTS, JOINERY, FINE INTERIOR FINISH, HARDWOOD FLOORING, ETC. EGG CASES, EGG FILLERS

WRITE OR WIRE FOR SAMPLES AND PRICE LISTS

Responsible Agents Wanted in All Parts of the World

ORDERS PROMPTLY FILLED

Gilmour & Company, Limited

TRENTON, CANADA

# Pickles and Relishes of the choicest kind

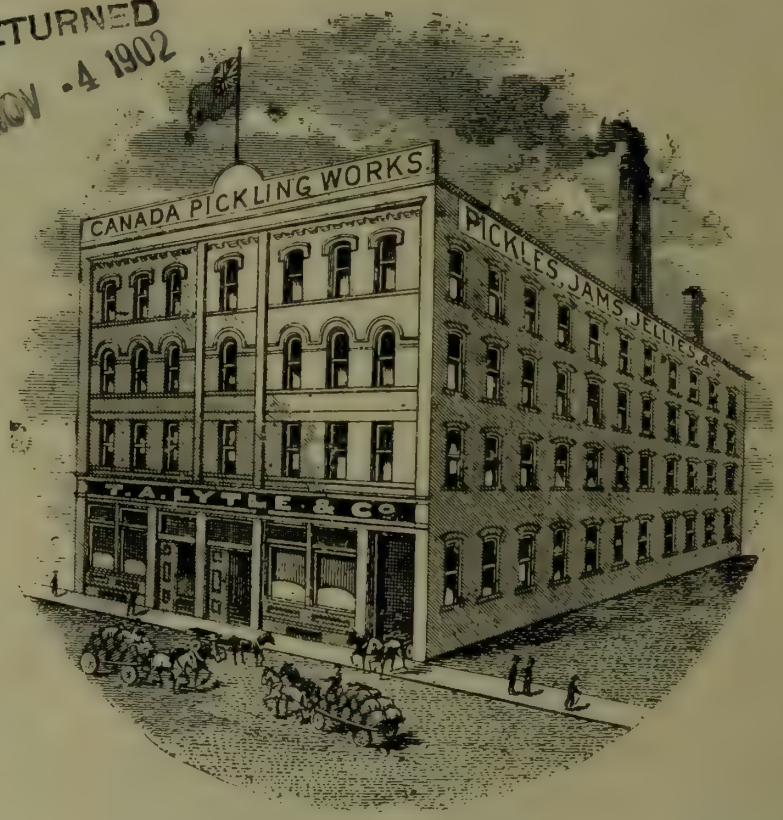
Whenever you find the Brand "Sterling" on pickles, catsups or relishes you can count that the article is of sterling worth and merit. This fact is generally recognized by the grocers who handle these goods and by the customers who consume them.

"Sterling" Brand Goods build up your trade by satisfying your customers.

RETURNED NOV -4 1902

## Our Own Manufacture

—"Sterling" Brand Pickles in glass.
—"Sterling" Brand Chow Chow in glass.
—"Sterling" Brand Sweet Pickles in glass.
—Mixed Pickles in bulk.
—Chow Chow in bulk.
—Sweet Mixed Pickles in bulk.
—"Sterling" Brand Catsup.
—"Sterling" Brand Sauces.
—"Sterling" Brand South Africa Relish.




## Our Own Manufacture

—"Sterling" Brand Jams and Jellies in wood and glass.
—"Sterling" Brand Marmalade in wood and glass.
—Mince Meat in wood and Fibre Pails.
—Maple Syrup in glass and tins, all sizes.
—"Sterling" Brand Flavoring Extracts.
—Bitters—Bob's, Celery, Orange, Jack Canuck.
—Unfermented Fruit Wines.
—Unfermented Phosphate Wines.
—Cake and Icing Colorings.

RETURNED NOV -4 1902




## MADE IN CANADA

These goods are the result of the best Canadian workmanship and materials and are unsurpassed by anything manufactured on this continent.

RETURNED NOV -4 1902




# T. A. LYTLE & CO.

MANUFACTURERS OF
HIGH-GRADE PICKLES AND RELISHES

**124-128 Richmond St. W., TORONTO, Canada**

# SANDIE & HULL

## LIVERPOOL AND LONDON.

## General Produce, Provision, Dried Fruit and Canned Goods Agents.

**IMPORT AND EXPORT COMMISSION MERCHANTS.**



***Correspondence Invited*** *and*
***Consignments Solicited.***

*Offices : VICTORIA STREET, LIVERPOOL.*
*12 IDOL LANE, LONDON.*

Cable Address : "RESOLUTE," LIVERPOOL.
" "EPSILON," LONDON.

Codes Used { LIEBER.
A 1.
A B C, Fourth and Fifth Edition.

# QUICK-SELLING CONFECTIONS.

**Keep your showcase stocked with a neat assortment of our Confections. They LOOK WELL, TASTE BETTER and SELL BEST of any cheap sweetmeats on the market. . . . . .**

SOVEREIGN MOLASSES CANDY
MOONLIGHT KISSES
} In bulk or catchy packages, to retail 10 cents.

BOSTON POPCORN FRITTERS
SOMETHING GOOD
} Good winter sellers, in neat packages, to retail 5c.

CANDIED POPCORN
GLOBE PRIZE CORN
} Retails 1 cent. Sells at sight.

**Liberal profit on any of these goods. Try them. Free samples for the asking.**

## The Globe Mfg. Co.

103 Adelaide St. W. TORONTO.

# Apples---Dried, Evaporated

## To the Merchants of Western Ontario:

As the season for drying apples approaches, we would again strongly advise the utmost care to avoid sliced, or fine cut, dark or wet stock and to endeavor to educate the farmers to make large cut bright dry quarters. It costs little if any more and means the highest price to them and saves unpleasantness and loss to you.

As in the past, we are prepared to purchase all the good Dried Apples offered and at best price. We also buy Evaporated Apples, Chops and Waste in carloads or smaller quantities, and solicit correspondence.

We would be pleased to hear from merchants in all parts as to estimated crops in their locality. There will undoubtedly be a large make of Dried Apples, but if quality is good we think prices will be fairly satisfactory.

Yours, very truly,

## O. E. Robinson & Co.,

**INGERSOLL.**



"CHAMPION."

# Hamilton Pottery

**Established 1852.**



"GLOBE," with percolator.

# R. Campbell's Sons, Proprietors

Manufacturers of the celebrated **"CHAMPION" TEA POTS,** Stove Fire Brick, etc. Also the best lines of Rockingham, Yellow and White Lined Ware made in America. Dealers in Stoneware, and direct importers of Japanese goods of all descriptions. Prices on application and mail orders carefully attended to.

**Address R. Campbell's Sons,**

**96 to 118 South Locke Street,** HAMILTON.

— BUY —

# Star Brand

## COTTON CLOTHES LINES and COTTON TWINES

Cotton Lines are as cheap as Sisal or Manila and much better.

**For Sale by all Wholesale Dealers. See that you get them.**

# John MacKay

**BOWMANVILLE, ONT.**

Established 1854

Manufacturer of

## Pot and Pearl Barley Split Peas, and Chop Feed

Send for Prices or Samples. Prompt Business.

**IN CAR LOTS.**



A long felt want supplied

# THE T & B FRUIT JAR HOLDER

AN ADJUSTABLE DETACHABLE HANDLE A necessity in every household.

**Fits all sized fruit jars. Absolutely secure.**
**Lasts a lifetime. Retails at 25c.**

Ask your jobber about it or write direct to us for prices.

## TARBOX BROS.

13 Adelaide East - - - TORONTO, ONT.

# Bread, Milk and Trade Checks

**IN ALUMINUM, BRASS, ETC. EVERY STYLE AND SHAPE. SPECIAL PRICES TO LARGE USERS.**

RETURNED DEC 19 1902

RETURNED DEC 19 1902

RETURNED DEC 19 1902

Stamped on both sides with Raised Letters. Any Lettering desired.
In Brass or Aluminum.




Now that the use of trade checks of some kind in your business has been approved wherever introduced, and as paste-board checks are now prohibited by law on account of their tendency to carry and spread contagious diseases, metal checks are practically a necessity with every Baker, Milkman, Grocer and General Merchant who wishes to keep abreast of the times; and when using them at all you should not be satisfied with anything short of the very best and most up-to-date to be had. They pay best in the long run, and we claim to make these.

If time is money—and it undoubtedly is with every keen business man—these coin checks are money-makers, for they are unquestionably time-savers. They will save you time in making change; they will save you time in book-keeping, and they will save you time that is usually wasted in collecting book debts.

# Pritchard-Andrews Co., Limited

**GENERAL ENGRAVERS, SCALE MAKERS, BRASS WORKERS AND MEDALLISTS, ETC.,** . . . . . .

OTTAWA, ONT.

We find this brand of Table and Dairy

# SALT

rapidly increasing in favor—

WHY?

BRUSSELS

**Because**

1. It is PURE.
2. It is Fine and White.
3. It is put up in neatly sewn, attractively printed packages.
4. There is no fault to be found with it.

R. & J. RANSFORD,

Established 1868

Clinton, Ont.



RETURNED NOV . 8 1902

We have no travellers. You buy direct and save 20 p.c. 5 sizes. Adjustable to 20 different positions. Large catalogue mailed free on application. Write for it to-day.

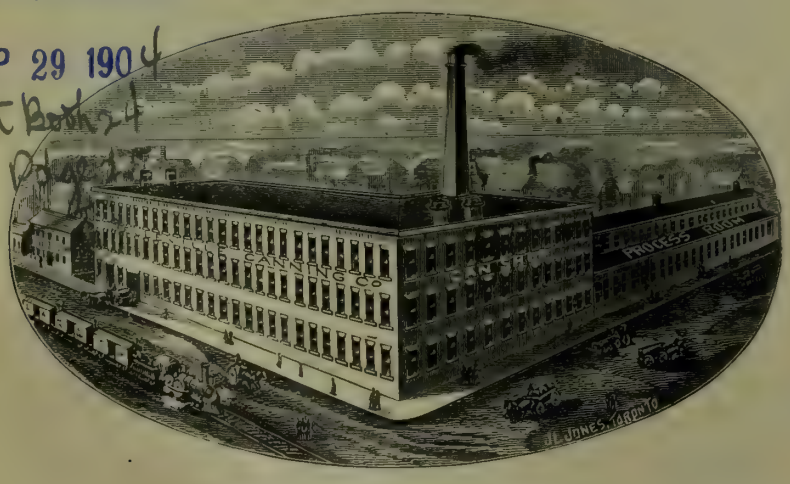
**John Watson Manufacturing Co., Limited.**

AYR, ONTARIO, CANADA.

There are stands to hold goods, but this is the only stand made to show all classes of goods.

# "Queen Brand" Canned Goods

RETURNED SEP 29 1904 Cut Book 24




**We ask all grocers to investigate the quality of these goods. . . .**

**CORN, PEAS, BEANS** and **TOMATOES** are all of the finest quality. Our **FRUITS, JAMS** and **JELLIES** are packed with greatest care.

Our special lines of **BONED CHICKEN, TURKEY, DUCK,** and **CHICKEN SOUP** are worth attention.

**"QUEEN BRAND"** Tomato Catsup, bottled and in Tins.

Special attention given to Gallon Apples, Fruit Pulp, and Tomato Pulp, in gallon tins and barrels.

## "QUEEN BRAND" PEAS

(NO COLORINGS USED)

are known everywhere for their excellent quality, for climatic conditions give Canadian Peas grown in the Bay of Quinte district an unequalled flavor. Write us for quotations and full particulars.

# Belleville Canning Co.

BELLEVILLE, ONT., CANADA.

# GILLARD'S

# Pickle and Sauce

The Best English Specialties on the market.
—Used by—

HIS MAJESTY THE KING, H. R. H. THE PRINCE OF WALES, K.G., etc.

## TEN GOLD MEDALS

awarded at Pure Food Expositions in England.

**HIGHEST AWARDS OBTAINED**

at the Coolgardie Exhibition, Western Australia, 1899, and at the Universal Cookery and Food Exhibition, London, 1901.

**Gillard's Pickle** The most delicious relish made—far superior to all others, and the cheapest to use, as there is no waste liquor.

**Gillard's Sauce** Distinct from all others in its Superior Flavor, and able to stand on its own merits. There are numerous Sauces, but very few good ones—this is one of them.

In use at over five thousand clubs, hotels and restaurants in Great Britain. All retailers who desire to please their customers should stock them. Can be obtained from all wholesale grocers in Canada.

Gillard & Co. are also makers of other varieties of high-class English pickles and sauces, etc.

R. S. McINDOE, 25 Front St. W., TORONTO, Agent for Ontario.

Sole Proprietors, **GILLARD & CO., Limited**

The Vintry Works, Walthamstow. **London, England.**

# SUGARS ARE CHEAP

**And the best are the cheapest.**
**Ask for and see that you get**

*Redpath*

## "Extra Granulated"

AND OTHER GRADES OF REFINED,

**Which are of the Highest Quality and Purity.**

---

# The Canada Sugar Refining Co., LIMITED

# Montreal

# The Canadian Grocer

AND GENERAL STOREKEEPER.

Vol. XVI. MONTREAL AND TORONTO, OCTOBER 31, 1902. No. 44.


## IN A MEDITATIVE MOOD.

—BY MARCUS—

ONE must think before he can act, just as certainly as there must be heat before there can be steam. But all thought and no action is bad rather than good. In business it is particularly bad, for cobwebs gather around the man who thinks without acting.

* * *

MY mind recalls a merchant who some years ago ran a general store in a small country town. He was a great man to think. And his tongue as well as his brain was active. When he was in one of his meditative moods customers could come in and out of his store without attracting his attention. And they did. At any rate, he frequently did not appear to see them.

"I've got it! I've got it!" he was overheard to exclaim one day by a customer who had been waiting for several minutes for him to recover from a reverie.

"Got what?" asked the customer.

"Got a scheme worked out to make my business go."

"I think the business is already on the go," muttered the customer, not loud enough, however, for the merchant to hear.

By-and-bye a spirit of commercial revival struck the town. New stores were erected and plate-glass windows and other evidences of the advent of business methods began to grace many of the modern stores. But my old friend continued to think and not to act. His store, which was an old frame one, had not seen paint for ages, and appeared, except in sheltered places, as if it had never felt the touch of the painter's brush, while over a dusty, old-fashioned front window projected a dark and heavy verandah, which, like the house, showed a sad want of paint and repair. There was not a sign, even of the meanest description, to be seen. His neighbors began to advertise, and when solicited by the local publisher he said he would think over it. He never, however, did anything but think over it. Finally, in order to save himself from financial ruin, he sold out his business and moved West. What his fate was in the West I never knew. I am afraid, however, that his thinking powers were never supplemented by practical action. He was too deeply buried in thought to be ever resurrected.

* * *

I KNOW another man, who, while not exactly a parallel case, does a great deal of thinking, much talking, but very little that is practical. For a few years he carried on business in Toronto as a retail grocer. But he dreamed so much that while he slept competitors took away his business. Now, when work is brought to him he works, but when it is not he toils not, neither does he spin—except yarns and theories about the rights and wrongs of man. He calls himself a Christian Socialist, and one day remarked to me "that if everyone lived up to the teaching of the Gospel there would be work and food and comfort for all. I tell this to about 40 people a day," he concluded. But, remembering that he sat around dreaming or pouring his doctrines into the ears of others when he should have been seeking work, and particularly when it was to be had for the seeking, I said within myself that he was one of those who would never do his duty, no matter how pressing were the necessities of his family. And I have known them to be very pressing; but never sufficiently so to rouse him to action.

* * *

I WOULD not for one moment belittle the man who thinks. The world would be poor, indeed, were it not for its thinking men. Those who are great in commerce, in literature, in art, in science, are thinking men. But the men who are great in their particular spheres are they who to thought added energy.

* * *

BUSINESS men, in order to win success, must think a great deal. At the head of a commercial enterprise, no matter how large or how small it may be, there must be someone who puts his thinking cap on once-and-awhile. There are schemes for buying and schemes for selling to be devised; there are advertising undertakings to be thought out and windows to be dressed; there are trade papers to be read and ideas to be developed. All this requires thought, and to think requires time.

* * *

THERE are some men who do not appear to think at all. And I do not know which is the worst evil of the two—the man who thinks but does not act, or the man who acts but does not think. Both are failures, so there cannot be much choice. Perhaps it is better to have thought and lost than never to have thought at all.

* * *

EVERY merchant should carry in his vest pocket a little memo book in which he can jot down ideas which may come to him in moments when he has time to think about business and business methods. Some of my friends do this and I know they have found it very helpful. The memory is too treacherous to be trusted. And when one has a few moments at disposal it is profitable to glance over the memos which have been made as well as to jot others down.

* * *

Think; but act. Act; but think.

# SOME GROCERY STAPLES

HOW THEY ARE PRODUCED.

Macaroni, Vermicelli, Sago, Tapioca, Rice.

### MACARONI.

MACARONI is a species of dried wheaten paste, formed into straight or twisted hollow tubes or pipes, varying in diameter from that of a long tobacco pipe to a full inch.

It is usually made from the best wheaten flour and with a little water worked into a thick paste, then put into a strong cylindrical tube, which has small crescent-shaped holes at the bottom. By means of a piston or piece of wood or metal plate, made exactly to fit the inside of a tube, and a screw press, the paste is gradually and slowly forced through the holes in long stringy ropes, while a heated stove quickly dries or partly bakes them as they descend, causing them to shrink and their crescent-shaped edges to unite and assume pipe form.

At the proper instant the pipes are detached, twisted, and hung over rods placed about the room or in the open air to dry more perfectly—first at a temperature of 65°, then 70° and finally 75°. In a few days the macaroni is ready for use. An improved method of giving the tubular form to the macaroni is to have at the bottom of the cylinder large circular holes, and a long rod parallel to the axis of the cylinder enters the latter through the centre of each hole. The drying is the most difficult and delicate part of the process.

The best curled or twisted macaroni comes from Genoa, usually in large cases containing 144 small wooden boxes, each holding about 4 lb. net. "Naples" is mostly in long straight pipes or sticks, packed in 28-lb. boxes.

Macaroni is eaten with a relish equally by all civilized European people. At the commencement or close of a dinner, in the character of sweet or of savory alike, it is deservedly as popular without as within the frontiers of its native land. The incident which originally gave it its name is known to few of those—even in Sicily, its birthplace—who hold it in the highest esteem.

Once upon a time a wealthy Palermitan noble owned a cook, not only accomplished beyond compare in the practice of his profession, but gifted by nature with an inventive genius. One day in a rapture of culinary composition, this great artist devised the farinaceous tubes which all love so well, and the succulent accessories of rich sauce and grated parmesan, familiar to those who have partaken of "Macaroni al sugo." Having filled a mighty china bowl with this delicious compound, he set it before his master—a gourmet of the first water—and stood by in deferential attitude to watch the effect of his experiment. The first mouthful elicited the ejaculation "Cari!", equivalent to excellent in English, from the illustrious epicure. After swallowing a second modicum, he exclaimed "Ma-cari," or "Excellent, indeed!" Presently, as the flavor of the toothsome mess grew upon him, his enthusiasm rose to even higher flights, and he cried out, in a voice tremulous with joyous emotion, "Ma, caroni!" "Indeed, most supremely, sublimely and superlatively excellent!" In paying this verbal tribute to the merits of his cook's discovery, he unwittingly bestowed a name upon that admirable preparation which has stuck to it ever since.

### VERMICELLI.

Vermicelli is an Italian word, meaning little worms. It is the commercial name of a popular form of Italian paste, made of the same materials and in the same way as macaroni—that is, by pressure through the proper shaped holes, only the paste used is more compact than for the latter. The amount of macaroni and vermicelli imported into Canada during the 12 months, ending June, 1902, is shown by the Trade and Navigation Returns:

| Macaroni and Vermicelli. | Quantity in lb. | Value. |
|---|---|---|
| From Great Britain | 4,648 | $ 332 |
| " United States | 427,029 | 18,454 |
| " France | 334,666 | 17,540 |
| " other countries | 172,847 | 8,831 |
| Total | 939 190 | $45,157 |

### SAGO.

Sago is obtained in India, China, Borneo, Sumatra, Singapore, etc., from the mealy trunk-pith of various kinds of low palm trees. Immense quantities are prepared by the Malays, in the Molucca and Philippine Islands, also in New Guinea.

The ordinary sago palm grows 20 to 30 ft. high, but only flowers once, and that when about 15 years old, after which it soon dies. When fully matured, and just ready to flower, the tree is felled, the hollow trunk, 18 to 22 in. in diameter, is split or sawn into pieces, and all the soft white and spongy pith found inside is scraped out. This pith is then bruised in a mortar to a coarse powder-like sawdust, washed in cold water, and strained through a cloth until all the white fecula or starchy matter separates and settles to the bottom of the tank, leaving the water almost clear, but with the wooly fibre floating on the top. This water and the fibrous refuse are then removed, and the starchy sediment may either be caked right off for native use as bread, or dried and pounded up into "Sago Flour" or meal.

### TAPIOCA.

Tapioca or cassava, or, as it is sometimes called, white sago, is raised chiefly in Brazil, but also extensively in the Eastern Straits Settlements, in Penang, Singapore and in the Mascarine Islands.

It has been an object of cultivation from the most remote times by the populations of all tropical countries. An increasing quantity is now being produced in Annam, and principally in the province of Quang-Nam. The total cost of planting and cultivating in Quang-Nam is only about £15 per hectare, while the crop is worth about £40, so that it pays well.

The plants are very hardy, but require rich, dry land, and will not do well two years in succession on the same ground. The cultivation is from cuttings, and is very easy, often yielding 42,000 kilograms per hectare of ground. It is a woody plant with tender stalks, grows to the height of 5 to 8 ft., and is known as the cassava or manive plant. It has smooth, palm-shaped leaves and bears small green flowers, which grow in clusters, with an immense fleshy root; each root gives about 7 lb. of little tubers the first year and 12 to 20 lb. the second year, and even 30 to 50-lb. roots are not uncommon, but the soil soon becomes exhausted.

The tubers or turnips resemble large parsnips, and grow to perfection within six months. When washed, peeled of their dark rinds, they are grated into a pulp, which is subjected to pressure in a screw press under water and in a kind of bag made of rushes. The crude juice which is forced out contains a poisonous amount of prussic acid, and this is commonly employed by the Indians to poison the barbs of their murderous arrows and spears. This poison is found more particularly in the juice of the plant, a small quantity killing birds, quadrupeds and even man himself, causing cold perspirations, great swellings and convulsions,

generally ending in death; but this deleterious substance is so highly volatile if exposed to heat, or even to the open air for about two days, that its poison is entirely dissipated. When all the juice or starchy matter has settled to the bottom of the water it is removed and again washed and dried in the sun. In this condition it is called "moussache," but it is afterwards roasted and stirred well with an iron rod, till finally dried off on warm plates. The heat having partly burst the grains, these are found to be more or less agglomerated in semi-opaque gum-like masses, and by repeated siftings of this fecula several grades and sizes are separated and classified as flake tapioca, bullet, medium and pearl tapioca, and the powder becomes tapioca flour. The pulpy mass left in the rush bag, being dried, is called conaque. This is made into manioc flour or cassava bread. Pearl or bullet tapioca is often imitated or adulterated with pellets made of potato starch. Tapioca itself is a very starchy food; it is not very nutritious; but potato starch is a much cheaper and inferior article.

The Trade and Navigation Returns for the 12 months ending June 1902 gives the following interesting facts concerning the imports of tapioca into Canada:

| | Quantity. | Value. |
|---|---|---|
| Great Britain | 1,244,501 | $26,603 |
| United States | 120,085 | 3,793 |
| British East Indies | 1,556,458 | 35,417 |
| Other countries | 3,566 | 128 |
| Total | 2,924,610 | $65,941 |

### RICE.

There are upwards of 1,300 names of this cereal, and several thousand distinct forms and shades of color, arising from different climates and soils; but there are two principal divisions, viz. "up-land" and "sea-land" rice. No other article is so widely consumed; it forms the staple food of one half of the human race.

The plant very much resembles the oat in shape and color; also in the figure and disposition of its leaves. In some of the wet, marshy, tropical countries the wild plant is as common as grass, but rice has been cultivated in India and China from time immemorial, and is now raised in most of the hot and moist climates.

Even the rice-eating people rarely eat rice alone. One of the muscle-forming ingredients in their diet is pigeon tea.

After rice has been sown it requires flooding, either naturally or artificially, with several inches of water, till it sprouts.

Each seed sends up several stalks, and as the ground has to be kept clear of weeds, the laborers often sink to the knees. This dampness and the burning sun overhead, render such labor intolerable to European constitutions. The growths best known are Aracan, Bengal, Carolina, Japan, Java, Moulmein, Patna and Rangoon.

Superior qualities of rice are grown in Italy and Java, but the quantity is small and the latter is much broken and badly dried.

Rice may be kept in store for many years without waste, but may require a little water to wash the must off it; in fact, if eaten frequently before being kept one or two years it is liable to cause indigestion, diarrhoea and rheumatism. Some Indian authorities interdict its use for three years.

Rice is not a very nutritive food; it contains only 7 or 8 per cent. of gluten, and less nitrogen than any other grain, but is a heat producer and forms more fat than muscle.

It is not generally known that a large part of the nutriment in rice is thrown away before the grain is in shape to be offered to consumers. The rice, in fact, has three parts—the husks, the inner cuticle and the grain itself as it is ordinarily offered. The inner cuticle is cuticle in fact, as well as in name, growing fast to the grain. It has to be worn off by friction, and forms a residue often called rice-meal, which is utilized as cattle feed. The cuticle is rich in gluten, or protein, and in China is eaten with the rest of the grain. The inner cuticle of the grain, while it is very hard, and grows quite tightly on the grain itself, splits away without much difficulty when subjected to an end-to-end pressure, leaving the white grain perfectly clear. If the whole rice were to be offered for general use it would have to either go through this breaking process, or would have to be partially steamed, as the outer portion cooks much more slowly than the inner, a difficulty which the ordinary cook, often unsuccessful with rice, might not be able to overcome.

It is, however, especially adapted to the wants of a meat-eating people like the British, and is one of the lightest, most wholesome and digestible foods we possess, imposing very little work on the digestive organs, though sago is still easier to digest.

The amount and value of the rice imported from the various countries into Canada for the 12 months ending June, 1902, are given in the Trade and Navigation Returns as follows:

| Rice, cleaned. | Quantity in lb. | Value. |
|---|---|---|
| Great Britain | 4,242,716 | $92,101 |
| United States | 207,729 | 8,156 |
| China | 5,149,942 | 89,761 |
| Japan | 3,375,041 | 85,004 |
| Other Countries | 1,529,614 | 26,948 |
| Total | 14,505,042 | $301,970 |

| Rice, uncleaned. | Quantity in lb. | Value. |
|---|---|---|
| Great Britain | 223,238 | $ 5,271 |
| United States | 200 | 9 |
| China | 2,266,170 | 30,623 |
| Japan | 277,541 | 5,618 |
| British East Indies | 7,976,023 | 98,893 |
| Other Countries | 22,837 | 370 |
| Total | 10,766,009 | $140,784 |

## A CHINAMAN'S VIEWS ON BORROWING.

By Lee Bok Lok, Manager of a New York Department Store.

NO one, I think, will gainsay the statement that the Chinese are a most thrifty people. But few possibly know that they are also the greatest nation of borrowers.

We borrow with almost unlimited credit, because we pay our debts.

In China there is no bankruptcy law. Once a man is in debt he must get out, and get out he does. If a father is in debt and cannot pay, his son must pay for him. If he has property it can be legally seized. A debtor eating his bowl of rice may be joined by his creditor, who can insist upon having a share of that rice. In short, there is no limit to the legal steps one may take towards recovering property for debt.

Now, we all know that no one can start in any business without some capital, and this capital he either has to make to-day or to-morrow. There must have been a time when he had to borrow, for everyone must make a beginning. Our children start life with nothing of their own. Their clothes, their education, their food, are borrowed from their parents. Even this is borrowed capital; and it must be paid back in one way or another.

The despised laundrymen who come here in such large numbers come on borrowed capital. They could never get here without it. But they pay it back, and every one of them sooner or later has his own little home all paid for. Many of them come from the Province of Sen Nine, some hundred miles west of Canton; and there you will find their little homes built on borrowed money.

Borrowing is the very essence of trade in China. We borrow money to start with; we borrow stock to sell; we borrow money on that stock and borrow more stock on that money, and so we go ad infinitum. It is one case of borrow, borrow, borrow, all along the line.

It may not be entirely germane to the subject, but still it may be of interest to know that in Chinese cities the strongest buildings are the pawnshops—built so because they contain the most treasure, and are fortified for fear of attack from robbers.

There are not more than ten large Chinese importing houses in New York. The house of which I am manager has been in business for a dozen years. We are the Chinese department store, and carry everything that our countrymen need, from clothes to drugs.

Practically, we give credit as follows:

Bills are usually settled in three payments. First, five months; second, three months later, and third, the balance on or before the last day of the year. Thus we seldom have trouble; our bills are collected promptly, our obligations are met promptly, and we borrow and lend and borrow again because we always pay.

# FOOD PRODUCTS OF BRITISH-COLUMBIAN FARMS.

FRUITS.
CEREALS.
DAIRY
PRODUCTS.

THE farm-lands of Eastern Canada may be fertile and pleasant, but they lack grandeur and variety. The wheat fields of the West may be glorious beneath their golden wealth of grain, but they are nevertheless monotonous in their uniformity. It is in the fertile valleys of British Columbia that the most beautiful farm-lands of the country are to be found.

One of the striking exhibits of the Winnipeg Exhibition this summer was the display of fruit from the Western Province. There were many varieties of apples, pears, grapes, peaches, plums, cherries, rhubarb and tomatoes on view. These were contributed by the members of the Fruit Growers Association of British Columbia. The aim of the exhibitors was to show the wonderful capabilities of the Province as a fruit-producing region. In Manitoba and the North-west they hoped to find a market for their fruit-products, just as the Eastern Canadian farmer looks to Britain as a favorable market for his fruit.

Hitherto British Columbia has been viewed entirely as a mining and lumbering country. Those who went there were miners and speculators and not agriculturists. The mineral output was what was heard of in despatches. Nobody believed there were agricultural possibilities in store for the country. That discovery came later. With the settling down of the population after the first mad rush of speculation, attention began to be paid to farming, and then it was seen what admirable land for cultivation existed among the valleys of the interior and along the coast.

British Columbia stretches north and south from the 49th to the 60th degrees of latitude and hence displays many variations in climate. The warm Japanese current ever gliding past its shores, however, tends to provide an evenness of temperature not to be found in Eastern Canada. There are no great changes in the weather, such as make summer and winter so divergent in the east.

### FRUIT CULTURE.

The apple is the principal fruit of the Province and grows in great variety and great quantity. The pear, plum, prune, cherry and all small fruits attain great perfection in most of the settled portions of the country. Peaches, apricots, nectarines, grapes and similar fruits are grown successfully in the southern part of the Province. Fruit culture has extended so rapidly during the past few years that a good export trade has begun. Last year the growers found a fine market in the Territories and this year they propose to extend their shipments as far east as Manitoba. On the other hand, whereas a few years ago most of the fruit consumed in the Province was imported from the United States, now the only fruits that are brought in from across the border are early fruits, which come before the home production is ready for the market. Not long since, a steamer arrived in Vancouver from San Francisco, and for the first time on record, during the fruit season, it had no Californian fruit on board. The fact that orchards have been multiplying in numbers and increasing in size lends credence to the prophecy that by the end of the first decade of this century British Columbia will be shipping 1,000 carloads of fruit annually to Manitoba and the Northwest.

This year the crop of peaches was exceptionally fine. Though there is at present but a small acreage, the number of peach orchards is rapidly increasing. The only difficulty is that railway communication is as yet incomplete to those districts where the peach can best be cultivated. Strawberries were produced in great quantities and shipped as far east as Moose Jaw this year. In many of the valleys, conditions are most favorable for the growth of the very finest varieties of berry. In connection with the packing of both peaches and strawberries, the Fruit Growers Association sends out an expert to give instruction in the proper methods of packing.

The area under fruit in British Columbia has increased greatly during the last five or six years and cultivators are using more scientific and profitable methods. One hindrance is being slowly removed by the efforts of Government to divide up the large holdings of land, so that mixed farming and fruit-growing may be carried on. The Canadian Pacific Railway has also signified its willingness to assist in carrying the fruit products to the east.

### WHEAT PRODUCTION.

The production of wheat has not, as yet, been pushed to any extent. The area of wheat-producing land is comparatively limited. Still, in the upper country or dry belt a good quality of wheat is produced, while a considerable portion of the flour used in the Province is made from wheat grown in the Okanagan country. Reports for the present year show a good yield in both these districts. Irrigation has to be resorted to in the upper country, but elsewhere it is unnecessary. All other grains, roots and vegetables ordinarily grown in these districts are under cultivation as well.

### DAIRYING.

Dairying is on the increase in the country and proves very profitable. Owing to the equable climate, it becomes possible to carry on winter dairying, which cannot be done in any other Province of the Dominion. In the portion of the Province west of the mountains green food is obtainable practically all the year around. The dry belt, however, presents difficulties to successful winter dairying. Consequently roots and silage have to be resorted to for the successful production of milk. There are numerous inducements for the prosecution of the dairying industry and the deficiency of butter is being gradually reduced by the establishment of creameries at various points, but, generally speaking, the ranchers are slow to adopt the cooperative system and many manufacture butter on their own account. When it is remembered that the importation of butter, cheese, and condensed milk amounted to a value of over $1,000,000 last year, it is apparent that there is an excellent market for dairy products in the Province.

According to the Government report, the production of wheat is discouraged in those portions of the Province where the areas of open land are limited and where the climatic conditions are such as to render harvesting somewhat precarious. In the upper country, however, there are large tracts of open land and milling wheat of fine quality is produced in large quantities. There are several grist mills in operation which take all the grain that is produced. The average yield of wheat is about 41 bushels per acre, and the weight about 63 lb. per bushel.

### OATS.

Oats are grown in all parts of the Province. The yield is large, the market good and oats are the most profitable of any of the cereals. The average yield is 63 bushels per acre and the weight 43 lb. per bushel. On the delta land of the Fraser 154 bushels have been taken off an acre. The




"The Light of the Kitchen"

# MAGIC BAKING POWDER.

**Magic Baking Powder** makes cakes light, labor light, expenses light;—it is "*The Light of the Kitchen.*"

**Magic Baking Powder,** is undoubtedly rapidly becoming the most **POPULAR,** as it already **IS,** the **BEST,** the **SAFEST** and **MOST WHOLESOME** Baking Powder **MADE.**

Advertised and sampled from **OCEAN** to **OCEAN.** As easily sold **ALL** the time as Coal at **$5.00** per ton **NOW.**

It makes trade for you, and what is better, it will keep trade and make that trade profitable.

**ASK YOUR JOBBER FOR IT;** If he doesn't keep it, send to us direct and we will see that you are supplied.

(For Sizes and Prices See Market Quotations in every issue of this paper.)

**E. W. GILLETT COMPANY LIMITED**

LONDON, ENG. **TORONTO, ONT.** CHCAGO, ILL.



# Lamps for the Grocer.



We have a specially good line of Lamps for the Grocery trade, Lamps suitable for general purposes; also Lamp Chimneys, Shades, Globes, etc.

If you can sell Library or Hanging Lamps, such as the Decorated Glass, we can supply you with some leading styles at "selling" prices.

## How is your own store lighted?

We make a specialty of store lighting, either in gas or oil. Our new Rochester Cluster Gas Light gives the brilliancy of the Electric Arc Light at half the cost. Cannot be beat where there is a gas service.

Next best to this is the Rochester Lamp, a magnificent light obtained from coal oil.

FURTHER PARTICULARS GIVEN AT ANY TIME.



INCANDESCENT MANTLES, Etc., OF EVERY KIND.

## Sells Well When Coal Is High.

A perfect Parlor Heater (burns coal oil). Will warm a room 15 feet square in cold weather. Saves lighting the furnace till midwinter.

A GREAT SELLER. POPULAR PRICE.




# The Rochester Lamp Co. of Canada

24 Front Street West, TORONTO, ONT.

yield frequently runs up to 80 and 90 bushels per acre and the weight up to 47 and 50 lb.

BARLEY.

Barley is used chiefly for feed, little or none being employed for malting purposes. The quality produced, however, is of a high order and has been pronounced by experts to be equal to the best grown in England. The barley may be grown anywhere, but, owing to the fact that it is used for feeding pack-animals employed at the mines, it is only produced near mine centres. The average production is about 52 bushels per acre and the weight 57 lb. per bushel.

BEANS.

Beans form a staple food of the miners and lumbermen of the Province. Consequently the consumption of beans is large and on the increase. In certain parts of the dry belt beans are successfully raised. Similarly peas are produced in considerable quantities in the upper country. Potatoes and root crops do very well everywhere. even in places where from natural causes it would be imagined that they would prove failures.

BRITISH COLUMBIA WAKING UP.

It is apparent all around, from the Government to the farmer himself, that British Columbia is waking up to her possibilities as an agricultural country. The farmers are realizing that it will be their own fault if foreign producers are allowed to maintain their hold on the British-Columbian market. The improved prices that have prevailed for the past few years have improved the financial condition of the agricultural community. More land has been taken into cultivation and a more comfortable state of affairs exists. Organization and cooperation among the farmers have been producing good results.

INQUIRY FOR LAND.

Another favorable sign, according to the Western press, is to be found in the numerous inquiries from abroad about the securing of land for settlement in British Columbia. There is little doubt that the next few years will witness a considerable increase in population and it rests with the Government to see that the settlers are properly appointed to the right land. The Government is apparently fostering the agricultural interest. There is a Department of Agriculture in existance, which is doing good work both in promoting the industry and developing the country.

## PATENT JAR-HOLDER.

A new and what promises to be popular invention to reduce labor and annoyance in the kitchen is advertised in this issue under the name of the T. & B. fruit-jar-holder. It is a simple device in the shape of a handle, attachable to any fruit jar, and serves this purpose, at the same time being a positive vise for the jar for sealing at preserving time, or for opening it again later on. Many housewives, who know the great difficulty in removing the cover, or who have suffered painful injuries from breaking jars or from hot jars, can testify to the value of such an invention. The jar-holder was exhibited at the Toronto Fair this year and was a centre of attraction for many interested ladies. It ought to be a good seller, retailing as it does for only 25c.

## CHRISTIANIA'S WAREHOUSES.

TRADE with Northern Europe is to be greatly facilitated by bonded warehouses which are to be erected in Christiania, Norway.

By the end of October the first warehouse of the Kristiania Lagerhuse Corporation will be ready for business. As rapidly as the demand increases more warehouses will be built nearby by the same company.

The warehouse now in progress of completion will be the first to be constructed under the law of June 4, 1866. At that time an Act for the establishment of warehouses in Norway was passed. For many years no one took advantage of this enactment.

A short time ago, however, the joint stock company of the Kristiania Lagerhuse was formed. Many of the most progressive men in Norway are members of the organization. They appreciated the great need of bonded warehouses in Christiania, and determined to build them.

June 22, 1901, the company received power by royal order-in-council to carry out the plan which had led to the formation of the company—to build and work bonded warehouses for public use.

A large tract of land along the river Aker in Christiania was acquired.

To make sure that the Aker would be deep enough for all large craft, the company had the river deepened until it is now 2 in. below the average waterline of the harbor of Christiania. Seeing the value of this work, the corporation of Christiania passed a grant of 100,000 kroner for its continuation.

Every kind of merchandise may be stored in these warehouses. The authorities are to erect a Customs house there, in which will be stationed a full staff of officials. Thus duties on goods may be paid when convenient to the owner. It will not be necessary to pay the duties upon storing the goods, but only as the merchandise is removed from the warehouse.

When goods are to be reexported as transit goods or ship stores—or the like—free of duty, they may be cleared from the warehouse, directly, while stored there. The owner may repack, divide or assort them as he wishes. They may, likewise, as a rule be treated in such a manner as may be permitted in consideration of what subsequent duties may be levied upon them.

The company assume charge of the transportation of merchandise from the ship-side into the Customs lighter. From this the goods are transferred to the warehouse by electric cranes. This method minimizes transport expenses on them. Should they be called upon to do so, the company will forward and insure the goods.

In addition to the warehouses, general storerooms for receiving goods free of duty will be opened. Large common stores and smaller rooms under lock will be fitted up. In these latter, stored goods against warrants suitable for raising separate loans from the banks may be placed.

The warehouses will have an excellent situation, central and with good connections for forwarding goods either by cart or rail. They will be fitted up in the best possible manner, heated as much as necessary and equipped with electric lights and elevators.

After a while, on the eastern bank of the Aker, there will be provided arrangements for connecting with the railway station of the east in Christiania. This is the terminus for the normal-gauged railway-plexus of the country, with which are connections with Sweden and other foreign lands.

## LAMPS FOR THE GROCERY TRADE.

"Do one thing and do it well," is a motto which holds good in any business. This has been the policy followed by the Rochester Lamp Co. of Canada, 24 Front street west, Toronto, and the wisdom of the course has been amply proven by the success which has attended their enterprise. The "one thing" with the Rochester Lamp Co. has been lighting goods, and there is nothing in this line, from the majestic incandescent cluster gas lamp, the pride of a well-lit store or public building, down to the humblest kitchen or general purpose lamp, which they have not in stock and can turn over at the shortest possible notice and the closest possible prices. The firm make a specialty of store lighting, and are the sole agents for the Rochester Cluster Gas Lamp, a large number of which have been sold this season.

This lamp consists of a cluster of four incandescent gas lights, which combine the brilliancy of the electric arc light at half the cost. It is made both for inside and outside lighting, and is handsomely finished so as to be an ornament as well as shedding a splendid light. For oil they have the Rochester lamp, which cannot be surpassed for lighting public or private buildings where coal oil is the illuminant.

The firm also carry a full line of mantles and incandescent gas lighting goods, as well as parlor and library lamps, hanging lamps and lamps of every description, many of which are particularly adapted to the grocery trade. The Rochester Lamp Co. are judicious advertisers, and to this source attribute a fair share of their increasing business.

We Have the FINEST Quality of . . . . . .

# Hams

all kinds of **BACON** and pure **LARD** in Canada. Also large dealers in

**EGGS,** Finest **CHEESE** and choice **BUTTER.**

Ask for Prices. Send for Sample Order Please.

**The White Packing Company,** Limited. **STRATFORD, ONT.**

Branch at 592 St. Paul St., - MONTREAL.

In every branch of trade, and in every professional calling, the man with technical knowledge is the man who is pretty sure to win the honors.

We are winning the honors with

**SILVER DUST** WASHING POWDER

because our knowledge, technical and practical, enables us to produce a washing powder that represents *absolute perfection.*

You can win trade by the sale of

**SILVER DUST** WASHING POWDER

It is a first-class, dependable article, in demand all the year round—and,

**IT'S MADE IN CANADA.**

Write us for a little sample and quotations.

**THE SILVER DUST MFG. COMPANY,**
**HAMILTON, ONT.**

ESTABLISHED 1861

Prompt Reliable

Headquarters for

# Extra Fancy Fruits.

DIRECT IMPORTERS OF

Oranges, Lemons, Cape Cod Cranberries, Malaga Grapes, Spanish Onions, Dates, Figs, Nuts of every description, Finnan Haddies and Oysters.

WHEN IN WANT WRITE OR WIRE WALKER

# Hugh Walker & Son

Best Quality Lowest Prices

GUELPH, - - - ONTARIO.

# AN ADVERTISING TALK.

BY BLANK.

IT has dawned on me that all the direct preaching that has been going on in this column about methods of advertising and so on is not going to avail very much if, in the first place, grocers cannot be persuaded to begin advertising. When once a grocer has become assured of the efficacy of using space in his local paper, then it is easy enough to offer suggestions to him, but to get him to begin is the hard thing. It is with this object that the following little piece of dramatic writing is inserted, in the hope that it may avail more than a direct plea in making grocers see the wisdom of advertising:

Dramatis Personæ—Mr. Jamieson, a grocer; J. F. Agent, of The Salem Star; Mrs. R. A. Nixon, a customer.

Scene—The office at the rear of Jamieson's gtocery store in Salem.

ACT I.

MONDAY, 9 A.M.

Enter Mr. Jamieson followed by Agent.

Mr. J.—No, it's no use your talking to me, Mr. Agent. I don't see any good in it and I can't afford it.

Mr. A.—However, Mr. Jamieson, you

**FRUIT JARS..**

Something new in Fruit Jars.

See them before you buy.

Every Jar guaranteed to seal or money refunded.

**Henry Moore,**

116 Colborne, Phone 177.

EXAMPLE 1.

shouldn't condemn what you have never tried. Won't you let me explain that proposition to you?

Mr. J.—No use, at all, Mr. Agent. I'm not going to change my mind. There's not another grocer in town, except Fisk, who uses your paper, and I don't intend to do it either.

Mr. A.—Do you know what Mr. Fisk said to me on Saturday?

Mr. J.—What?

Mr. A.—Well, sir, Mr. Fisk took me aside, though he was desperately busy and the store was crowded, and he said to me, says he, "Agent, do you know I'm just beginning to realize the value of that ad. in

**THE FLORAL GROCERY.**

Opp. City Hall.

**Fruit . . .**

Plums and Peaches are beginning to come in and from present outlook Plums are going to be scarce. This afternoon we will have a few baskets of Plums and a few baskets of those large delicious Thimbleberries.

25 lb. best standard Granulated Sugar $1.00.

26 lb. Bright Yellow Sugar $1.00.

Green Corn, Cucumbers, Cabbage, Beans, Carrots, Beets and Celery.

**Doyle & Son.**

EXAMPLE 2.

your paper. Why, it's meant many dollars to me this week. I'm surprised the other grocers in town haven't got on to the racket." That's what he said, Mr. Jamieson, and Fisk's a truthful man.

Mr. J.—Yes, that's so, and he's got the business, too. What's your proposition, Mr. Agent?

Mr. A.—Just this, sir. You agree to run an ad. in my paper every day for three weeks and let my man write them up, and if your business doesn't show a reasonable increase in that time, why we'll call it quits.

Mr. J.—I'll think about that, Mr. Agent, and shouldn't wonder but what I'll try it. I'm feeling Fisk's competition pretty keen just at present.

Mr. A.—Let me send my ad.-writer around, will you?

Mr. J.—Well, you might, and I'll have a talk with him.

Mr. A.—Good morning, sir.

Mr. J.—Good morning.

ACT 2.

TUESDAY, 10 A.M.

Mr. Jamieson is in his office. Enter Mrs. Nixon.

Mrs. N.—Good morning, Mr. Jamieson, I was so glad to be able to get those Crab County blackberries. I was just sending an order down to Ranchtown for them when I noticed your advertisement in the paper. I had no idea you handled them.

Mr. J.—Well, Madam, this is the first year I have ever had them, and I am glad to have been able to oblige you. By the way, I expect to have in some of those preserving pears in about a week—the same kind you got last year.

Mrs. N.—Well, I'm not sure whether I'll want any this year, Mr. Jamieson, but if you'll let me know when you get them in I may change my mind. I suppose you'll be advertising them and I'll see it in the paper.

Mr. J.—Oh yes, I'll let you know some way or other.

Mrs. N.—Good morning, Mr. Jamieson.

Mr. J.—Good morning, Madam. (Aside.) What that fellow said about advertising is all right. I'll keep right on.

* * *

This week a selection of some advertisements by Western Ontario grocers has been

**Breakfast Foods.**

The kinds that are good to eat—they'll do you good because they are fresh.

—**MALTA VITA**

—**SHREDDED WHOLE WHEAT BISCUIT**

—**GRAPE NUTS**

—**RALSTON BREAKFAST FOOD**

—**TILLSON'S** Rolled Oats, Tillson's Rolled Wheat, Tillson's Wheatlets.

Malta-Vita eaten with cream is a delicious dish, and very beneficial.

Telephone 112. **Jackson & Son.**

EXAMPLE 3.

made. In those chosen the principles preached in this department are pretty faithfully observed, and it is because of this that their contents are reproduced here in as near an approach to the original form as possible.

Example 1 comes from Brantford. Though the space used was small, yet, by

# JAMES TURNER & CO.

## WHOLESALE GROCERS,

## HAMILTON, ONT.

A traveller's ABILITY does not consist in the business that comes to him, but in the business he goes after and gets. Our hustling representatives, especially Messrs. Vila and Ross in the West, have been handsomely rewarded this season for their ceaseless energy and untiring perseverance : they have gone after the business and they have got it.

Never in the history of our firm have so many carloads of choice groceries been shipped from our warehouse as have been this present season.

The merchants in the Far West realize the fact that our reputation for despatch in shipping is a guarantee sufficiently important to justify them in placing with us their valued orders.

A large addition to our warehouse staff, and with all the goods in store (not having to procure from outside houses), is the answer for our quick-shipping system.

When our representatives interview the trade, they have in their grips samples of the choicest goods that enter the homes of the people.

Many of these lines we are special agents for, AND THESE LINES ARE LEADERS—others follow.

**"RAM LAL'S" AND "KHAKI"** Pure Indian Teas head the list, and justly so. They are the peers of all package teas. Being packed in lead packages on the gardens in India, they reach the consumer containing all their fragrance and strength—not so with other package teas. The larger portion of package goods now being sold in Canada is imported in bulk, subjected to all forms of exposure, packed in paper, tin foil, cardboard, and in many other ways certainly not calculated to preserve so choice an article.

**COFFEE**—Our registered brands of Coffee :

**"MECCA," "DAMASCUS," "CAIRO,"**

have given almost universal satisfaction. The sales of these goods have increased enormously during the present year, which proves their worth. They are packed in two-pound tins, twenty-five pound tins and fifty-pound tins—ground or whole.

Merchants who are handling these goods have a decided advantage over the other fellow who endeavors to persuade his customers that other brands are just as good.

**"GOLDEN AGE" Package Tea,**
**"MASCOT" Package Tea,**
**"RANGNUGGER" Tea, in 100-lb. tins,**
**"BUSBY" Japan Tea,**

**Bensdorp's Royal Dutch Cocoa,**
**Goodwillie's Fruits,**
**Rowat's Pickles,**
**Taddy's English Tobaccos,**
**"Standard" and "Signal" Brooms,**
**Mining Brooms,**

and numerous other lines which we control have enormous sales, especially in the West.

We are also very much pleased to realize the fact that the merchants and pickle manufacturers are almost a unit in declaring in favor of "IMPERIAL" Vinegar. Our sales of these goods are steadily increasing. Letter orders specially designate

**"IMPERIAL" Vinegar.**

condensing what was to be said into a few words and thereby getting a good display, the advertiser succeeded in making his insertion show up well among the other advertisements in the paper. The advertisement appeared just at the time when preserving was in progress and fruit jars were in demand. Consequently it had timeliness as another of its good points.

Example 2 comes from Woodstock, and it likewise appeared right in the thick of the preserving season. One of its good points is that it suggests a continuity. When the advertiser remarks, "This afternoon we will have, etc.," it implies that to-morrow there will probably be something else worth noting, and this interests people in that particular advertiser's business. Moreover, the addition of the two items about sugar is very timely, while the hinting at a list of green groceries, after having got the reader's attention, is quite a stroke of policy. But why "The Floral Grocery" should occupy so much space at the top is hard to see. It will doubtless be found

**HONEY**
**HONEY**
**HONEY.**

The proof of the pudding is in the eating. A trial order of our Extracted Clover Honey will convince you of its superior quality:

**¼ Pint Jars of Honey - 10c.**
**Pint Jars of Honey - 20c.**
**Quart Jars of Honey - 35c.**
**10-lb. Pails, Special Price.**

**A. P. YEO,**
**Groceries and Crockery.**

EXAMPLE 4.

that people in Woodstock call the place Doyle's grocery store and not "The Floral Grocery." Hence, if that upper space had been used to show up something interesting about the fruit, it would have been better.

Example 3, from Guelph, has the good qualities of being timely, treating of one subject and being arranged with a proper regard to the important points. The couple of sentences of description embody all that can be said in short form concerning the breakfast foods and are calculated to rouse a person's appetite. About the same time as this ad. appeared, Sloan, of Galt, had a similar one, which, on account of its size, it will be impossible to reproduce. It occupied a half-column and contained a very tempting list of breakfast foods, numbering some 21 varieties. That is the way to attract the public.

For the fourth example, a rather unusual one from London is taken. It is not very often that an advertisement devoted wholly to honey is to be seen, so that this one adds novelty to its other good qualities. The information that ¼-pint, pint and quart jars can be procured at the prices named is valuable to a good many housekeepers and likely leads to a larger sale than might otherwise be the case.

## CEYLON AND ITS TEA INDUSTRY.

By W. H. Adams.

THERE are a great many things to claim the attention of the visitor to the Island of Ceylon. This is the home of unadulterated Buddhism. Here the student of religions finds an extended and interesting field of research.

Twenty years ago the cultivation of tea in Ceylon as a staple crop was unthought of, and yet to-day it occupies about 400,000 acres; has furnished a field of lucrative operation for European capitalists; has replenished the drained exchequer and made Ceylon one of the richest of tropical colonies; has replaeed the ruined coffee industry and saved 3,000,000 of Indian coolies from starvation.

The island is very mountainous, but still must be essentially agricultural because of the lack of suitable fuel to develop even the small mineral wealth it possesses. During its long history under the Singalese princes no attempt was made to supply any definite outside demand, but the entire energy was turned to the cultivation of rice to supply food for the dense population. Rice could be grown only on the lowlands and by means of irrigation. Hence, all the mountainous interior remained clad in virgin forests, the home of the elephant, tiger and wild boar, and there are large areas still of this sort of country where none but savages dwell.

Ceylon's prosperity dates from the administration of Sir Edward Barnes, 1824-1831. He was energetic in the building of trunk roads leading into the interior. The value of the wagon road is not appreciated by the American traveller, who, in his own country, can drive overland when he wishes, and whose railroads so often precede settlement. But in a tropical country that is both swampy and mountainous, it means everything. Mr. Barnes also started the cultivation of coffee with a view of supplying an European demand. Coffee proved a very successful crop and thousands of adventurers flocked thither from all parts of the world. But as every period of overstrained credit and wild speculation must be followed by depression, the fortunes gained were lost in the same enterprise. Strange that people will never learn the lesson that booms cannot possibly pay in the long run. Well, there was disaster in the years following 1845 until stable conditions were once more established in the administration of Sir Henry Ward, 1855-60.

The industry steadily gained until it reached the high-water mark in 1875, when nearly 400,000 acres were planted with coffee. But in 1869 an enemy in the form of a fungus appeared and by 1880 had ruined coffee culture as an industry. Every effort was made to find a remedy for the evil. The Government expended large sums experimenting, but the fungus had come to stay. Starvation stared the people in the face. But in this time of distress the splendid genius of Sir Arthur Gordon, now Lord Stanmore, came to the rescue. Something must be found to take the place of coffee. Several things were tried. The cultivation of cinnamon was enormously increased. Cinchona was planted extensively, from the bark of which the ferbrifuge quinine is obtained. India rubber, raisins, gums, spices, cocoa and cordamums were all tried before it was learned that the entire area of the western slope, at whatever altitude, was adapted to the growth of tea.

Of course the lives of the other industries were short. All gave way to tea culture. But one result of far-reaching importance came from the cinchona effort. During the period, 1884-88, Ceylon produced more than half the world's supply of quinine—13,000,000 pounds. This great addition to the supply overstocked the market and the price of quinine, which had before been well nigh prohibitive, fell from 17s to 3d an ounce. After the abandonment of quinine culture in Ceylon the price rose again, but remains within the reach of all, so that, throughout the world, in fever-stricken districts quinine is found in nearly every house.

The tea plant is a spangly bush about four feet high. The leaves are from five to nine inches long, owing to variety and age. Only the soft, tender, leaves make good tea. Great care must be exercised in plucking the leaves. This work is done mostly by women. The stems must be broken off in a way not to injure the bud in the axil next below, for from this comes the next shoot to bear leaves. Plucking is of three kinds—fine, medium and coarse. The fine takes only the first three leaves. These are young and very tender. Medium takes four or five leaves, and the further down the shoot the hornier the leaves and the lower the quality of the tea. Coarse takes more than five leaves. Herein lies the first cause for qualities of tea.

In Ceylon, as there is no cold season, the plant thrives throughout the year, and it must be given rest by means of pruning. This is a trade in itself. Much in the yield depends upon pruning. The plucking in low altitudes comes once in about eight days, ten days in higher altitudes.

There are four processes in manufacturing tea. First, when plucked, the leaves are wilted. This makes them limp and reduces the weight one-fourth. Next they are rolled to break the outer oil cells. Now the leaves are in greasy rolls. They are then pulled to pieces and sorted by machinery, when they go to the third process—fermentation. This is a very important part of the process and makes the distinction between green and black teas. Only experience can tell when tea is sufficiently fermented. It becomes copper colored and emits an odor something like apples. There remains still for the tea to be fired or thoroughly dried. In the whole process it loses three-fourths of its original weight.—Spice Mill.

# Particular People

If we can suit those grocers who cater to the trade of the most particular buyers in all Canada, then we are pretty sure that Windsor Salt will please and satisfy the masses. Particular people have been regular buyers of Windsor Salt for years, and that is a strong argument for the high, unvarying quality of the grade--the purity, whiteness, dryness of the Salt itself.

No expense has been spared in the making of Windsor Salt--it is as perfect as a Salt **can** be. It pleases particular people because it is all Salt--because it is sifted, not ground--**because it contains nothing but clear, white, sparkling Salt crystals.**

The Canadian Salt Co.,
Limited
Windsor, Ont.

# Windsor Salt.

# THE RETAIL MERCHANTS' ASSOCIATION.

## Its Objects and its Officers.

THE Retail Merchants' Association of Canada was organized at a convention of retail merchants held in Toronto in April, 1897. One of the chief spirits in the movement was E. M. Trowern, the present general secretary.

Mr. Trowern was one of the leading retail jewellers in Toronto and was elected secretary of the Retail Jewellers' Association for a number of years. While attending to the duties of secretary for the Jewellers' Association, he recognized that the one-line association had only a very limited influence in bringing about any real legislation for the benefit of the trade or for the retail trade generally. He also recognized that the members of any single line of trade being spread so far apart in the Dominion and Province made it more difficult to obtain united action on any trade subject, and the work connected with the correspondence and preparation of any proposed statutory amendments was more than any business man engaged in the retail trade could afford to give the time to, and that this work, like all other work worth doing, should be done by someone who could give his whole time and attention to it, and be remunerated accordingly.

The plan upon which the Retail Merchants' Association of Canada is constructed takes in all classes of retail mer-



G. J. St. LEGER, Toronto
Central President

chants. The Dominion is divided into Provincial associations, and the Provinces are divided into counties. In each county a branch is established and five chief officers, president, 1st vice-president, 2nd vice-president, treasurer and secretary, are elected from among the members, and they have the arrangement of the affairs of the Association in their branch or county.

Sections of trade are then formed, such as druggists, hardware, dry goods, grocers booksellers and stationers, jewellers, merchant tailors, etc.; out of each section five officers are also elected, chairman, 1st vice-chairman, 2nd vice-chairman, treasurer and secretary. The officers of these sections, together with the chief officers of the branch, form the general executive board for the county. All matters pertaining to purely trade subjects are discussed in the section meetings, and all matters of local trade interest or changes in the municipal or legislative Acts, such as peddlers' licenses, transient traders, trading stamps, etc., are referred to the general executive board of



REV. A. L. GEEN, Belleville, Ont.
First Central Vice-President

the city or county. The members of all general executive boards form the central executive board, which meets in convention once a year, or as often as is deemed advisable.

The officers of the central executive board who were elected at the convention held in September are:

Central President — G. J. St. Leger, boot and shoe merchant, Toronto.

Central 1st Vice-President — A. L. Geen, druggist, Belleville.

Central 2nd Vice-President — B. G. Davis, grocer, Windsor.

Central Treasurer — W. B. Rogers, furniture dealer, Toronto.

Central Secretary — E. M. Trowern, Toronto.

This mode of organization puts every city and town in touch with each other, and every section of trade also. For instance, if a trade difficulty occurs in the city of Hamilton, the secretary of that branch communicates with the central secretary at Toronto, and he submits it to all the section secretaries throughout the Dominion,



B. G. DAVIS, Windsor, Ont.
Second Central Vice-President

thus giving all a knowledge of what is being done. Through this manner of organization the trading-stamp scheme was stamped out and a great deal of needed legislation for the retail trade is expected to be introduced.

The following are some of the aims and objects of the Association, and others will be added as they are required:

1. To safeguard the interests of the retail merchants of the Dominion;

2. To confine to the legitimate retailer the retail trade of the cities, towns and villages;

3. To endeavor to secure just and equitable prices on all classes of merchandise;

4. To have the Transient Traders' Act enforced;

5. To have placed on the statute books making it a criminal offence to advertise goods, either in weight, quality, or price different to what they are;

6. To have passed a legislative Act preventing the false stamping of goods;

7. An enforcement of the Adulteration Act;

8. That there be proper equalization of insurance rates;

9. To have taxation properly equalized to compel departmental stores and other

# "Easy as A B C"

## *FOR GENERAL STORE MERCHANTS TO MAKE MONEY.*

Look over this list of **STATIONERY** from **A** to **Z**—

**A**ccount Books—Number 1093. 80 cents per dozen.
**B**lotting Paper—60-lb., assorted colors. 45 cents per quire.
**C**rayons—For Blackboard Waltham. 10 cents per gross box.
**D**iaries—Dominion, Office and Pocket. 137 varieties.
**E**nvelopes—Valois small 8vo - Sevens—Sixes. 90 cents per M.
**F**oolscap—"Surrey," 10-lb. 80 cents per ream.
**G**ames—"Lost Heir" and "Nations." 80 cents and $2 per dozen.
**H**olders—From 35 cents per gross. No. 1215 Holder—Pencil and Rubber—40c per doz.
**I**nk—Underwood's, 3-oz. bottle, jet black. $3.60 per gross.
**J**ust as easy to sell these lines as others in your general stock.
**K**eep your stock fresh and where it may be noticed.
**L**et the Public know you have the lines for sale.
**M**emorandum Books—8117, Black Oilcloth Cover, $ and c. ruling or memo. 30c. doz.
**N**ote Papers—"Surrey" cream ruled note. 40 cents per ream.
**O**rders that are small for shipment may be sent out for enclosure.
**P**encils—No. 1040. $1 per gross. "Slim Fellow," Memorandum. $1.50 per gross,
**Q**ueen City—H.B., $2 per gross, all with inserted rubber tips.
**R**ulers—Number 28. 65 cents per gross, 12 inch.
**S**cribblers—Retail at 1, 2, 3, and 5 cents. $1, $1.80, $2.88 and $4.80 per gross.
**T**he finest range of Exercise Books, beautiful lithographed cover, $4.80 gross.
**U** may rely upon having any order filled satisfactorily with our
**V**ery large and varied stock. Orders are filled completely and promptly.
**W**riting Pads—"Army and Navy," 40 cents dozen. "Buckingham," 75 cents dozen.
**X**tra space would be necessary to tell you of the other lines.
**Y**ou will find a complete list in our Catalogues.
**Z**—See that your name is on our mailing list.

**STATIONERY AND FANCY GOODS**

**Our two catalogues—Stationery and Fancy Goods—mailed on receiving your address.**

# The Copp, Clark Co., Limited, Toronto

combinations to pay their share of taxation;

10. To have reduced the fees in the lower courts so that accounts may be collected more easily;

11. To secure an efficient Insolvent Act, and better postal regulations;

12. To direct the retail advertising patronage towards those papers that are not controlled by departmental stores or trust advertisements.

A SKETCH OF THE OFFICERS.

The Retail Merchants' Association of Canada is fortunate in securiag as officers for the ensuing year business men who have by their steady application won for themselves success in the occupation chosen by them as their life's pursuit.

G. J. St. Leger, Toronto, is the new central president. Mr. St Leger has been in the retail boot and shoe business for over 30 years and his integrity, energy, and perseverance has done much to make his business prosper. Starting in a small store at the corner of Queen street and Denison avenue, Toronto, his business afterwards extended to Yonge street. For a number of years he had two stores, one at 210 and the other at 216 Yonge street. About two years ago Mr. St. Leger opened a store at 110 Yonge street, a little later another at 92 Queen street west and a fourth recently at his old stand, the corner of Queen street and Denison avenue. Mr. St. Leger is known to the trade of Toronto as a man



W. B. ROGERS, Toronto
Central Treasurer

of high ideals and will do much to keep the Association in the way of duty.

The first central vice-president of the Association is Rev. A. L. Geen, druggist and clergyman, Belleville, Ont. Mr. Geen is a successful business man, has numerous friends, and for a long time has been a resident of Belleville. He is the president of the Belleville branch of the Association and is peculiarly fitted, being a clergyman, for the duty of doing missionary work for the Association in his community.

B. G. Davis, the second central vice-president, is a retired grocer of Windsor, Ont., where he was engaged in the grocery business for years. Mr. Davis has always identified himself in movements in the way of forming organizations of merchants for their own benefit and protection. He was secretary of the old Windsor Retail Grocers' Association, and was mainly instrumental



E. M. TROWERN, Toronto
Central Secretary

in inducing that body to amalgamate with the Retail Merchants' Association of Canada. Mr. Davis is secretary of the Windsor branch of the Association.

The central treasurer of the Retail Merchants' Association is W. B. Rogers, chief shareholder and managing director of Chas. Rogers, Son & Co., retail furniture merchants, Toronto, one of the largest businesses of its kind in the Dominion. Mr. Rogers has identified himself with the Retail Merchants' Association since its commencement, and is, besides, a member of the Canadian Manufacturers' Association, the Board of Trade, and other organizations. Mr. Rogers is president of the Toronto branch of the Retail Merchants' Association and is popular with all classes of citizens.

Central Secretary E. M. Trowern has been identified with the Association ever since its commencement in 1897. Mr. Trowern, previous to that time, was engaged in the jewellery business on Yonge street, Toronto, and was secretary of the Toronto Retail Jewellers' Association. Becoming imbued with a firm conviction that there were immense possibilities ahead for a successful combination of business men, he originated the idea of forming a Retail Merchants' Association and was the first secretary of the parent organization in Toronto. The duties of his new avocation soon were so great that Mr. Trowern severed his connection with all other business and devoted himself exclusively to the work of the Association. He has always been unanimously returned as secretary of the Association and is popular with all its members, by whom he was complimented at the recent convention for the aid he has rendered them by his advice and labors.

## THE MEN WHO BREAK DOWN.

When a man standing at the head of a vast business breaks down, the papers begin to talk of the enormous pressure of modern life, especially in the lines of finance and industrial activity, remarks an exchange. There are railway presidents who stand a great amount of business strain, but they waste none of their energies and are temperate, as all men of great affairs must be if they would hold their own in these busy days.

While a great business involves large responsibilities, a strong man at the head of it will be found to have selected capable assistants, often younger men with great power of resisting strain. The railway president, bank president or head of a Trust has his staff; his business is systematized, and a large part of his worth to his corporation consists in his ability to pick good men for responsible places.

When one comes to look over the list of men broken down in business it is among those having small business that the greater number will be found. The man in a small way rarely can afford to have capable assistants; he must "do it all himself," and hence worry and overdoing. There is more of a chance for brain fag in a small shop or agency than in a big business.

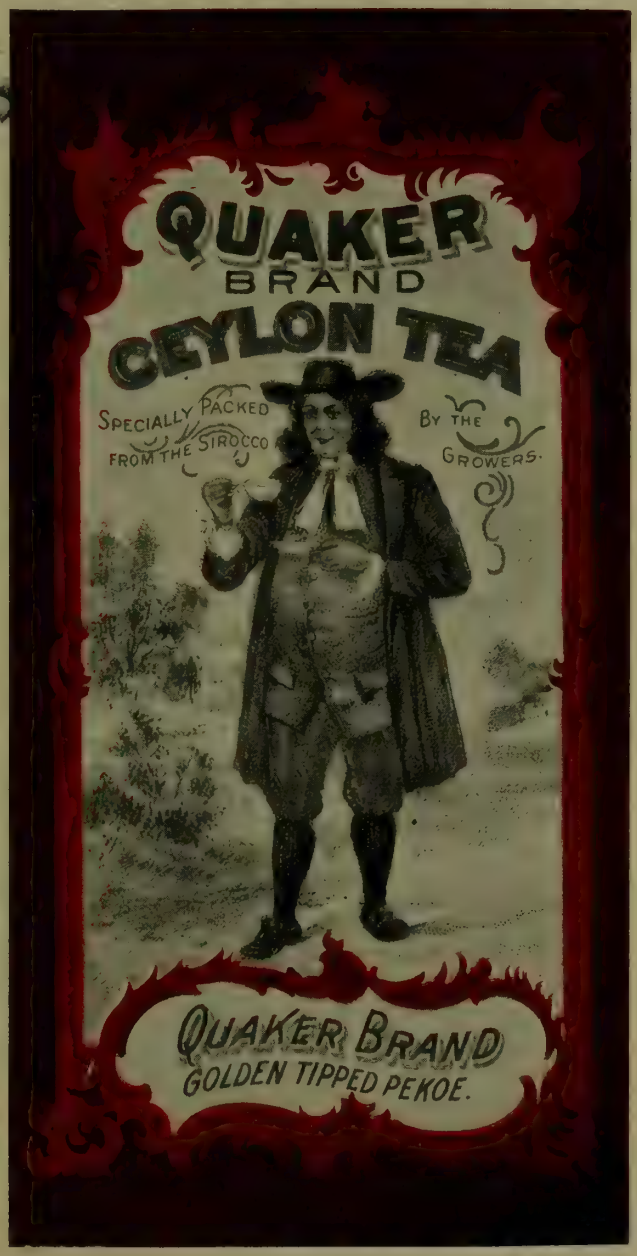
## PARAGUAYAN TEA.

A writer in Grocery, London, Eng. says: From time to time attempts are made to stimulate the interest of people on this side of the Atlantic in yerba mate or Paraguayan tea, which is the product of a shrub which grows very freely in Paraguay in South America. I have tasted concoctions made from the leaves on several occasions, but have never been able to feel enthusiastic about its merits. To the palate of the tea-drinker it is somewhat tasteless and possess a slight but not unpleasant twang. It does not taste at all like tea. Yerba mate is in very general use in Paraguay and no doubt it would not take long to acquire a taste for it. The leaves contain a considerable proportion of caffein—the stimulating alkaloid found in tea and coffee—whilst they are almost free from tannin. Consequently the liquor made from them has marked stimulating properties and does not cause injurious effects to the digestive organs, like most of the teas in general use in Great Britain.

# Thee and Thy Customers will profit by the acquaintance if Thee introduces to them the "Quaker" from Ceylon.

NOV 27 1902
RETURNED

Yea, and verily, brethren, the "Quaker" hath proven a trade-getter; also, likewise, a trade-holder




Thee should see that Thy customers buy "Quaker" from Thee, else peradventure they may buy it from Thine adversary

This Tea is packed in Ceylon by the growers.

## J. A. Mathewson & Co.

Wholesale Agents for Canada.

Montreal.

# Uniformity in Weights and Measures.

ADVANTAGES OF THE METRIC SYSTEM.

AT the last session of the United States Congress a Bill was introduced, and was recommended for passage, providing that on January 1, 1904, "all the Departments of the Government of the United States, in the transaction of all business requiring the use of weight and measurement, shall employ and use only the weights and measures of the metric system." It also provided that on and after January 1, 1907, the weights and measures of the metric system should be the legal standard weights and measures in the United States.

This action of Congress is but another step towards the realization of the universal brotherhood of man. So long as there has been a confusion in regard to systems of weights and measures commerce has been restricted and impeded. This restriction may have been almost imperceptible, yet it really did exist and was a factor to be reckoned with where foreign trade was concerned. With the adoption of a universal, commonsense system, a serious obstacle to the intercourse of nations will have been removed.

To understand how confusing existing systems are it will only be necessary to refer to a few examples. For instance, there is the pound avoirdupois and there is the pound troy, and there are also ounces in both systems. The pound avoirdupois is heavier than the pound troy, but, strange to say, the ounces are just the reverse. Again, the term dozen may mean 12, 13, 14 or 16. The twentieth part of a ton may be either 100 or 112 pounds. Quart and gallon signify in each case three different measures. Lastly, in the United States there have been no less than 130 different measures called bushel, not one of them conforming to the English bushel. In fact, in the English system there are 74 units having 56 names, 18 of which are ambiguous.

In the metric system, on the other hand, there is one specific, definite, appropriate word to denote the linear unit, one for the unit of area, one for the unit of solid measure, one for the unit of capacity, and one for the unit of weight. The system thus employs five unit words, and for purposes of division and multiplication, uses seven prefixes. This is a considerably simpler mechanism than the English system now in use.

In almost all instances where the system is now in use, its inauguration has been due primarily to difficulties which have arisen in the commercial world. At every Customs house in Europe, under the old system, it had been necessary to keep a staff of computers who did nothing but reckon the weights and measures of the goods of one country in terms of the weights and measures of the other. Besides being a great expense, this plan was slow and cumbrous. The result has been that all the nations of Europe, with the exception of Russia, have long since adopted the metric system. Some, like Switzerland, to make the change easier, have retained the names familiar to the people, and substituted the metric weights and measures. It is just as if we in Canada decided to add three inches to our yard and still call the elongated measure a yard. It would really be a metre, but it would be more easily recognized as a yard.

Even in a single country like the United States confusion exists at some points. The term bushel has many significations. Wheat, rye, oats, corn, buckwheat, barley, potatoes and onions are sold by weight, whereas prices are quoted by the bushel. Thus, if oats are quoted at 20c. a bushel in Ohio, a Dakota farmer would take it to mean that he could get 20c. for 36 pounds of oats. A Maine farmer would dispose of only 30 pounds for 20c., whereas the Ohio farmer would actually get 20c. for 32 pounds.

With these explanations, it should be clear that a better system is desirable, and, as will be shown, the metric system offers a great improvement in this respect. The metric system came into effect during the time of the French Revolution, when a concerted effort was made to do away with all old-established systems. Some of the revolutionists' acts were commendable, some were unworthy and many were neither. Among the more laudable movements was the establishment of a decimal system in all departments of weights and measures.

Hitherto standards had been absolutely arbitrary. Thus, the English yard was the distance between two gold studs in a brass bar, kept securely by the Government in London. Should this standard be destroyed, an exact counterpart could not be recovered without making use of models of the original, and should all the yard-sticks in the world be destroyed, the British standard could never be restored. At a time when French scientists saw all established things being ruthlessly destroyed around them, they perceived that if they were to establish a more stable standard, it would be necessary to have recourse to something indestructible and they turned to the earth itself. Measuring, with their astronomical instruments, one forty-millionth portion of the earth's circumference, north and south, they said, let this be our standard and let it be called the metre. A standard metre was therefore made which is kept in Paris. Of course, it is nearly as arbitrary a length as the English standard yard, for the measurements were not made quite exact. Still, it is a near approach to a stable and indestructible length.

Next, as we divide our dollar up into ten-cent bits and our ten-cent bits into cents, so the French divided their metre into decimetres and the decimetres into centimetres, and they went still further and divided the metre into thousandth parts called millimetres, or, to complete the analogy, the mill bears to the dollar the same relation as the millimetre bears to the metre. On the other hand, 10 metres are called a decametre, 100 metres a hectometre, and 1,000 metres a kilometre. Practically speaking, the metre nearly corresponds to the yard and the kilometre to the mile.

To secure a unit of volume a small cube was constructed, each side of which measured a decimetre, or nearly 4 inches. The cubic contents of this cube were styled a litre. It, in turn, was subdivided into tenths, hundredths and thousandths, and multiplied by ten, one hundred and one thousand, and similar prefixes to those given the multiple of the metre were bestowed on these divisions. For the unit of area, of course, the square metre was employed.

To obtain the unit of weight the scientists obtained the weight of one cubic centimetre of pure water at a given temperature and this they termed gramme. The gramme is really a very small weight, being not much heavier than 15 grains, and it is accordingly the kilogram which comes into most use, being about equal to two pounds. The gramme is divided and multiplied in tenths like the metre and the litre.

The advantages of the metric system are many and obvious. The very fact that it is built up from a single unit renders its use extremely easy. Thus, when we think of the relation between the pound and the cubic foot here, as compared with the relation between the gramme and the cubic centimetre under the metric system, it seems strange that this simple plan was not adopted long ago. Just as we regard with despair the pounds, shillings and pence of the Englishman, even so do the users of the metric system look upon our yards, feet and inches and our pounds and ounces.

The whole trend of the world is towards the universal adoption of the metric system. All obstacles that tend to hamper commerce and intercourse must be removed. By the time all the nations of the world are transacting their affairs on a decimal system,

The
# Dominion Canister Company
Limited

MANUFACTURERS OF

# The "Perfection" Canister

THE VERY BEST PACKAGE FOR

*SPICES* *BAKING POWDER* *JELLIES*
*TEAS* *STARCH* *JAMS*
*COFFEES* *BISCUITS* *Etc., Etc.*

We are now in our new quarters and have doubled the capacity of our plant and are prepared to fill all orders promptly.

The best advertisement for any concern :

A NEAT PACKAGE. AN ATTRACTIVE LABEL.

**Write for Samples. Get our Figures.**

## The Dominion Canister Company, Limited

**DUNDAS, ONTARIO, CANADA.**

# Royal Salad Dressing




**Sells every month in the year. A trade-winner for all classes of trade.**

**Never Separates**
**Never Spoils.**

The makers will send a sample bottle to any merchant not handling Royal—free for the asking.

**Made only by**

## The Horton-Cato Mfg. Co.

**Windsor, Ont., Detroit, Mich.**




**ESTABLISHED 1869.**

# Our Crisp Sodas

In 3-pound Tins are full weight.

The Oyster Season is on and our **Pearl Oyster Crackers** are just what are wanted. We are at the old stand where we have been for over 33 years. . . . . .

## W. J. CROTHERS, - KINGSTON.

then a very desirable state of affairs will have been inaugurated. Meanwhile, a Chicago paper is figuring on how much time and money will be saved in the education of children. It computes the loss in the United States alone at 40,000,000 years and $1,000,000,000. This may be exaggeration, but it is a fact that a child can be taught the metric system much more rapidly and effectually than the present cumbersome system.

In Canada, things are working slowly towards the desirable state of affairs. The Retail Merchants' Association and the Manufacturers' Association have both been advocating the change in no weak voice. Moreover, the country is daily becoming riper for the inevitable. The system has for some time been taught in the secondary schools of the land, and in some primary schools, and people are fairly familiar with its main features.

In England there exists what is known as a Decimal Association, which is agitating for the adoption of its favorite system. A letter from the secretary of the Association, directed to the United States Consul-General at London, contains some instructive details about the progress being made by the Association in converting public opinion to its beliefs. The letter says in part: "There are 290 members of the present House of Commons so thoroughly in accord with our aims that they have given me authority to publish their names as supporters. If we add to this the number of members of Parliament who would be influenced by a debate in the House of Commons to vote in our favor, we are convinced that we are now strong enough to carry a Bill.

"During the last four or five weeks, no less than 60 city, town and county councils have passed resolutions to the effect that it is desirable that the reform should be made in the interest of commerce and education.

"One of the most definite results; in fact, I think I may say, the most definite result, of the conference of the Colonial Premiers was the passing of a resolution in favor of the adoption of the metric weights and measures throughout the British Empire. This will have a most important result, and will render certain the early passing of a Bill to give effect to those views.

"All the chambers of commerce in this country, nearly all the school boards, the trades unions, and a great number of societies of various kinds have for a long time been active supporters of my Association.

"The attitude of our Premier may be gathered from some remarks he made to the deputation which waited upon him in regard to this question in 1895. He said:

"'If I may express my own opinion upon the merits of the case, there can be no doubt whatever that the judgment of the whole civilized world, not excluding the countries which still adhere to the antiquated systems under which we suffer, has long decided that the metric system is the only rational system.'"

At the Colonial Conference held this summer in London, a resolution was passed dealing with this subject. It reads: "Resolved, that it is advisable to adopt the metric system of weights and measures for use within the Empire, and the Prime Ministers urge the Governments represented at this conference to give consideration to the question of its early adoption."

Mr. Joseph Chamberlain recently forwarded a formal notice of this resolution to the Governor-General to ascertain what the Canadian Ministry propose to do in the matter.

## YOUR FRIEND—THE TRAVELLER.

By Hec. Secord.

HOW many merchants adequately realize to what extent their success in business is indebted to the travelling salesman, the ubiquitous "drummer," how few merchants fully appreciate the knowledge that is imparted to them by the traveller, knowledge that could not be obtained by them as readily, as concisely, as positively as through this wandering human encyclopædia, this unabridged volume of practical hints and useful suggestions, this meandering "tape-line" of market reports, this living "ticker" of commercial values and fluctuations. Very few, it is to be regretted, fully realize what they owe the "drummer," and if they do give a thought to this phase of their connection with him, do not appreciate his worth, or acknowledge the value of the information that leaks out of him like water through a sieve. The travelling salesman, generally speaking, is looked upon by many merchants in the light of a "necessary evil"—a something that has entered into business affairs and, like "the poor," always to be with us, and not to be shaken off—an incubus on the wheels of trade, or as a barnacle on the ship of commerce. These opinions held of the commercial traveller often lead a merchant to consider him a nuisance, and to accord him treatment not merited by the services rendered and in inverse proportion to the courtesy and attention shown him by the salesman. It is a lamentable fact that many merchants are not only not appreciative of a traveller's visit, but often downright rude and neglectful. It is true that the vicissitudes of business at times prevent a merchant from according the traveller as close and prolonged attention as the salesman would wish, but it is also an acknowledged fact that politeness is cheap and brings its reward, and insistent and persistent as every good traveller is when in quest of trade, there is not one of the ancient and honorable brotherhood but will remember the manner of his reception and treatment. The traveller is of much greater value to the merchant in many ways than the latter has any conception of, and it is a fact that many a business man unknowingly is indebted to the genial "Knight of the Road" for "easier credit" with his jobber. The pressure that would in the natural course of events, owing to overdue accounts, etc., be put on the merchant is often withheld on advice of the salesman. In many other ways the traveller is the merchant's friend, as who better than he can give the merchant a timely hint as to rising or falling markets, salable goods, shipping information, put him into touch with the best houses in his various lines, etc.? The instances of a traveller's utility to a merchant are too numerous to cite, and it is not the purpose of the writer to enter into a lengthy review of them, but merely to enter a plea on behalf of the "boys" for good all-round fellowship between buyer and seller. We are all interested in each other and practically after the same mercenary end, the almighty dollar, but we can gather those golden shekels more pleasantly, and they will jingle more merrily in our pockets if we remember the "Golden Rule." Personally, the writer can state that in all his travels, from the Gulf to Victoria, with very few exceptions he has been accorded fair treatment; whether this was due to his good looks, his amiability or the houses he represented, he has never taken the time to analyze, but the few instances where he has bumped up against one of those "rough jewels" has left an impress, if not on his anatomy, at least indelibly on his memory. It is around the hotel fireside, on the train and on the station platform that the text for this article was gathered. It is not the purpose or the intent of this article to convey the impression that the salesman has not his shortcomings (he has a few), as well and like in every flock a dark-hued lamb will be found among the "boys." There are one or two who probably through extreme youth, verdancy or over-freshness bring on the heads of the fraternity the treatment referred to in this article. The traveller is out to sell goods and must be persistent, he cannot whisper about his wares, he must holler, or as ryhthmically expressed—

He who whispers down a well
About the goods he has to sell
Will never reap the golden dollars
Like he who climbs a tree and hollers.

## INQUIRIES ABOUT CANADIAN GOODS.

Among inquiries received by the Canadian Section of the Imperial Institute are the following:

1. A Liverpool house asks to be placed in correspondence with Canadian manufacturers of birch squares, turned legs, and other chair stock; also of drawer bottoms.

2. A London firm desires names of Canadian shippers of soapstone of first-class quality.

3. A British house in Japan exporting druggist lines wishes to arrange with Canadian firm of good standing to handle their goods.

# THE National Cereal

This is the only table beverage recommended by physicians, as a substitute for Tea and Coffee. It is an absolutely pure product of cereals, and is composed of gluten, albumen, phosphates, starchy particles of grain and saccharine matter.

The National Cereal Coffee is not only a pleasant beverage but is **Nature's Food Drink** and **Health-Builder.** It is invigorating and strengthening. It aids digestion, and is a foe to constipation and biliousness. The National Cereal is prepared only by

## The Leamington Coffee Co.

**LEAMINGTON, ONT.**

**PRICE 20c.** Special discount to the trade. Write for terms and prices.

# PAPER BAGS

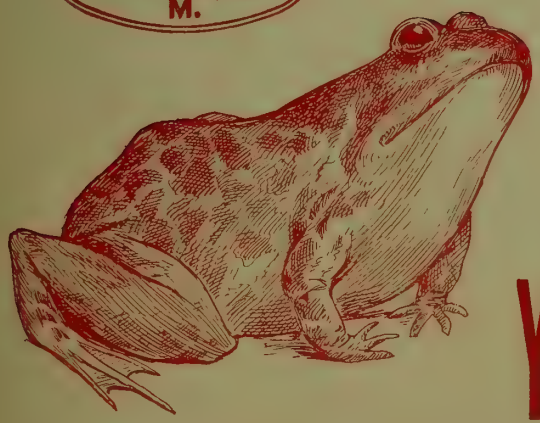



OUR NEW ADDRESS IS :

**30 WEST MARKET ST.**
**TORONTO**

## DOUGLAS & RATCLIFF

B. H. M.



# NO,

WE DO NOT CLAIM TO BE

## "THE ONLY TOAD IN THE PUDDLE!"

BUT WE DO CLAIM THAT

# YOU CAN

get styles from US not obtainable elsewhere; make a decent profit on goods bought from us, and depend upon YOUR customers being pleased with them.

**FROM STOCK OR FOR IMPORT**

## BARNARD & HOLLAND CO.,

**WHOLESALE CROCKERY,**

## MONTREAL.

N.B.—Special attention given to MAIL ORDERS.

# The Canadian West as a Food Producer.

We send our grass-fed cattle
In droves from the teeming West,
Of our grain in its rich abundance
We freight your ships with the best.
—Frank I. Clarke.

IT is a little difficult to say anything new about the productive possibilities of the West, and yet, from constant contact with the newly-arrived Eastern Canadian, Englishman, Scotchman or American, it is only too evident that the resources of the West in the matter of food production are but vaguely guessed at.

You have to "ca' canny" with the newly-arrived, as they have no hesitation in insinuating that they do not believe you, when you are probably only giving them the most conservative estimate of things as they are. The writer happened to tell one of the members of the General Conference of having seen 150,000 tons of hay in stack in the Northwest Territories, and he promptly said:

"Oh, it could not have been more than 1,500 tons. That would be an enormous quantity!"

Yet, the person, to the contrary, replied that it was 150,000 tons.

### THE WHEAT FIELDS OF MANITOBA.

This great Western country of ours is so vast, the ease of culture so great, the soil so fertile, that people accustomed to 10-acre fields with a fence round them cannot grasp the idea of "a league-long wheat field." Yet, such is a common occurrence in the West. The British journalists, during their recent visit, had their farming ideas enlarged by seeing five self-binding machines cutting round an 800-acre wheat field on the Portage Plains. And, as the straw was heavy, there were four horses to each binder. These are only ordinary incidents in the farming life of the West, and yet many people find them difficult to believe.

As to what the West has produced in past years, no better evidence can be furnished than the following official table of exports:

| Crop. | Bushels. |
|---|---|
| 1886 | 4,000,000 |
| 1887 | 10,500,000 |
| 1888 | 4,000,000 |
| 1889 | 4,500,000 |
| 1890 | 11,500,000 |
| 1891 | 14,000,000 |
| 1892 | 14,000,000 |
| 1893 | 12,000,000 |
| 1894 | 15,000,000 |
| 1895 | 29,000,000 |
| 1896 | 14,000,000 |
| 1897 | 22,000,000 |
| 1898 | 23,000,000 |
| 1899 | 30,000,000 |
| 1900 | 17,000,000 |
| 1901 | 55,000,000 |

As to what may be done in the future, he would be a rash mortal who would attempt to prophesy.

In 1901 Manitoba had in wheat 2,011,835 acres and the Northwest Territories 508,564, and they produced between them something over 63,175,928 bushels of wheat. This year the acreage has not been increased so much as was anticipated by many thousands of acres owing to the unusually wet spring. There has been an increase, however, of 28,105 acres in Manitoba, and the Northwest Territories of 80,291, making a total increase of 109,396 acres, or 2,624,637 acres in wheat this season.

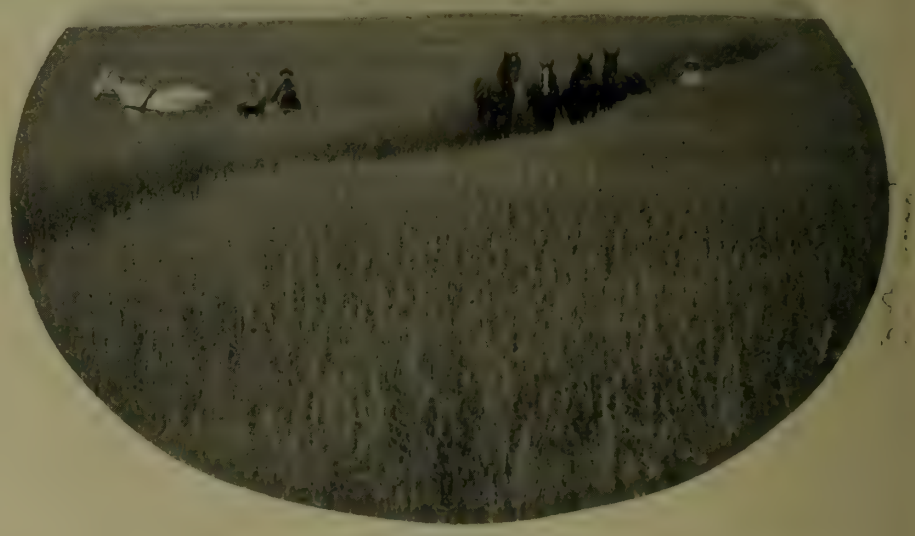
### THIS YEAR'S WHEAT YIELD.

The latest crop estimates before threshing commenced was an average yield of about the same as last year, viz., 25 bushels to the acre, which would mean roughly a crop of 65,000,000 bushels. Since threshing has begun in many sections the average has gone up to fully 30 bushels to the acre. There is not, however, sufficient threshing done to say how far this increased average yield of oats being heavier than was anticipated, but leaving it at 40,000,000 bushels, this would mean 103,000,000 bushels of grain of all kinds for the season of 1902.

Manitoba is estimated to have 23,000,000 acres of arable land. What amount of arable land is possessed by Alberta, Assiniboia and Saskatchewan is not yet fully known, but it is not less than 55,000,000 acres. Over 63,000,000 bushels have been produced from 2,624,637 acres, and all who are fond of figures can amuse themselves with working out the posibilities of the future. This is only food production along one line. In that of breadstuffs and cereal foods the Province stands well to the front.

### BEEF CATTLE.

Manitoba has an enviable reputation for the production of beef cattle, and, year by year, her farmers are very wisely going more extensively into mixed farming. In Alberta, the cattle ranges produce yearly many thousands of head for the export trade. When, as time goes on, these cattle runs are more and more curtailed by the influx of settlers, there are still the many thousand acres of the Peace River country, the finest grazing land in the world, on which countless herds can be raised.



ON THE FARM OF DUGALD TAYLOR, BOISSEVAIN, MAN.
From Photo loaned by The Winnipeg Free Press.

may extend, and there is still too much wheat in the stook to say that the average is safe from depreciation. It is, therefore, probably not wise to base calculations on more than a 63,000,000 crop of wheat.

### COARSE GRAINS.

While the increase in land sown to wheat was comparatively small, the increase in land sown to coarse grain was enormous, being 39,109 acres in Manitoba and 50,000 in the Territories, or a total of 89,109 increase in the lands sown to coarse grains. In August, the coarse grain crop was estimated at 40,000,000 bushels, but since then the amount has increased, owing to the

### SHEEP, HOGS AND POULTRY.

The points in which both Manitoba and the Territories lack at the present time are sheep, hogs and poultry, and this is through no unsuitability of climate, but simply from

# Gilmour & Co.

## Wholesale Grocers,

## Brockville, Ont.



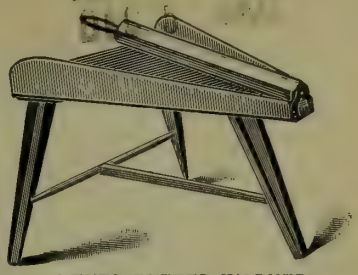
TRADE "DAISY" MARK

Can be fitted with adjustable Brekers as shown in cut.

NOTICE—Two bolts only to place to set up.

Our new improved Steel Stand. Tempered Steel, Cased Bicycle Ball Bearings, with four nicely fitted wheels, adjustable feet for holding it firm when churning.

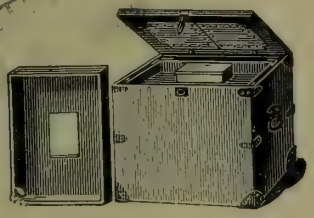
Over 80,000 in use.



LEVER BUTTER WORKER

Neatly made, simple, strong, and durable, and cheap.

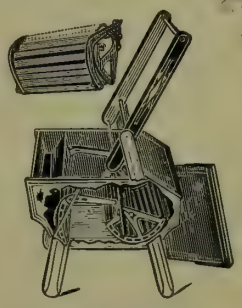
Prices given on application.



BUTTER SHIPPING BOX.

Convenient, durable. Made with Detachable Hinges and movable box.

Will give prices and fuller particulars on application.



VOLLMAR IMPROVED PERFECT WASHER.

Will wash more clothes in less time, do it easier, with less wear and tear, than any other machine.

## The Wortman & Ward Mfg. Co.

LONDON, ONT. LIMITED

Eastern Branch, 60 McGill St., Montreal, Que.

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# CAPSTAN GOODS WILL INCREASE YOUR TRADE




# THEY ARE MADE ONLY FROM THE BEST INGREDIENTS AND ARE GUARANTEED PURE

### BAKING POWDER

Capstan Baking Powder ranks with the best. Don't take our word for it, but ask Grocers who are handling it.

### PURE MUSTARD

Sell your customers Capstan Brand Pure Mustard and they will come again. Put up in neat tins to retail at 10c.

### FLAVORING EXTRACTS

Our Flavoring Extracts will be found to contain the full flavor of the fruit, strongly condensed. In bottles, all sizes.

### MINCE MEAT

Our Mince Meat cannot be equalled for Christmas Baking. We take pains in preparing it. It is sold in bulk, from a 7-lb. pail to a 500-lb. barrel; also in packages, ½-gross in case.

### WORCESTER SAUCE

A delicious relish, equal to anything imported and can be sold much cheaper. Our Tomato Catsup is also a popular table sauce. Our trade in these lines has increased largely during the past year.

### SPICES

We had a large spice trade last season and expect a larger one this. Our spices are fresh ground from the purest materials.

**WE OFFER A LIBERAL PROFIT TO THE GROCER.**

Ask your wholesaler for our goods or write us direct. It will be worth your while.

## The Capstan Mfg. Co., Manufacturers of Grocers' Sundries, Toronto.

the fact that wheat-raising is so much easier than the slower and more detailed methods of mixed farming. Hogs do remarkably well, and can be cheaply raised owing to the ease with which coarse grains are grown. Some idea of the value of hog-raising may be gained from the fact that, since January last, live hogs off cars at Winnipeg have never been less than 6¼c. per lb., and a great part of that time they have brought 6½c. The packing-houses this year have not been able to secure hogs enough to reach half their packing capacity. There is unquestionably money to the farmer who undertakes the systematic production of the bacon hog. Sometimes people question as to whether, if many farmers went into the business, it would not be overdone, but



ALSO ON THE FARM OF DUGALD TAYLOR.

From Photo loaned by The Winnipeg Free Press.

of that there is little danger, as Manitoba packers are in a good position to export bacon and hams if they ever had any to spare, but at the present time carloads are constantly being imported from the American side, and, with our present growth of population, the home consumption will increase steadily. The increase of the present year has been enormous.

### A FUTURE FOR POULTRY.

As to poultry, there is a future for the man or woman who will go into the business here. Winnipeg has never yet been adequately supplied with a good grade of poultry. It has been demonstrated that chickens, ducks and geese can be raised to excellent profit, and there are even now one or two successful turkey farmers. Such a thing as a supply of broilers is unknown to Manitoba. In the winter season new laid eggs retail at 35 to 40c. per dozen, and the supply never even approximates the demand. Every winter poultry is brought into Manitoba by the carload. Last winter one firm brought in 150,000 lb., and numerous others like amounts.

### DAIRYING.

Manitoba alone produced $1,000,000 worth of butter and cheese last year, and this industry, so far as butter is concerned, is capable of infinite development, as the conditions are all good for profitable dairying, the present tendency being towards large creameries at central points, run on the cream-gathering plan.

### FRUIT AND VEGETABLES.

Manitoba is not in the banana belt, neither is it likely that oranges will ever be grown for export, but when it comes to small fruits, hardy plums, apples and crab apples, Manitoba is all right, as the recent horticultural exhibition proved to a demonstration. So far as raspberries, strawberries, currants, gooseberries and blackberries are concerned, an abundance is now grown. In a few sections of Southern Manitoba they raise sufficient crab apples for the home market. There are a few apple and plum orchards, and these were this season laden with fruit. The growing of these fruits has passed the experimental stage, and it only requires care and attention to produce an abundance of both plums and apples.

### VEGETABLES.

All the ordinary garden vegetables grow readily, and some of them, such as cauliflower and squash, can hardly be equalled, the one for size and whiteness and the other for size and weight.

Already two pickle factories are established here, and find the supply of vegetables most satisfactory. This is but a brief sketch, and is, of course, incomplete, but it may give readers of THE GROCER something to ponder on.

E. CORA HIND.

## THE TEA-TASTER'S BURDENS.

The professional tea-taster does not live a life overburdened with pleasure. His vocation is a jealous one, and he has to be particularly temperate in his living.

The lot of a tea-taster, in the opinion of Inland Grocer, is far from a happy one. His profession is not overcrowded, and he is in consequence able to command a good salary, but after a time this business entirely destroys the nerves and injures the digestive organs. Many of these men sample between three and four hundred cups of tea during the course of the day. This, of course, necessitates the drinking of an enormous quantity, for, even if they only take the smallest spoonful from each cup, the number of spoonfuls is so great that when placed together they would form a quantity of tea which few people would care to drink.

In spite of all this, men who find that they possess the necessary qualifications rarely hesitate to become tea-tasters, as the handsome salaries which are paid are a great inducement. It is not every man who can earn his living as a tea-taster. In the first place, the tea-taster, like the poet, is born and not made, for it is practically impossible to have the delicacy of taste and smell which is necessary for the work. Not only must a tea-taster possess an extremely susceptible palate, but his sense of smell must also be practically "born." Smelling, in fact, plays almost as important a part in the work as tasting. By simply handling and applying to his nostrils a pinch of tea from a dozen separate chests, the tea-taster can often tell the quality of each and the price.

This is not the only drawback to the work of the tea-taster. He has to pay the strictest attention to his mode of living. Certain articles of food and kinds of drinks have to be avoided, and above all he must never smoke more than one mild cigar or pipe of tobacco in twenty-four hours, and that always in the night time.

Established 1845 MODERN MACHINERY, UP-TO-DATE METHODS Established 1845

**WE ARE PREJUDICED;** we acknowledge it frankly and we do not ask you to believe our statements without first satisfying yourselves that we are right, but what we do want is to get you to test and compare the quality of S. H. & A. S. EWING'S high-grade COFFEE & SPICES with others in the market. THE GOODS WILL CONVINCE YOU. In making this assertion we appeal to the cautious, intelligent, long-headed men who recognize merit. IT STANDS TO REASON that, with our direct connections for importing the best high-grade goods, combined with an experience of over 57 years and our excellent facilities for handling them, that we are in a position to offer the best value obtainable. Our business and reputation is not built on what is known as "hot air," but founded on actual merit; nor are we satisfied to rest on our reputation, but constantly endeavor by improved methods to strengthen same. Ask any grocer who has handled our goods about the quality of "EWING'S COFFEE," and "EWING'S SPICES." Remember, they are "S. H. & A. S. EWING'S," the products of the old reliable house. Why handle inferior goods when you can obtain S. H. & A. S. EWING'S at the same and very often at better figures? Drop a line and let us quote on your requirements. Mail orders solicited. Prompt shipment guaranteed. Handle S. H. & A. S. E. MOCHA and JAVA, in 1 and 2-lb. tins (as cut). "WILLISON'S TURKEY COFFEE," "PRINCE OF WALES' BRAND SPICES," "VIENNA BAKING POWDER," Etc., Etc.

**COFFEE** **SPICES**




1 and 2-lb. Tins.

# S. H. & A. S. EWING,

Montreal Coffee and Spice Steam Mills,
55 Cote Street, MONTREAL.

## The Standard of Excellence.

## Brunner, Mond & Co's

"Empire" Soda, in packets.

Bicarbonate of Soda, in kegs.

Sal Soda.

# WINN & HOLLAND,

MONTREAL.

**The brand that guarantees purity.**

# GROCERY WINDOW DISPLAYS.

SOME SUGGESTIONS FOR RETAILERS.

IT is a matter of doubt that many grocers realize the value of their window space as an advertising medium. Let a man stand in front of his store, measure up its space, reckon how many people pass by his door every day and compare them with the number of readers in the local paper. He will find that he can reach through his window display hundreds of people who never read the newspapers. By properly tagging everything he has in the window with a price and a card with some catchy name written on it, he attracts the eye of the man on the street, and impresses on his memory the fact that he can get granulated sugar at 23 lb. for $1, choice soap at three bars for 25c., smoking tobacco of good flavor at $1 per lb., a good briar pipe for 25c. at this particular store. The attractiveness of the display creates an admiration of the articles shown in the mind of the passer-by, and, as it is a short step from admiration to a desire for possession, their sales are greatly increased. With this borne in his mind, the merchant should set about dressing his window with a determination to excel all others, and if he does so his business is bound to grow.

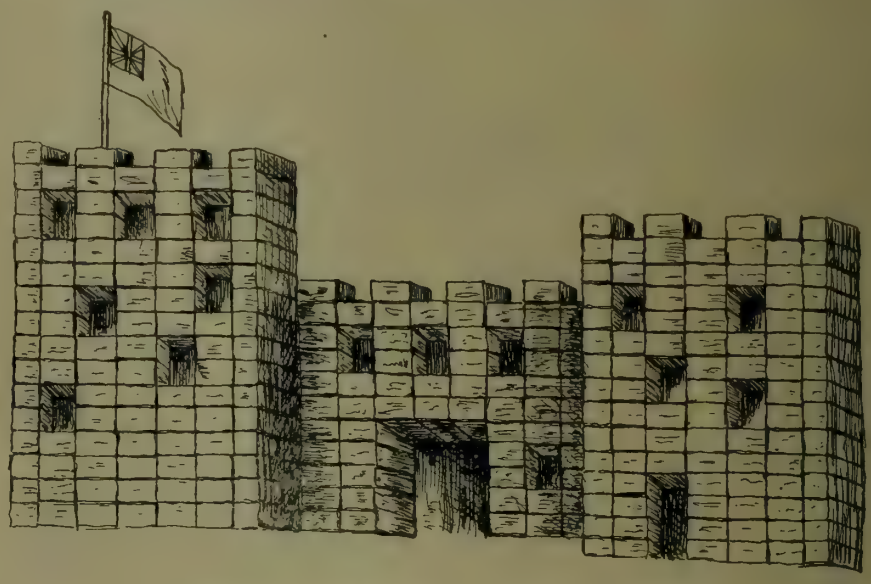
The fall is a good time for window display. Trade then is more brisk than in the summer, new lines of goods are coming on the market, displacing other goods, and need to be pushed. Put samples of them in your window, name them, tell what they are for, if necessary, and price them.

### TOBACCO DISPLAYS.

FOR those grocers who carry tobaccos in stock a catchy window dressed with cigars and tobacco will draw custom. Have the floor covered with red or blue cloth, and let there be two or three shelves arranged the length of the window. Along the front of the window place a number of pipes of the same or of different style. Next, in the centre, make a low pile of cigarette cases and label them with a card, having written on it some fancy title. It is wise to put in those kinds of cigarettes that come in brightly colored boxes. On each side place a pipe-stand, which may be made of wire and arranged to hold a number of pipes. Then, on both sides of the pipes, place a pile of tobaccos in tins or packages. Have each pile labelled with the price and special name of the article. Such signs as "B——'s dollar mixture will not burn the tongue," ought to be effective.

On the second row can be placed more pipes of different patterns, cigarettes, cheroots, boxes of cigars, having their lids open, showing their contents to the passer-by. The cigars would look best if placed in the centre of the row with the pipes and cigarettes, etc., in piles on each side. On the back row have some piles of tobaccos in plugs and cans, a lot of different styles of pipes, a couple of small pyramids of boxes of cigars and several piles of smoking mixtures, as in the illustration. This window may be arranged in many different ways to suit the space at his disposal and the amount of stock carried by the storekeeper.

A good way to advertise cigars is to build a castle of empty cigar boxes, as shown in the illustration. The boxes may be fastened together by glue or nails. The towers should be built first and openings left for the battlements and windows, as shown in the cut. These towers may be connected by a wall in which is a gateway and three or four loopholes or windows. A card may be put in the window containing the motto, "Old M——d cigar, the best cigar on the market. Can be had here for 5c.; worth double the money." This makes an effective display. The castle may also be built of cigarette boxes.



A DESIGN OF CIGAR BOXES FOR A WINDOW DISPLAY.

### PROVISION DISPLAYS.

The cold weather of the fall should much increase the demand for all sorts and conditions of meats and provisions, and the grocers who deal in those goods may greatly increase their sales by dressing a window now and then with these commodities. Care should be taken to have everything clean and neat about the window. Anything dirty would detract from the attractiveness of the display and hinder sales of the goods shown.

One of the ways of making a display effective is to show an immense stock of the same article. This method may be adopted in dressing a provision window. As in the illustration, have shelving arranged in the window. In front, pile in two rows a number of rolls of bacon the length of the window against the glass. The bacon will fill up the space between the shelving and the glass. On the first shelf pile a lot of chickens, all placed in the same way, and piled two or three deep. On the next shelf, plates heaped with sausages, pork tenderloins, pigs' feet, a hamper of eggs, bologna sausage, and the like. On the top row piles of head-cheese, corned beef, and such like, may be arranged. The display may be adapted to suit any window.

The sales of cheese from this out ought to be heavy, and it would not be a bad idea to bring cheese into a window display. Instead of shelving, cheese boxes may be placed in the window in tiers and covered with paper. Large cheeses may be placed on top of the boxes. Have about three rows of the cheese, and on top of these may be placed alternately one or two bottles of pickles, with some Dutch or Limberger cheese. In front of the cheese may be arranged some rows of various styles of bottles of pickles. Everything should be placarded with a price ticket and sometimes with the special name of the article to assist those who see it to remember what it is at some future time.

### HONEY DISPLAYS.

A SEASONABLE time for dressing a window with honey is the fall. By building in the centre of the window by means of glass squares a pile of jars of honey of various sizes, and on each side an artistic pile of comb honey in cases, a pretty effect may be

RETURNED
NOV 25 1902




Ask for Ogilvie's Oats. The greatest of all rolled oats. Nothing ever placed on the market to equal them. They stand to-day the best in the world.

RETURNED
NOV -3 1902






# THE TEST OF TIME.

Imitations come; Imitations go;
But in the face of all and every kind of competition the "Standard" for counterfeits holds the market now as it did over 60 years ago.

**J. M. DOUGLAS & CO., MONTREAL, SOLE CANADIAN AGENTS.**

produced. Along the back three or four piles of jars alternate with tiers of cases of the article in the comb, may be placed, and the whole placarded with a sign, such as "Our honey is sweet enough to draw trade."

#### AN ATTRACTIVE PROVISION WINDOW.

A provision store on King street east, Toronto, recently had a most attractive window display. As will be seen by the accompanying sketch, the bottom rows are rolls of bacon and small sausages. Pickle bottles are placed around the cheese boxes on which the tubs of lard are resting on their sides with their open tops facing the front. Various-sized pails of the same commodity are arranged as in the illustration.




AN ATTRACTIVE PROVISION WINDOW.

The top row consists of tubs of butter with their open tops pointing outward. The back is made of boxes of creamery solids, piled as in the engraving, presenting the appearance of a solid wall. At each side were piles of canned goods. Some palms and ferns in the window contrasted pleasantly with the lard, butter, etc.

#### CONFECTIONERY WINDOW.

The approach of Christmas is hailed by a great consumption of candies. It is then the energetic merchant endeavors to push them strongly. A window may be dressed with them by overturning a lot of pails of different styles of candies and leaving the candies just as they came out of the pail, piles placed in rows. Above these rows boards may be arranged from the two front corners of the window and meeting in the centre of the back as in the illustration. On the boards a number of different plates of candies can be placed. Tissue paper may be utilized to cover up the boards and to place under the plates.

#### CROCKERY AND CHINA DISPLAYS.

Dishes form part of the stock of a good many grocers and general merchants and an effective window may be produced by setting in it a small table with an attractive dinner or tea set upon it. The table need not take up the whole of the window and ought not to be over a foot above the floor. Around the table pitchers, vases, lamps, with brightly painted sides. Globes may be shown to advantage, by being arranged in orderly rows. A window of this sort may be modified in a variety of ways and is sure to be much admired. A clean white table cloth should be placed on the table and never allowed to become dirty.

#### SEASONABLE WINDOWS.

Seasonable windows are essential to active retailing, and if yours have the summer accumulations of cobwebs, dead flies and other interesting bits, it would be well to get rid of them at any rate, remarks N. E. Grocer. You may not feel disposed to undertake any important decorative work, but you can, at least, be neat with no great expenditure of effort or money. Perhaps it would be well to emphasize the assertion that a season of housecleaning, greater or less, according to necessity, should precede window trimming, and in making the declaration one would not be far astray. Frequently the mere act of cleaning up would be sufficient to cause a general improvement in the appearance of the window. Perhaps some retailers would find that sufficient at first, and the remainder would come as a development of the idea of cleaning up.

#### AN OBJECTIONABLE WINDOW.

A well-known tailor and men's furnisher characterized the coal situation by putting in his window a "dummy" police officer whose back was turned on a hod of real coal. In the "dummy's" hand was a card bearing this incription:

"Help yourself. I am not looking."

Near the hod was a picture depicting boys stealing the coal.

A number of the coal dealers protested to the police, and an attempt was made to remove the objectionable exhibit. The tailor refuses to allow it to be removed and he was sustained by the chief of police. The objectors claimed that it incites boys to steal.

#### LEARN TO WRITE SHOW CARDS.

The demand for the card-writer's work and skill has greatly and rapidly increased within the past few years, on account of the

# The Blue Grass District of Nova Scotia

furnishes the produce from which "Reindeer" Brand Condensed Milk and Evaporated Cream are made. Milk from this District is particularly rich in Cream. The farmers are thrifty and have the very highest grade of stock. Good cows and good pasture cannot help but furnish a high grade of Milk. Consequently it makes it easy for the Reindeer Company to put up the very highest quality of goods. This brand was the first to be introduced and is still the leader. Dozens of others have made their appearance since and have been forgotten. Quality is the one important feature which has held the trade against all-comers.

You don't have to stand talking half an hour to sell a can of "Reindeer" Brand, and it don't pay you to waste time trying to persuade your customers that something else is just as good, which you surely will have to do if you keep on putting in other unknown Brands.

## "Reindeer" Condensed Milk, Evaporated Cream, 4 Grades Condensed Coffees.




**The Truro Condensed Milk & Canning Company,**

**TRURO, N.S.**

**W. G. A. Lambe & Co., Toronto,**
AGENTS.

general competition in advertising and display in all up-to-date stores. Clerks and window-trimmers can readily increase their earning capacity in this class of work. Artistic show cards and price tickets call attention and sell goods that otherwise, very often, would lay on the shelf. Neat and attractive show cards are assistant clerks. An artistic show card in the window speaks louder than words. Clerks and window-trimmers who are good card-writers are always in demand. They have no "dull seasons." W. Edwards, Carleton Place, Ont., advertises in this issue a book of instruction at $1, postpaid, teaching this art. It has constantly grown in patronage and public favor, and is now universally recognized as the most popular and reliable book ever placed before the public. See advertisement.

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The average man or woman is the best judge of what he or she wants to purchase, and naturally they want articles that are extensively advertised. Good business judgment suggests that the proper thing to do is to meet the demand by supplying the articles that are wanted.—Progressive Advertiser.

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Never use programmes—unless you have plenty of spare coin of the realm and do not care whether they pay or not.—The Advisor.

## A PEACEABLE INVASION.

The people of Canada await all business invasions of our friends across the border with feelings of pleasant expectation. To maintain the commercial relations between the two countries on a friendly basis is the work of the practical and enterprising man of business on each side of the line, no matter what imaginary difficulties are announced by political agitators and theorists.

One of the latest of these "invaders," whose business it is to introduce their own lines of teas and coffees to the people and grocers of Canada, is the firm of Thomas Wood & Co. of Boston, whose Montreal headquarters are established amid pleasant surroundings at No. 428 St. Paul street. They come to us laden with the laurels of business success in a market where victory is the reward of those alone who steadily meet most powerful competition both in character and price of these imported goods. Some of these are trade-mark goods, bearing a distinctive name, always of uniform quality, and thus appealing not only to the taste but the confidence of the consumer.

Among their higher grades of coffees may be mentioned the "Gilt Edge" and the "Acme," and in teas the "May Queen," the "Primrose," and the "Queen Bee." They have also built up an enormous trade in a brand of coffee known as the "Duchess," one of the most popular of all their brands.

The house of Thomas Wood & Co. has existed in the United States for over 25 years. Their presence in Canada will be welcomed by our grocers and by the purchasing public, and we bespeak for them the same success that has attended their business career in the States.

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## A CHEAP WAY.

A Missouri grocer took three new silver coins—a dime, a quarter and half-dollar—and stamped his initials on each one. He then put these in circulation through separate channels. After a week he took liberal space in his daily paper and advertised to give ten dollars in gold for the return of each one of the coins. The consequence was that he had everybody for miles around examining their money. He claimed that every time a man, woman or child in his territory came into possession of coins of this denomination they at once looked for the initials, and while doing so unconsciously thought of his store. The rather strange part of it is that, although this offer has been made for nearly a year, not one of the coins has been returned.—St. Louis Grocer.




A PRETTY DESIGN THAT EXPLAINS ITSELF.

Make it easier in planning your SHELF or WINDOW Display by keeping our . . .

# EMPIRE Brands of

## Tea, Coffee, Baking Powder, Extracts, Syrup, Salmon, Mustard, Pickling Spice, Etc.

The oftener people see these brands the better they know you, and the more likely to do business with you.

In addition to above we control sale of following Package Teas: "Hillwattee," "British Choice," "Empire" and "Red Tape." Also "Diamond Crystal" Salt, in bulk, bags and shakers, Dold's Soups, "Shinon," "Bargain" and "Cakewalk" Molasses, Etc.

**Try our "Imperial Golden" Vinegar.**

Have full lines of holiday goods—Figs, Prunes, Peels, Pastry Spice, Herbs, Roquefort Cheese, Preserved Ginger, Dates, etc.

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# LUCAS, STEELE & BRISTOL

Hamilton, Ontario.

*Correspondence Solicited.*

# THE SUCCESSFUL CLERK.

By R. H. Hudson, Toronto.

THE successful clerk is a somewhat rare young man. To be full of successes in one's chosen work is a grand ideal; but to get there is the rub. For, what do we find from observation? Not the successful clerk, but the dominant class we are forced to brand as failures, pure and simple, and this condition of affairs is brought on themselves altogether, or nearly so, by their own carelessness and lack of enterprise. There are some features which go to form the characteristics of a successful clerk, which we ought never to lose sight of in thinking about the life behind the counter, with its results so advantageous or otherwise to both clerk and employer.

The successful clerk must be a gentleman—a man, in the best and truest sense, a man, not a puppet who has to be barked at constantly to make him attend to his business. Nor will he be a boyish man, who seems to forget everything but his boyish frolics and tricks and his desire for fun. Nor can he be satisfied with being a dude, whose principal business qualification is to keep his hair beautifully parted in the middle, his moustache waxed, his apron spotless, his tie and collar of the very latest styles (though these may be all very well in their place). He must be a gentleman; gentle in his dealings with the children, gentle and modest in his whole behavior.

Good manners cost nothing, perhaps, but those who practice them are spotted by the best customers, and they wait for him, while the other fellows sulk and wonder why they cannot take the order as well as our good-mannered friend.

The successful clerk will also be on the very best terms of friendship with his employer or manager, constantly seeking to further the interests of the business by bringing to the notice of his employer well-planned schemes in store arrangement and decoration, advertising, delivery, or whatever affects the business in general. A successful clerk will also keep his stock well assorted and his want-book up-to-date, letting no stock accumulate under the counters or in out-of-the-way places, but rather pushed forward, remembering that the first loss is the least loss. A successful clerk will likewise be well informed on the manufacture or growth, care and uses of the goods he handles from day to day. And he need not grow weary, and will not, if only he gives himself to this pleasant task, for it is marvellous what these bins, barrels, boxes and shelves contain and how the four corners of the earth come to his help in satisfying the daily wants of his customers. Not only will it be a vast satisfaction for him to know as much as he possibly can about his stock, but this knowledge will give a splendid impression to his customers. For instance, a lady comes into the store, and in ordering her groceries she comes down to the item "cloves." She says to the clerk, "What are cloves, anyway, Mr. Clerk?"

"Oh, I don't really know," he says, "except that they are used at pickling time, and also for hiding the odor of the last beer before a fellow goes to see his best girl."

He frankly tells all he knows about the matter; but he loses an opportunity of imparting information which would give his lady customer a good impression of him. How much better if he had answered something like this: "Cloves are a most important spice, sometimes called spice nails, from their resemblance to a nail, you know. They are grown mostly in the East and West Indies, the choicest coming from Penang, one of the East-Indian islands. Those are large in body, with golden heads, and are very oily. They are harvested between September and March. The average annual yield is about 10,000,000 lb. The average tree yields about 5 lb."

The effect is good, for the customer necessarily goes away with the impression that Mr. Clerk is well posted, and she likes him. It is a drawing card for any store to have a clerk alive and up-to-date.

I read an article lately to the effect that clerks learning their business in the Old Country are superior to those learning in Canada, and the reason for this was given that every clerk had to serve from three to five years' apprenticeship. This may be applicable in some lines of business, but it is unnecessary, to say the least, for any young man to give away five of the most productive years of hie life for little or no wages. But what is needed rather is earnest application and adaptability on the part of every clerk, taking advantage of night schools, lectures, libraries and trade magazines, which are so easily obtained, and being wide awake and doing the work on hand just a little better than most other fellows would or could. Then, persevere.

## HOW SCHWAB ROSE TO FAME AND FORTUNE.

CHARLES M. SCHWAB, who, at the age of 39, was chosen President of the United States Steel Corporation, the greatest commercial organization in the world, and who receives $250,000 a year, probably the largest salary in the world, was born in Williamsburg, Pa., February 18, 1862, and consequently is now nearly 41 years old.

When he was 10 years old his father, who had been in the woollen manufacturing business in Williamsburg, moved to Loretto, Pa., and established a livery business. Young Charles did considerable stage driving for his father, attended for three months each winter the Loretto country school, where he early displayed a great love for mathematics, and after two years went to St. Francis' College, where for four years he stood at the head of his class.

Just seven years after he entered the Carnegie concern he was sent as chief engineer to rebuild the great Homestead steel plant.

In 1887 he became superintendent of the Homestead works, and five years later, in consequence of the tragic death of his friend, W. R. Jones, he was made general superintendent of the Thomson works. He subsequently built the great steel rail mill and practically rebuilt the entire plant, receiving at this time a salary of $35,000 a year.

Several years before his advancement became a matter of course, Mr. Jones once answered the query as to who would succeed him as the head of the Edgar Thomson works by saying, "The young engineer Schwab is the only man thoroughly fitted for the place."

After his fatal accident there were 21 applications for Mr. Jones' position. Mr. Schwab did not apply, and was surprised to receive a letter from the officers of the Carnegie works appointing him superintendent, a great honor for a man so young.

During the Homestead strike, after the strikers had been out two months and there was no prospect of an early settlement, Mr. Schwab went to the Homestead works and, on account of the great fondness of the men for him, in three weeks, through his individual efforts, the strike was declared off. At that time he directed both the Edgar Thomson works and the Homestead works from Homestead.

When Mr. Carnegie sold out his interest in the Carnegie company to the United States Steel Corporation he stipulated that Mr. Schwab must be made president. He is now a multimillionaire and is very generous in his charitable work.

A leading Provision Merchant writes: "I am quite satisfied with Butter Moulder. It does all you claim for it." A specimen of numerous unsolicited testimonials as to the merits of a machine that automatically cuts up and weighs out Tub Butter in ¼, ½, 1, or 2-lb. lumps, round or brick shape, instead of serving unsightly lumps cut out with a knife. Grocers and Provision Merchants wake up! Get this up-to-date appliance. Sent on trial. R. A. Lister & Co., Limited, Dursley, England, and 579-581 St. Paul street, Montreal.—Advt.

"KKOVAH"

REG'D

Gold Medal

Jellies

*Flavored with Ripe Fruit Juices only.*

# THERE IS NO SECRET

why **"KKOVAH" JELLIES** have at one bound leapt into public favour in Canada.

Send for samples, compare with any other, and we shall also have your business.

Smart advertising matter sent with all orders.

**Sole Agents for Canada,**

## Greig Manufacturing Co.

MONTREAL.

# XMAS TRADE.

RETURNED

RETURNED



**"Rose-Garland."**
A dainty open-stock Dinner, china pattern. Ask for price list.

RETURNED



One of our special values in Plate Sets, to retail for 25 cents.

RETURNED



A popular number from our large range of Salad Bowls.

## Fancy China Ware.

| | | | | |
|---|---|---|---|---|
| Cups and Saucers, | Plate Sets, | Bread and Butter Plates, | Children's Mugs, | Shaving Mugs, |
| Berry Sets, | Salad Bowls, | Tea, Sugar and Creams, | Cake Plates, | China Novelties. |

**WRITE FOR CATALOGUE** containing complete line of Fancy Goods, Toys, Dolls, Novelties, Fancy China, etc.

**146-8 Front St. W.** **NERLICH & CO.** **TORONTO.**


Returned 3 Cuts Oct 28.

# CEREAL BREAKFAST FOODS.

ADVENT OF THE PACKAGE PRODUCT.

ONE can hardly pick up a publication of any sort to-day, whether daily paper, weekly or monthly magazine, without coming across at least one advertisement of some cereal breakfast food. The great success of one brand of rolled oats, brought about largely by a series of strong, clever advertisements, induced other millers to enter the field, and now there seems to be no limit to the number of names and styles of labels being brought out under the name of breakfast cereals. The peculiar part of it is (and it is a proof of the great value of advertising), that each new arrival is greeted by many consumers; there appears to be room for all and more to come, while competent authorities state that there isn't a particle of difference between one brand and another. The label, backed by the advertisement, does the business.

The result has been that grocers find themselves burdened by having to keep a great variety of these goods, if they are to be able to supply all the demands made upon them. In former years the grocer's stock of breakfast goods consisted merely of oatmeal and cracked wheat, good wholesome articles, which formed the staple porridge at a low price and made a palatable, healthy diet.

Then came dry rolled oats, and in their train steam rolled oats, rolled wheat and innumerable other fancy goods. Rolled oats were introduced in October, 1882, by a well-known Canadian gentleman, F. C. Ireland, the founder of the Ireland National Food Company. These were dry rolled, and not mixed with water as is generally the case with all the rolled oats on the market to-day. It was a coincidence that in November of the same year, a Mr. Schumaker introduced rolled oats in the United States.

Each of these gentlemen believed that he was the first to discover this method of preparing oats. Calling upon Mr. Schumaker one day, Mr. Ireland intimated that he had first made rolled oats. Mr. Schumaker denied this, but an examination of their patents showed that Mr. Ireland was the first by nearly one month.

"But," said Mr. Schumaker, "I made rolled oats long before I had them patented."

"So did I," said Mr. Ireland.

And the question is still undecided, though the score goes to the Canadian.

As many of the trade will doubtless remember, there was a great difficulty in inducing grocers to handle the new preparation, and the millers had almost to beg the trade to at least give it a trial. The cereals then used consisted of fine and granulated oatmeal, with some whole oats which were imported from the Old Country. From a hygienic standpoint these last were about as good as could be produced, retaining as they did all the best of the grain. But they took much longer to cook, and consequently were not as desirable as the meal. At any rate there was not a great quantity of them used in this country. But after having once secured a foothold on the market, it was not long before the use of rolled oats became general. There are now, it is alleged, none of the dry rolled oats on the market. Steam rolled, which are cheaper, have taken their place; although there would doubtless be a good demand for the others if they were again placed on the market.

It is questionable if these rolled cereals, which sold at a higher price and needed much less time to cook, were any improvement as regards health on the old-fashioned meal, which had been in use for generations, and to which both merchants and public had become used.

From a hygienic point of view the rolled cereals used at present could not be as wholesome, because in their preparation a large percentage of water was added in the form of steam to soften the kernels of the grain in order to roll them into flakes. This moisture has a detrimental effect on the keeping qualities of the food, which is thus rendered more subject to become musty than the perfectly dry meal. The addition of water, however, gave from 10 to 20 per cent. additional weight to the food, and that much extra profit to the miller, while the consumers found they could not add as much water to the porridge as formerly.

In the matter of rolled oats, great care had to be exercised by the manufacturers in cleaning off every particle of hull, which is left on the groat; as it was offence to the palate when it appeared in the porridge. In oatmeal, small particles of hull left in could not be noticed, being ground up fine, and gave no offence. On the contrary, they were considered very wholesome.

But there was one feature about the rolled oats, besides the extra moisture and the appearance now and then of pieces of hulls, which rendered this preparation less valuable as a health-giving food than oatmeal. That was, that in removing every bit of the hull, the goods had to be more closely milled, scoured and brushed. In doing this the very best part of the oat food was lost. It was removed into the offals and sold at a low price for cattle food. From this lost part comes the strength which the consumer derives from eating the oat food. It contained the thin inner lining, rich in the very best substance which fattens the horses, and without which oats would not serve them as a food at all. It is that part of the oat which contains the fluoric acid, so necessary to the human system, for tissue, nerve and stamina.

The old-fashioned oatmeal is therefore much healthier, more convenient to handle, less bulky and less expensive. Rolled oats, from this theory, and it is not only a theory but a physiological fact, are no improvement on the oatmeal; although when there was nothing to choose from but the old fine and granulated oatmeals, there was considerably less business done in cereal foods than is the case at the present day.

Wheat, the food experts tell us, is the most perfect food for mankind. This is pleasant to hear, for we are asked to try a great many different brands, put up in every conceivable form and style. The constituent parts of the wheat require to be all left in the food in order to get the very best results to the human system. The outer fibre, which is a wood substance and indigestible, should be removed entirely. Then, when rolled, granulated, cracked, or made into fine meal or flour, it is equally useful and valuable as a perfect food. In most of the wheat breakfast foods now offered for sale there is the addition of sugar, malt, ferrum, phosphates or fancy flavoring to please the palate, which, of course, though likely increasing the sales, neither adds to the real value of the food or detracts from it. There is a great difference in the cooking of these foods. The plain, inexpensive foods, thoroughly and properly cooked, are as good as any of the fancy and higher-priced articles.

But what is the grocer to do? The numerous goods, put up in all kinds of




TRY

# WALTER THOMSON & SON FOR

# Maple Leaf Rolled Oats

and all grades of Oatmeal.

Correspondence Solicited.

MILLS AT

Mitchell, London and Seaforth

ALSO . . .

Flake Wheat
Split Peas
Pot Barley
AND
Cornmeal

NONE BETTER

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# TILLSON'S

**28**

10 Kinds of Flour

8 Kinds of Cereal Breakfast Foods

10 Kinds of Feed

And all the best of their kind

The "all-around" equipped Cereal Milling Plant of Canada.

THE TILLSON CO., Limited,
Tillsonburg, Ont.

fancy boxes and packages, are so systematically advertised that the public inquire for them regularly; and the merchant who does not stock them finds his customers going to where they can get them. He must place them in his stock, and keep abreast of the demand.

One thing is certain. That is that people do not make investigations to find out which is really the best food for them to build up bone, muscle, nerve and tissue, but accept any food that is well advertised, especially if it is doctored up with extracts and flavoring so as to be pleasing to the taste. With the new breakfast foods, which appear from time to time, the sale depends to a large extent upon the advertising they receive—the more thorough the advertising the better the demand.

But there is another thing, equally certain, which is that any article of merit will soon find its level. The genuine, health-giving food will settle down to its proper value and be here to stay. A fake article will also soon find its level, and no amount of advertising will make it stay longer than such advertising lasts. When such a time comes the grocer may find his sales of these articles diminish and something else taken in their place. But he will be consoled by being able to keep in stock only a few brands, instead of the present large number; and then to quote Lord Byron, or somebody else:

No more new foods will worry him,
He'll smile as broad as "Sunny Jim."

## CHOICE FLOUR.

The Frontenac Cereal Company have one of the most modern and best equipped plants in Canada, turning out a choice article—the flour being made from Manitoba hard wheat. Their brands are recognized as giving excellent satisfaction. In order to meet the requirements of the increasing trade, they are making arrangements to greatly increase the capacity of their flour mill, and are also planning to put up a large plant for the manufacture of rolled oats, split peas and breakfast foods.



THE NEW 2,100-LB. DELIVERY WAGON OF THE CHRISTIE, BROWN CO., LIMITED, STARTING FOR THE MARKHAM FAIR.

## AN ELABORATE DELIVERY WAGON.

The accompanying illustration shows the new delivery wagon of The Christie, Brown Co., Limited, Toronto, just as it was about to start from the firm's factory on the morning of October 2 for the Markham Fair. The reins are held by T. Holman, one of the firm's city travellers, and by his side on the box is John Edmonds, of the office staff. It was some years since Mr. Holman drove a four-in-hand in the picturesque lanes of Devonshire, but the 20-mile journey to Markham had scarcely begun before he was thoroughly at home.

The wagon, which was receiving its initiation into the firm's service, is, as may be seen from the illustration, an elaborate affair. It weighs 2,100 lb., is fitted with rubber tires and roller bearings, and is in every way up to date.

At Markham, escorted by a number of the firm's customers, the wagon was driven around the Fair grounds, samples of biscuits in neat paper boxes being distributed to the visitors. This was repeated on the following day, much to the satisfaction of the firm's customers, as well as to the delight of the recipients of the biscuits, and no doubt this progressive firm's unique system of advertising will bear good fruit in the future.

The best grocers keep the best Imported Biscuits

Try an assorted case of

# CARR'S




They will bring you additional trade, and mark you as

*One of the live grocers of Canada.*

FRANK MAGOR & CO.,

Agents for the Dominion. 16 St. John St., MONTREAL

C. E. JARVIS & CO., Vancouver, Agents for B.C.




SHIRK & SNIDER.

BRIDGEPORT
ONT.

## SHIRK & SNIDER

SPECIAL BRANDS

**Buda** **Neva**
**Daily Bread** **Patent**

Millers and Manufacturers of
Improved ROLLER Process Flour.

Capacity 300 Barrels a Day.

BRIDGEPORT and BADEN, ONT.

## The J. D. MOORE CO. Limited

*St. Marys, Ont., Canada.*

WAPITI BRAND — *"Wapiti" Brand*

*EXPORTERS OF*

# Eggs

*AND*

# Apples

MOORE — *"Moore" Brand*

*Correspondence Solicited.*

All first-class grocers sell

# Wheatine

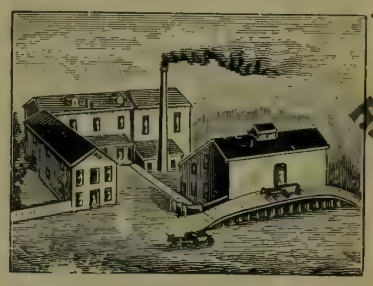
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The most natural, nutritious, healthful and delicious of all cereal foods.
Highly recommended by the medical profession.
Enormous sales in Canada.
Beware of imitations falsely represented as "just the same."

MILNE BROS., Markham

Sole Manufacturers

## North Star Mills



Ingersoll, Ont.

Peter Stuart & Co.

MANUFACTURERS OF

Oatmeals, Pot and
Rolled Oats, Pearl Barley,
Rolled Wheat, Feed, Etc.

WRITE FOR QUOTATIONS.

# Samuel Glenn & Son

GRAIN AND SEED MERCHANTS.

## BEANS

A SPECIALTY.

CHATHAM, ONT.

# BEET-SUGAR MAKING IN CANADA.

## PRESENT CONDITION OF THE INDUSTRY.

SUGAR was first procured from beets by a German chemist away back in the middle of the eighteenth century. Maggraf was his name and he wrote out the results of his experiments and read them before the Berlin Academy of Sciences. Unfortunately, while he was both enthusiastic and clever, he was poor and absolutely without influence, so that his words fell on unheeding ears.

But a time came when the predictions of Herr Maggraf were recalled and European scientists set to work to perfect a system for procuring sugar from beets. This was when the Emperor Napoleon was devastating the continent and when the sugar-supply from the Indies was cut off. Then necessity became the mother of invention and sugar was successfully derived from beets.

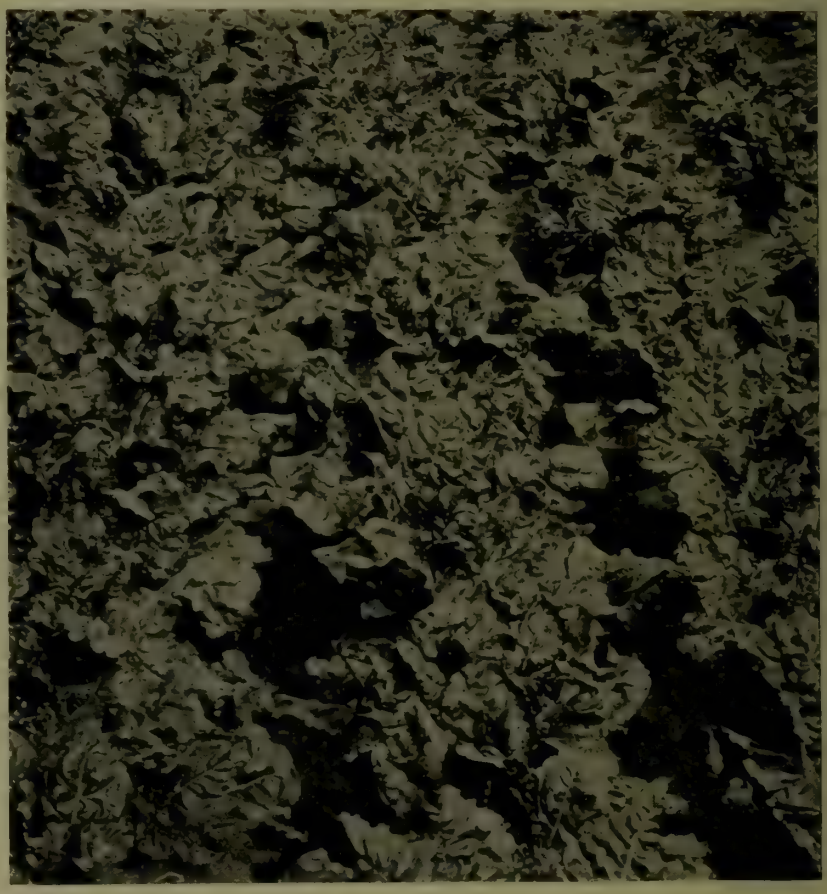
When peace returned to troubled Europe, however, the crude and expensive methods which had been adopted were found to be inadequate to produce a cheap enough product to compete against the cane-sugar, which was once more being brought across the Atlantic. This time scientists did not give up the struggle, and by slow degrees they succeeded in building up a home-industry, which eventually ousted the imported article from the field. Only in England was the industry viewed with contempt, mainly because of the English capital that had been invested in the cane-sugar fields of the Indies.

But in face of the European competition the West-Indian planters have not given way nor have there been lacking scientists to support the cause of cane-sugar. The struggle between cane and beet sugar is still continuing and it remains to be seen which shall conquer.

Experiments on this side of the Atlantic began about 1830 in the United States. Factory after factory was put up, but all proved failures for many years. Still, patience has had its reward and in recent years an industry of great importance has sprung up in the United States. The people and the Government have realized the importance of keeping the hundred millions of cash which they annually pay for imported sugar for circulation in their own country. The people are supporting the home-industry and the Government is keeping up experimental stations and is making close investigations. Factories are now in existence from Maine to California.

Some 25 years ago an attempt was made in Quebec to follow the example of the European nations and manufacture sugar at home. A series of unsuccessful experiments covering a great many years culminated in the removal of a factory from Farnham, Quebec, to Rome, N.Y., about five or six years ago. Its want of success was largely due to lack of capital, poor management and the apathy of the farmers. This was in face of the Government bounties granted in 1892 and subsequent years. The bounty paid was $1 per 100 lb. and the first payment aggregated $23,767. In 1893, $20,568 was paid. In 1894, $7,766, and in 1895, $29,449. In 1895 the bounty was reduced to 75c. per 100 lb., but no payment was made, the industry being dead.

Though the beet-sugar industry has been before the people of Ontario for several years, during which time sugar-beets in small patches have been grown in many counties with medium success, it was only in 1900 that the Provincial Government took up the subject in earnest and directed that special experiments be made. Professor Shuttleworth, of the Ontario Agricultural College, accordingly conducted experiments in three neighborhoods, Newmarket, Aylmer and Welland. The results showed beyond the shadow of a doubt that both soil and climate of many parts of Ontario were admirably adapted to the growth of sugar-beets of high quality and tonnage.



A HEALTHY BEET PATCH.

In 1901 the experiments were resumed in 15 localities and proved even more successful than those of the preceding year. So much so, that Professor Shuttleworth wrote in his report to the Minister of Agriculture, "The experiments of these two years in the cultivation of sugar-beets conclusively demonstrate the adaptability of this crop to our soil and climate, and

# Standard Granulated Sugar.

A truly Canadian Product.
Made in a Canadian Factory.
Made from Canadian Sugar Beets.
Grown by Canadian Farmers.
Produced by Canadian Labor.

RETURNED
NOV 8 1902



New 700-ton Beet Sugar Factory of the

## WALLACEBURG SUGAR CO., LIMITED

at WALLACEBURG, ONT.

Substantially built and equipped with the most modern and improved machinery in the world at a cost of over $600,000.

indicate the probability of the cultivation of the beet for sugar production becoming within the next ten years rather extensive in Ontario."

During the past year four factories have been erected in Ontario. These belong to the Wiarton Beet-Sugar Manufacturing Company of Wiarton, the Wallaceburg Sugar Company of Wallaceburg, the Dresden Sugar Company of Dresden, and the Ontario Sugar Company of Berlin, with capacities respectively of 350, 700, 600 and 600 tons. At the same time in 1901 no less than 4,800 acres of beets were cultivated in Western Ontario to supply the Michigan factories. Now that the Ontario factories are in operation, this growth will doubtless be utilized at home.

Up in Raymond, Alberta, a factory is to be erected next year, which its promoters hope will be a huge success. They believe the conditions in Southern Alberta to be highly suitable for the growth of the sugar-beet. The company organized for the carrying on of the work is capitalized at about half a million, the building and sheds will occupy ground to the extent of from three to five acres and the daily capacity of the mill will be some 400 tons of beets. There will be in the plant about 20 large boilers running night and day which will mean a consumption of 60 tons of coal. In addition to this a lime-burning apparatus will be installed that will convert 20 tons of lime rock a day. When the concern is running to its expected capacity the annual output of sugar will be in the neighborhood of 10,000,000 lb. annually.

When it is remembered that Canada at present imports all her sugar, amounting to no less than 300,000,000 lb. annually, the benefit to the farmers of the country, when once cheaper sugar can be manufactured at home, will be considerable. It is estimated that to supply this amount of sugar 113,600 acres of land will have to be cultivated, which will mean a value to the farmers of over $5,000,000. Careful cultivation will be necessary, of course, and the best farmer will make most out of the new industry.

Already schemes for the utilization of the by-products of the sugar factories are on foot. One of the most important, over in Germany, is the use of the molasses-like substance that accumulates in the manufacture of the sugar for the making of whiskey. In Ontario Messrs. Gooderham and Walker are interesting themselves in the distilling of this by-product and a company known as the "General Distilling Company, Limited," has been formed with a capital of $600,000. They will use the distilled spirits for mechanical and art purposes only.

Taken all in all, Canada, and especially Ontario, seems to be well adapted for the successful promotion of the beet-sugar and its allied industries. Machinery can be brought in free. Transportation facilities are good. Farming processes are up-to-date and there will soon be a population requiring a greater supply of sugar.

## WALLACEBURG BEET-SUGAR FACTORY.

TO give an intelligent description of the immense beet-sugar factory of the Wallaceburg Company is beyond the ability of any but an expert in that line of business. This magnificent structure impressed the writer with being not only one of the largest, but one of the most substantially-constructed plants in Canada.

On inquiring as to the dimensions, I was informed that from one end of the building to the other was a distance of over 1,000 ft., and the site includes 54 acres of land, being located on the banks of the Sydenham River, in the western portion of the town of Wallaceburg. The contractors for this factory, The Kilby Manufacturing Co., of Cleveland, who have built a number of the most successful beet-sugar refineries in the United States, broke ground in October, 1901, and have had a force of from 50 to 350 men up to the present time engaged steadily on the work of completing the refinery. All the foundation work throughout is built of concrete, huge concrete piers supporting the heavy iron columns that bear the weight of the structure and machinery. An idea of how much material has been used can be gained from the fact that over 3,000 carloads of machinery, building material, etc., have been utilized in the erection of this plant.

In going into the main building, which is four storeys high, 270 feet long and 65 feet wide, the writer was impressed with the substantial character of the structure and machinery throughout—all floors and roof being composed of concrete, the framework being made of the heaviest steel and iron used for structural purposes. On reaching the third floor we found 10 immense iron crystallizers weighing 48,000 lb. apiece, and on the same floor there were placed four evaporators which weighed equally as much as the crystallizers. The contractors have saved neither time nor expense from one end of the plant to the other, making many improvements over factories which they had built but a year ago.

A complete electric light system, which furnishes 300 incandescent lamps and 125 arc lamps, was installed, having separate dynamos for day and night service.

In a plant of this size there is a very large quantity of water used each day and they have installed two pumps, each having a capacity of 4,000,000 gallons per day.

Going further, we entered the sugar warehouse, which is a two-storey brick building constructed in the same manner as the main building. This warehouse is 200 ft. long, two storeys high and 65 ft. wide, with a capacity for holding 20,000 barrels of sugar, with all modern appliances for handling barrels. The boiler-house shows you that they contemplate using a great deal of steam, as they have eight large Scotch marine boilers with a total capacity of 2,000 horse-power, using over 100 tons of coal daily. Only a part of the steam generated here is used for power as a considerable amount is used in boiling and refining processes throughout the plant.

A complete and well-equipped machine shop is no unimportant part of this institution, it being very essential that in case of a breakdown as little time as possible may be required to make the necessary repairs and get started again.

In the manufacture of beet-sugar it is necessary to use large quantities of lime in the purifying processes, and, therefore, a large limehouse has been erected with a steel lime kiln 50 ft. high in which to burn the lime rock for this purpose. About two carloads of limestone a day are consumed and this is burned with coke. In an ordinary season's campaign about 500 tons of coke would be consumed, about 10,000 tons of lump bituminous coal and 4,000 tons of limestone.

Then there are the mammoth beet sheds, in which are stored the beets after they have been hauled in by the farmers and the railroads. These sheds are constructed of concrete and iron, in the same substantial manner as the other parts of the factory. There are 10 sheds, each 400 feet long, all under one roof, and are capable of holding from 12,000 to 15,000 tons of beets. Over 100 teams can be unloaded at one time.

A unique part of this plant is their equipment for bringing in sugar-beets by water, the company having supplied themselves with a fleet of 25 scows and a tug, for handling beets they will have grow along the banks of the many streams leading to this point. The beets are conveyed from these scows by elevators driven by elec-

PATRONIZE A HOME INDUSTRY AND

Order of Your Jobber

# Dresden Standard Granulated Sugar

As it is grown and refined in your own country, we guarantee it to be of the highest quality and purity, and not excelled by any sugar manufactured in

# Canada.

MANUFACTURED BY

The DRESDEN SUGAR CO.
Limited

DRESDEN, ONT.

tricity, and hoisted up into a large shed built on the dock. All beets are carried from the sheds to the factory by water running through concrete and iron flumes, where they are sliced, and start on their way to be manufactured.

This factory will have a capacity for slicing 700 tons of sugar-beets daily, and will turn out from 125,000 to 150,000 lb. of sugar per day, all of the finest quality of standard granulated.

There will be employed many skilled chemists and mechanics, and the total number of employes on the pay roll will amount to at least 250.

In order to have a full season's run, that is a run of about four months, it would require the beets raised on from 7,000 to to 10,000 acres of land, and from what the writer could learn of the surrounding country, it is believed to be one of the best for producing not only a large tonnage per acre in beets, but will also produce those containing a high percentage of sugar.

This industry without doubt benefits the farming community to a greater extent than it does any other class of people. If we consider that the farmer should raise on an average 10 tons of beets per acre, and would be able to secure $4.50 per ton for his sugar-beets at the factory, this would mean to him $45 per acre for his crop, which he can produce in any fair season, at a cost of about $25 per acre, leaving him a net profit of from $15 to $20 per acre. Where the farmer raises from four to five acres of sugar-beets, he can readily take care of these with the ordinary farm help, and not pay out anything additional for the cultivation of his sugar-beets. In an average season the Sugar Company would pay to the farmers of that vicinity at least $300,000, which, you can readily understand, is a large amount of cash to be distributed in one section, for one kind of crop.

The writer was informed that this plant at Wallaceburg cost over $600,000, and the investors very naturally must feel that it is a business that can be carried on profitably, otherwise they would not have put such an immense sum into this institution. It does seem that this industry should receive the encouragement, not only of the consumers of sugar, but also of the Government, as it means the building of a vast industry in Canada, and keeping within this country immense sums of money that have been sent to foreign countries every year, for a product which can be manufactured at home.

## DRESDEN BEET-SUGAR FACTORY.

JUST about one year ago Capt. James Davidson promised the citizens of Dresden, Ont., that he would build the most modern up-to-date sugar factory ever constructed. This promise, it is claimed by The Dresden Sugar Co., Limited, has been fullfilled in every particular. It now remains for the farmer, the grocer, and the Dominion Government to make the sugar industry one of the best enterprises of Canada.

MACHINERY OF THE LATEST TYPE.

The machinery of the plants is of the most modern and effective description. All the latest labor-saving machinery has been installed. Even yet the labor required to run this plant will be enormous. At least 250 men will be required to run the factory every day of 24 hours, working in 12-hour shifts. Before a wheel is turned, or a grain of sugar produced, the outlay by The Dresden Sugar Co., Limited, for its 600-ton fireproof factory, its immense amount of machinery and for real estate, will be over $600,000.

The contractors purchased in Canada all the machinery that could be bought, and the town of Dresden for the past eight months has seen over 200 high-priced mechanics working and spending their money with the merchants.

THE FACTORY.

The factory is of brick, cement floors and steel constructed, making it fireproof. The crystallizing mill is five storeys in height, another section is four storeys high, the sugar storehouse is two storeys high, and in another part of the vast grounds is a handsome two-storey brick and stone office building.

The sugar plant is a little city by itself, containing its own limekilns, where it manufactures from crude lime rock the material used in the clearification of sugar syrups; its own electric-lighting plant; its own machine and tool and blacksmith shops, where the tools used in the factory are manufactured and the repairs made to the vast amount of machinery used in connection with the manufacture of sugar. Everything about the manufacture of sugar is mechanical. From the time the ripe beets are dumped into huge hopper bins in the beet sheds at one end of the grounds of the sugar factory until the white cyrstal product



AN AYLMER BEET FIELD,

which in 1900 yielded an average of 28 tons an acre. The beets were planted on May 5 and the photograph taken early in July.




You will look as contented as this Cat
if you sell :

Griffin & Skelley's Raisins and Dried Fruits.
"Macurquarhts'" Worcestershire Sauce.
"Stephens'" Glocestershire Pickles.
"Codou's" Macaroni.
Wheat Marrow.
"Thistle" Canned Fish.
Moir, Wilson's Scotch Fish.

**Quality Never Varies.**

**ARTHUR P. TIPPET & CO.,** General Agents, MONTREAL and TORONTO.

is carried out of the storage house in barrels the hand of man never touches it.

THE BEET SHEDS.

These are of the most modern and approved pattern with a capacity of 15,000 to 18,000 tons of beets. The sheds are 500 ft. long by 250 ft. wide. They are fitted up with improved hopper bins built V shaped at the bottom to prevent the packing of the beets and to facilitate their discharge into the flumes below which will carry them to the slicing machines. The floors of the bins are of wooden slabs with interstices for the passage of air through the beets to prevent the overheating and fermenting.

BOILERS AND ENGINES.

A battery of eight Hicks boilers will furnish power for two immense Corliss engines. One hundred tons of coal daily will be required to feed this immense plant.

Capt. James Davidson, the president of the company, is a self-made man. Every dollar he made was by hard work, lots of energy and good business judgment. He has made a success of everything he ever undertook, and the sugar company, it is to be hoped, will be no exception. He has spent considerable time in Dresden inspecting the installation of the steam pumps, boilers and engines, as he is an expert in that line as well. He is in the prime of life and just celebrated building his one-hundredth boat for the great lakes.

S. J. Fitzsimons, the vice-president, was formerly in the wholesale grocery business in Detroit, Mich., and has had years of experience handling sugars. He will make his headquarters in Dresden and will have charge of selling the sugar to the wholesale grocers of Canada.

James E. Davidson, the treasurer, is a son of Capt. James Davidson, and is associated with him in the shipbuilding business in Bay City.

J. H. Walsh, the secretary, is manager for J. & T. Hurly, of Detroit and Windsor, coal merchants.

The man who should get a good deal of credit for getting this enterprise to Dresden is Mayor Asa Ribble. The company has given him charge of the agricultural department. As that deals directly with the farmer the company feel that they will get good treatment at his hands, for he has the confidence of everybody in his vicinity.

The factory is in charge of Rudolph Stock, an eminent German student of chemistry, who has been connected with the manufacture of sugar for some time both in Germany and the United States. Under his supervision The Dresden Sugar Company, Limited, feel they will be able to turn out as fine granulated sugar as any made in Canada.


## Read what Retailers say about THE CANADIAN GROCER.

***P. A. Barr, Gooderham, Ont.***

"I am very much taken up with THE CANADIAN GROCER and look for it every Friday. I feel as if I could not do without it."

***R. Nicolls, Cornwall, Ont.***

"Your paper has been a great help to me. Have been a constant subscriber, I think I have your first issue."

***J. S. Willoughby, Cookstown, Ont.***

"We could not be without your papers, THE CANADIAN GROCER and HARDWARE AND METAL."

***Jas. Hamilton & Sons, Port Credit, Ont.***

"We have taken THE CANADIAN GROCER for years and would not be without it."

***Wm. Hay, Kincardine, Ont.***

"I am pleased to pay for THE CANADIAN GROCER and welcome it every week."

***Fraser, Viger & Co., Montreal, Que.***

Mr. A. D. Fraser, head of the firm of Fraser, Viger & Co., groceries and provisions, Montreal, whose trade is almost exclusively among the wealthier class of citizens wrote: "It may interest and encourage you to know that all the leading dailies and weekly trade and other papers are sent to us. THE CANADIAN GROCER is the only one we pay for, and we pay for it gladly, it is of so much practical value to us. The others are sent free. We would not be without THE GROCER at any reasonable price."

***J. H. E. Jones, Duart, Ont.***

"I would not be without THE CANADIAN GROCER if it cost twice the money."

***Harry E. Vaux, Stratford, Ont.***

"I find THE CANADIAN GROCER very valuable to me in many respects."

***W. D. Thomas, Wingham, Ont.***

"I have taken THE GROCER for over ten years and found it very instructive; in fact, I lay the success of my business at the door of THE GROCER which I read very carefully each week."

***A. L. Pattison & Son, Fenwick, Ont.***

"We could not get along without THE GROCER."

***F. C. Williams, Ridgeville, Ont.***

"I took the paper while a clerk and ever since I have been in business. While I have had access to other commercial papers, I can say I found THE GROCER to rank the highest in my idea, and I believe it has the best requirements of the general merchandise man to-day of any trade paper I have ever seen. I take great pleasure in recommending it to any business man, young or old, in the trade."

***S. L. Squire, Waterford, Ont.***

"We look for the arrival of these papers as we look for an old friend, and think that the only business man to whom they are not worth many times the subscription price is the man who doesn't read them."

***J. Symington & Co., Brandon, Man.***

"I could not say too much in praise of your paper. In fact, I would not be without it for any reasonable amount of subscription."


## TRADING IN FURS TO-DAY.

First of all, when an Indian arrives to trade at a Hudson Bay post, then, furs in the pack must be sorted, silver fox worth $500 separated from cross fox and blue and white worth from $10 down, according to quality, and from common red fox worth less. Twenty years ago it was no unusual thing for the Hudson's Bay Co. to send to England yearly 10,000 cross fox skins, 7,000 blue, 100,000 red, half-a-dozen silver. Few wolf skins are in the trapper's pack, unless particularly fine specimens of brown Arctic and white Arctic, bought as a curiosity, and not for value as skins. Against the wolf the trapper wages war as against a pest that destroys other game, and not for its skin. Next to muskrat, the most plentiful fur will be that of the rabbit or varying hare. Buffalo was once the staple of the hunter. What the buffalo was, the white rabbit is to-day. From it the Indian gets clothing, tepee covers, blankets, thongs, food. From it the white man, who is a manufacturer of furs, gets grey fox, and chinchilla, and seal in imitation. Except one year in seven, when a rabbit plague spares the land by cutting down their prolific numbers, the varying hare is plentiful enough to sustain the Indian.

## STARTING.

Ezra Kendall tells a story about riding on a country railroad where the stations were so near together that the train had to begin to stop before it had commenced to start. As a result, the passengers never got anywhere. It was a continual case of coal-up, pull-up, puff-up and back-up.

A great deal depends upon getting well started. Not necessarily after the fashion of a "grand opening" with cigars and drinks all around, and, hic 'round again. Rather not. It can be said of very few successful enterprises that they started with a working majority.

A good start is simply a step forward, with a knowledge of what you are going after and a determination to win at all hazards. Following an upright course with this end in view will win success.

**OAKEY'S** The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters.

'WELLINGTON'

**KNIFE POLISH**

**JOHN OAKEY & SONS, LIMITED**

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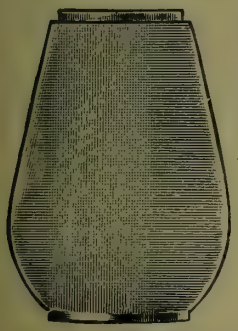
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

**Wellington Mills, London, England.**

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL

ARE YOU USING OUR



Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO., of WALLACEBURG. Limited.

**The Telephone**

has no equal as a saver of time and money for the buying and selling of goods from distant points.

The travelling salesman found this out long ago. Others are learning the truth daily. Bear it in mind.

**THE BELL TELEPHONE CO. OF CANADA.**

**A Well Wrapped Parcel**

speaks well for the store that sends it out. Our wrapping papers are strong and durable.

**Full count. Full weight.**

**CANADA PAPER CO., Limited**

TORONTO and MONTREAL.

**TRY A CASE** 2-oz. size, put up 3-doz. to case, with Show Card, $4.50 per case. Grocers' and Druggists' trade, order direct, or through your jobbers.

**W. J. NICHOL & CO.**

FIRST HANDS FOR BEEF EXTRACTS AND PEPSIN.

11 and 13 Front St. East, TORONTO, CANADA.




Agents Cudahy Packing Co., "Rex" Brand Beef Extracts and Pepsins.

# TOBACCO AND CIGARS IN THE GROCERY STORE.

TOBACCOS in a grocery or general store are not difficult lines to handle. By building up a business in them of fair proportions the dealer can always realize a fair profit from their sale, and also bring in many new customers whom, perhaps, he would never see if it were not for the cigars and tobaccos he handled. Besides, the tobacco counter in his store may be made a means of greatly increasing the sales of his other lines of goods. A man coming to buy tobacco will look around, see other things that he wants, and, before leaving, may buy a lot of other goods besides the tobacco.

A COUNTRY MERCHANT

found his experience to be that the farmers would first order tobacco and then proceed to buy their sugars, teas, and other articles required. If they could not get their smoking mixture in one place they would go elsewhere for it, and leave their order where they went.

As a rule, the average grocer or general merchant in the country or small town makes little or no effort to build up a trade in tobaccos and cigars. He is satisfied with the small business he does with his regular customers and perhaps half recognizes the

VALUE OF HIS TOBACCO COUNTER

means of drawing custom for other goods. He sees that departmental stores make a success of handling a little of everything, thus centralizing trade, but does not apply it to his business. He fails to recognize the fact that methods that have contributed to the success of other businesses can be adopted by him in a modified way, perhaps to build up his own business. He ought to realize that, by successfully pushing one line in his store, trade in other goods will be always much increased.

TAKE UP LITTLE SPACE.

Tobaccos, cigars and pipes in a store take up little space and are easily looked after as a general rule. The larger the quantities of them handled the greater will be the profit realized in their handling. Thus every man dealing in these articles will find it advantageous to build up his trade in them and study the most successful methods to do so.

A QUESTION OF STOCKS.

A big stock of tobacco and cigars it would not be advisable for a retailer to put in his store when he commences to handle them. He will find it necessary to know what kinds of cigars and tobacco are mostly in demand by the people of the community in which he is doing business. A small stock of smoking and chewing tobaccos, some cigars and a few low-priced pipes would be a good stock to start with.

Having thus made a beginning, the merchant should then build up his trade in them by

WORKING PERSISTENTLY

at the public through the local newspapers, window displays, bulletins, circulars, etc.

A SPECIAL PRICE

on certain lines of tobacco and cigars, well advertised, will attract attention to your store and bring in trade. Thus, many new customers may be brought in, and so the business is made to grow.

A showcase should be set apart in some prominent part of the store with the tobaccos, cigars, etc., that are being pushed. A customer, on going in, sees what he requires and buys. In a few months, by energy and push, a good trade might be built up in any fairly prosperous community.

In handling tobaccos, it is wise to buy just enough to supply current wants. Chewing varieties dry out in a short time, especially in frosty weather if exposed to the cold.

EDUCATE CUSTOMERS.

When a merchant has created a good demand for his smoking material he can, if he likes, educate the tastes of his customers for high-priced tobaccos, smoking mixtures and cigars generally. By inducing his customers to try some new and more expensive brand this can be effected. But, of course, it depends upon the financial position of his customers as to the quality of goods he can induee them to buy. Really high-class cigars are expensive things to stock, and the average country merchant would hardly be able to build up a sufficiently large trade in them to enable him to carry them with profit.

ASSORTMENT OF PIPES.

A storekeeper should not forget to keep on hand an assortment of pipes with his tobaccos. He need not buy many expensive ones. If his stock of tobaccos is not large, a few cheap and medium-priced goods will be found the most suitable for his trade Never run out of pipes, and always keep a fair assortment on hand. With the tobaccos, keep them always before the public, and your business ought to succeed.

## CIGARETTES IN HALIFAX.

"Despite the efforts of various societies whose object is to reform, the obliquity of the clergy and the derisive disdain of those who speak from behind pipes or know not the solace of the nicotian weed, the use of cigarettes in Halifax is steadily on the increase." A Herald representative called upon one of the principal tobacco dealers of the city one afternoon recently and made inquiries as to the exact condition of the cigarette trade. The firm's representative said that he thought no person could successfully contradict the fact that the use of cigarettes is decidedly on the increase. In other cities some dealers are of the opinion that people who used to smoke pipes exclusively are now asking for cigarettes—not boys or young fellows, but old smokers. They contend that they have not time to smoke a cigar or pipe after lunch during the day, and the cigarette gives just the short smoke they want. It was merely a matter of convenience. This is not the case in Halifax. The demand for good smoking tobacco is steadily growing.

"Who ever heard of a person who had been in the habit of using a pipe adopting the cigarette?" said the merchant talked with. "It is all nonsense; the consumption of cigarettes has increased within the last 12 months 15 or 20 per cent., and the old smokers are using their pipe all the same, with the only difference that there is more tobacco of a better quality being used today than ever."—Herald, Halifax.

## INCREASE IN TOBACCO CULTURE.

Tobacco culture is increasing everywhere, not only in the area of land under tobacco cultivation, but in the actual number of countries which can fairly lay claim to the title of tobacco-producing States. Formerly Cuba, the Southern States of America, and the Philippines were responsible—at all events in name—for practically all the tobacco consumed in the British Isles, the Eastern products grouped under the name of Turkish having then no great vogue with us. Then India joined the list, Sumatra began producing her "wrappers," and Borneo, Burma, the Canaries, and other countries soon made their appearance in the price catalogues. Development has since taken place all along the line, and it would be interesting to compare the present output of Egyptian cigarettes—chiefly made of Greek tobacco, it may be remarked en parenthese—with that of a score of years ago. The production of Mexican tobacco, according to a recently-issued consular report, has lately increased to a very large extent, owing to the starting of new plantations in the States of Vera Cruz, Oaxaca, and elsewhere, and the amount of leaf estimated for this year's gathering is not less than 17,000,000 lb. Last year Mexico produced 307,000,000 packets of cigarettes and 120,000,000 cigars, and the manufacturers and planters claim that the quality has so greatly improved that it is almost, if not quite, equal to the best products of Cuba. Nor are our colonies unrepresented in the record of this expansion of a world-wide industry. Queensland, we learn from the official reports, is now both a producer and manufacturer of tobacco on a quite respectable scale. Her farmers cured nearly 500,000 lb. of leaf last season, and her six tobacco factories manufrctured 612,350 lb. of tobacco, 28,857 of cigarettes, and 1,463 lb. of cigars.—Home and Colonial Mail.

# Smoke and Smiles



And "Marguerite" cigars. They always go together, a solid combination. It's no trouble for any grocer in Canada to sell a few cigars between opening and closing-up time, and when they're "Marguerites" there's less trouble to sell more next day.

We advertise these cigars exactly as they are. We sell them exactly as they are advertised — Pure Havana Long Filler—and if they are not "right," we take them back exactly as they are.

Fair, isn't it ?

# MARGUERITE CIGARS

You'll never find the quality to vary from the standard that has made them famous, and if you send for a trial order, it will represent that standard.

A lot of Grocers have taken the hint since we commenced using this space, and have added "Marguerites" to their stock. There are others however who are skipping lots of profit by not handling them. We want to do business with those "others."

Are you one of them ?



## The Tuckett Cigar Co., Limited

**HAMILTON.**

## WHERE YEAST IS MADE.

BEAUTY will give pleasure forever. This fact has been recognized everywhere and business men are now realizing more than ever before the power of beauty over the human mind. So in equipping their offices and places of business, these businessmen have consulted very often and to a great extent their æsthetic tastes. Numerous examples of this can be given, but we will endeavor at present to describe one establishment where care has been taken in its equipment to make things harmonize and look handsome. The accompanying illustration shows the office and factory of the E. W. Gillett Company Limited, 32-34 Front street west, Toronto. THE CANADIAN GROCER had the pleasure of being shown over these premises a few days ago by Mr. W. H. Seyler, sales-manager of this company, and found everything conducted on a convenient and handsome scale.

The offices of the company are finished with polished quarter-cut oak, and the desks, sample cabinets, telephone and speaking-tube appliances are modern and in perfect condition, everything being kept clean and neat. The office of the manager, Mr. Wm. Dobie, is connected with the rest of the building by a complete system of telephone tubes. The entry office and salesroom is presided over by Mr. W. H. Seyler (who was with The Eby, Blain Company, Limited, for many years), and is equipped with handsome showcases of up-to-date pattern. Mr. George Hepburn, the secretary of the company, presides over the general business offices, which comprise correspondence, stationery and private dictation rooms, and the entire affair is lighted at night by hundreds of incandescent electric lights which produce a very brilliant effect, and show the place off to great advantage.

Back of the offices on the ground floor is the general stock-room and shipping-room. In the basement are the engine-room and storerooms for the raw material, caustic soda, cream of tartar, etc. The fifth story is where Gillett's perfumed and powdered lye is made. In a large room, the caustic soda room, the soda which comes in 750 to 800 lb. drums, is taken out, prepared, run into tins, sealed and heaped in a large pile for several days. On this floor are the laboratory and the baking powder mixing-room where a revolving cylinder mixes 1,000 lb. of baking powder at a time. Cartons for the yeast cake here are turned out 10 at a time by a machine which makes 60 per minute.

On the floor beneath are the large mash tub and mixing machinery for preparing "Royal" yeast. After the yeast is prepared, it is carted to the floor above on trucks and fed into the yeast machine which presses it into cakes, and stamps each with the name "Royal." No less than 1,400 cakes are made with every revolution of the machine, which drops them on trays to be carted to the drying-room, which has a capacity of 15,000,000 yeast cakes and covers two floors, extending the length of the building. Three batches of yeast a week are turned out and each batch, taking six loaves of bread as the minimum amount which can be produced from one cake (the maximum is 14), can produce 2,600,000 loaves of bread, an almost incredible number. Where does it all go? In the packing and labelling room the cartons are filled with six cakes each of "Royal" yeast, and labelled by expert young women. In this room also the baking powder and cream of tartar are weighed out by an automatic weighing machine into cans, labelled and boxed for shipment. Some 60 hands are employed in this room and carefully arranged is every detail looking to the speedy preparation of the goods. Equipped with up-to-date weighing machines and packing and labelling apparatus, a very large quantity of goods is put up every day.

In 1886, Mr. Wm. Dobie, general manager and treasurer of the company, opened up the Canadian factory for E. W. Gillett, of Chicago, and it was through his consistent hard work that the business has grown to the enormous proportions it has reached to-day.

On May 1 of this year the present company purchased the business from Mr. Gillett and was formed into a limited liability company with a capital of $350,000. Since then the development of the concern has been rapid. There are more than 300 shareholders, scattered all over the Dominion, and everyone is either a wholesale or retail merchant, all of whom, it is needless to say, work hard for the firm. The organization of this company was due entirely to the efforts of Mr. Dobie and reflects great credit on him for his business foresight. In him the shareholders may rest assured that their interests will be faithfully and properly looked after.

Altogether, the visit to this factory was of especial pleasure to THE GROCER and it can do nothing better than suggest to its readers that it would be to them of great advantage to visit the birthplace of "Royal" yeast whenever they are in Toronto.



Factory and Warehouse of E. W. Gillett Co. Limited, Toronto.

### A SPECIAL OFFER.

The well-known firm of R. Herron & Co., Montreal, are out with a special offer to the first grocer of each town in Canada who sends them an order for the celebrated "Red Cross" jelly powder and extracts. There are no better jelly powders and flavoring extracts on the market than those manufactured by this company. Although only on the market for a short time, they have found their way into thousands of homes, and have been satisfactory goods for the grocer to sell, because of their high standard of quality. Merchants who desire to deal with one of the best firms in the business in this line should write to this company for their special offer, and they will be pleased with the results that are sure to follow.

# MY TRIAL ORDER

is so attractive that you would accept it if you knew all about it. Write me at once and I will explain it to you fully, and show you just how advantageous it is for both you and me.

**J. Bruce Payne,**

Cigar Mfr. GRANBY, QUE.

The most popular quartette in Canada:

"Harold H."
"Kim"
"Rare Bit"
"La Fama"

# Cigars

Do you carry them ?

**BRENER BROS.**
LONDON

# LUXFER PRISMS

The Best Improvement for Business Premises.

Makes dark corners light.
Makes good stocks look bright.



Sample Room, Gowans, Kent & Co., Toronto.

Reduces labor in showing and selling goods,
**Because the goods show themselves.**

*Consult us. We make a study of lighting dark places.*

**LUXFER PRISM CO., Limited**
TORONTO.

# Wide-Awake Retailers.

**Hints and Ideas of Interest.**

## QUIETNESS IN BUSINESS.

By E. H. O.

BLUSTER and success are business antitheses. As the still streams runs deep, the calm equipoise of a mind well-balanced finds expression in no gurgling bustle. Quietness of demeanor is essential to that perfect grasp of situation which masters great endeavors.

The best machinery runs smoothly. The noiseless revolutions of mighty drive-wheels, not the wheezy old steam-whistles, propel the great manufacturing enterprise. It is the quiet, yet alert, not the gas-escaping, steam-exploding character, who will succeed. That perfect self-possession, not disturbed by chance interruptions, is capital more valuable than dollars and cents.

Quietness is not opposed to enthusiasm. Quietness, in its true business sense, is enthusiasm guided and controlled — a mighty mastery of energy that will not be subdued.

Quietness will succeed because it is universally sympathetic. Never unduly elated, never excessively depressed, cool and collected, every situation that may arise is not a master, but a slave. The quiet man is too strong, and too broad in outlook, to be biased. Prejudices arise through a disturbed perspective. Quietness adjusts the essential relationship of things.

In quietness, in the preservation of that calculative balance lies the greatest advantage of experience. Maturity means self-knowledge, the proper adjustment of self to environment means a quiet, orderly behavior that is invaluable.

The weakness of armies lies in being surprised, in being taken off guard. A business man cannot maintain a close watch on himself and on his business unless he preserves a constancy of guard against surprises. The mental equipoise means conservation of business interests as well as preservation of energy.

The even, orderly, well-filled tire will bear the rider's weight — a sudden expansion of one portion produces the blow-out prejudicial to the whole wheel. The loss of a man's whole business may be produced by an explosion at a critical moment, by the failure to maintain a business reticence, by an undue excitement at a juncture of supreme importance.

Uneasiness, restlessness, nervous excitement do not inspire confidence. I'll trust the quiet man ; he is more apt to be the honest man ; one thing is sure, he is the sane man. A man who is ever the same will not miss the chance to advance my interests, nor will he plunge me into adversity by a feverish recklessness, yes, he will get my patronage.

The quiet man is not the blind man, but the wide-awake, not the offensive, but the courteous. I had occasion the other day to go into two large manufactvring establishments in a large city. I wished to inquire after the state of trade in their branches of business. I repeated what was essentially the same question in each case. Were I to go into business now as a retailer, I know which should have my patronage.

"Yes," said one, "I'm busy, but I can spare five minutes. Do you know I often learn little things from you papermen—thoughts suggested, and then, again, it helps the trade."

The other was quite perturbed at first, even inclined to the irascible, at my presumption in interrupting him—him the general manager. Then, with a sarcasm which might have been effective had it not been so stale, he said :

"Life is so short, you know"—I don't like these short-lived men—"I haven't got time," they say. Well, I'd like to know if they haven't all the time there is. I know business men are pestered. I am not pleading for an open sesame to general managers, but what I do say is "keep cool." Even from unexpected sources you may learn a great deal. You can never tell when you may hear something to your advantage. With a sober judgment, and a cool head you can size up a man in half the time it takes you to recover from that flustering excitement which avails not, but rather weakens.

Quietness is not synonymous with laziness. One doesn't need to make a noise to be busy. An uproar impedes rather than helps progress. The business man should have people's attention directed to his business, not to himself. As much as possible the business should speak for itself, and he, as a factor, should be eliminated. Let him mould the business by his individuality, let him stamp the character of his goods with his own worth and personality, but do not let him put himself forward as a rival attraction to the general public. The more he is noticed, the less are his goods noted, the less is the volume of his business. No public can watch two things at once. Either the manager must show his ability by sinking himself into the business, by making the best that is within him a portion of the business also, or the manager, by noisy business methods, by clumsy and disturbing manners, must divert attention from the business to himself to the detriment of the business and to his own shame.

To the repining it may be sad, but to the active, quiet business man it is time that he who seeks his own advancement must lose his own identity, or better still, express his own identity through the impetus and encouragement given the business.

## CONFECTIONERY IN THE GROCERY STORE.

AMONG the grocery trade there has been a very noticable improvement in facilities for the selling of confectionery, and much more attention is now paid to this end than formerly, by grocers generally.

There is no line of goods which will quicker respond in additional sales or show more profitable results for care and attention to the keeping of the right kind of stock and the proper displaying and facilities for selling the goods, such as a candy scale, and proper packages to hand the goods out to the customer.

Chocolate creams and soft candy should not be put in paper bags—a regular candy package should always be used. The glass jars must always be bright and clean, and should always be kept well filled. Some lines of goods are perishable and all are better for being fresh made, therefore it requires careful and frequent buying in order to receive the best results. Grocers

# ENGLISH CHINA and EARTHENWARE







This stamp is on the best earthenware in the world. No vain boast. The makers guarantee these goods NOT TO CRAZE. Why not have the best? The cost is no more than other makes of less merit.




## E. W. KLOTZ, 24 and 26 Wellington St., West, Toronto, Agent for:

**JOHN MADDOCK & SONS, Limited, - BURSLEM.**
Royal Vitreous and Vitrified Hotel Ware, with Welded Edge.
Royal Vitreous Dinner and Toilet Ware, white, printed and decorated.

**CHARLES ALLERTON & SONS, - - LONGTON.**
China Tea and Breakfast Ware, and specialties in Earthenware.

**JOHN TAMS & SON, - - - - - LONGTON.**
Fancy Decorated Earthenware.

**WOOD & SON, - - - - - - BURSLEM.**
White Granite and Printed Ware.

**NO STOCK CARRIED.** **GOODS MADE AND SHIPPED TO ORDER OF PURCHASER.**

# FOREIGN FANCY CHINA and GLASSWARE

## 1903 — Import Season — 1903

Opens **February 1st,** when Samples from Leading Makers will be on Exhibition in

**GERMAN CHINA.** **AUSTRIAN CHINA and GLASS.**

Latest productions in **ROYAL VIENNA.**

**HUNGARIAN** Plain Lead Glass Stemware, for Hotels and Restaurants.

**BELGIAN** Cut Tumblers, etc., demi and full crystal.

**BOHEMIAN** Lemonade Sets, Vases and Decorated Glassware.

**Assorted Packages a Specialty.**

**IMPORT ORDERS ONLY,** solicited for above Foreign goods, which will be specially imported to suit individual requirements and delivered duty paid. The import season is short, only early orders ensure timely delivery. Cash buyers will save money by entrusting their orders to my care.

# E. W. KLOTZ

**Manufacturer's Agent and Importer**

**24 and 26 Wellington St. West** — **TORONTO.**

**WINNIPEG SAMPLE ROOM—H. J. BOYD.**

have always sold some candy, and the additional trade they are now securing does not detract from the regular trade of confectionery stores, for in many cases if their customers did not see the goods and buy them when purchasing their groceries they would have probably not have had their attention drawn to them and consequently no sweet goods would have been bought.

A prominent confectioner said he attributed the growth of the candy trade to this fact, the grocers were undoubtedly selling much more goods than heretofore.

## MERCHANTS SHOULD ORGANIZE.

BY A WELL-WISHER.

THERE is no guide to the value of any service except that put upon it by the purchaser.

The reward of a merchant or commercial traveller must depend upon the value put upon his services by those willing to pay for them. Where there are artificial obstructions they affect such valuations, but seldem to a great extent.

The natural force of competition is certain to triumph ultimately.

Time has fully arrived for the seller to realize that his merchandise equalizes the buyer's cash.

An independent buyer does not expect to get something for nothing, but he strenuously objects being taxed with a bad debt that he was in no wise instrumental in creating.

The day is not far distant when exchanges will be conducted strictly upon cash basis, with the removal of many of today's charges upon costs. If a man obtains a livelihood without producing it, some other man or set of men must produce it for him.

Merchants are now beginning to recognize that they have too long allowed a spirit of petty jealousy and rivalry to dominate their actions, which provoked unhealthy competition, whilst the various sections of trade only fought for their own hand.

Traders' associations and organizations are now, however, rising up on every hand, and the benefits of united action and continued effort are becoming more recognized and appreciated every day.

If merchants would fraternize more freely with each other they would create a bond of union and sympathy which would cement them together and would tend to strengthen the position of both without losing their individuality or independence of thought or action.

## A GOOD FOLLOW-UP SYSTEM.

The follow-up system of the retail store is wholly dependent upon its attendants, but where these are men or women of intelligence, personality and tact it is possible to give the establishment individuality and link it with the customer in relations more closely than those usually existing between clerk and patron. Rogers, Peet & Co., New York, according to Printers' Ink, provide their salesmen with personal cards bearing their own names and those of the firm, and where possible to do so without giving offence the salesmen give the customers their cards and endeavor to obtain their names and addresses. At certain seasons of the year these customers are followed up with personal letters:

New York, September, 19, 1902.

Mr. THEODORE AUGUSTUS, 10 Spruce street City.

Dear Sir,—Summer is gone, and you begin to look up your old friends again. Rogers, Peet & Co.'s fall clothing, fall furnishings, fall hats and shoes are worth looking at. Won't you have a look? Yours truly,

A. D. SANDER.

These letters are all faultless imitations of typewriter, and are personally addressed and signed by the salesman. They can hardly fail of making an impression upon the man who receives one.

## A TRIUMPH IN CONDENSED FOOD.

WE are apt to look upon that excellent fluid beef, "Bovril," as an English invention altogether, but the fact is, as many are aware, that it is of Canadian origin, being discovered by the late Mr. J. Lawson Johnston, the inventor of the once famous Johnston's "Fluid Beef." The latter gradually disappeared from the market when Mr. Johnston, after much experimenting, found a way to improve upon it, and "Bovril" took its place. Mr. Johnston, however, seeing that in the new preparation he had the ideal concentrated food, sold out his business in Canada and moved to London, where a company was formed with a capital of £2,000,000. Its merits were recognized immediately by the people in the British Isles, and, as the demand increased and branches were to be established in various parts of the Empire, the Canadian business was again taken over, and is now one of the most important and prosperous of all these branches.

The head office and factory is in London, a magnificent building, and "one of the most beautifully appointed in that city," to quote a returned Canadian visitor. In this London factory one whole floor is devoted entirely to the manufacture of "Bovril" and compressed rations for the British Government. During the South-African war an immense quantity of "Bovril" was used by the army, its wonderful strength-giving properties having called forth the heartiest recommendations from one of the leading surgeons.

It has been ascertained by many scientific tests that "Bovril" contains all the valuable principles to be found in the primest beef; it is, indeed, the beef itself in a finely divided state, but so condensed that no less than 40 lb. of the primest ox beef is used in the manufacture of 1 lb. of "Bovril" extract. Microscopical analysis reveals the absence from beef extracts and beef teas of the vital principle of nourishing flesh foods, viz., the albumenoids; whereas in "Bovril" their presence in maximum quantity is demonstrated.

The company has recently been appointed, by special warrant, as purveyors to His Majesty King Edward VII.

The grocery trade can stock no line for the coming cold weather season which can so readily be turned into money as "Bovril." Its warmth-giving qualities render it especially acceptable. It imparts a natural glow of warmth and health without which the system is always an easy prey to colds and chills, not to speak of the germs of disease ever present in the atmosphere, in damp, unwholesome places, in badly ventilated offices and workrooms. The clever and extensive advertising done by the company have brought "Bovril" to the notice of all possible customers, and, unlike some other goods, it requires no "pushing" to effect sales.

## STONEWARE SPECIALTIES FOR RETAILERS.

The Toronto Pottery Co., 75-81 Cottingham street, Toronto, started business a little over three years ago, and for the first time marketed a full line of first-class stoneware and stoneware specialties at popular prices. How well they are succeeding in gaining the confidence of the general trade is evidenced by the fact that during this year they have nearly doubled their output over the corresponding period of 1901. The stock is the largest as well as the best assorted in the Dominion, enabling them to give orders reasonably prompt and careful attention.

In this issue the attention of dealers is directed more particularly to stoneware meat tubs for preserving meats and vegetables. These tubs are strong and perfectly sanitary. They are not affected by salt, brine or acids, and, with ordinary care, will last a lifetime. The price quoted is a trifle higher than the cost of a wooden barrel, but when purity and cleanliness are taken into consideration, the tubs are much the cheaper article.

Aside from stoneware, this concern offers a complete line of vitrified sewer and culvert pipe, flue linings, chimney tops, fire brick and fire clay.

# GOWANS, KENT & CO.

## CROCKERY AND GLASSWARE.

We have the goods your customers want.
Do you need any?

Glass Sets,
" Butters,
" Sugars,
" Creams,
" Spoons,
" Berry Dishes,
" Salvers,
" Preserve Dishes,
" Comports,
" Pickle Trays,
" Pickle Jars,
" Celery Trays,
" Celerys--Tall,
" Bread Plates,
" Bird Baths,
" Egg Cups,
" Seed Cups,
" Flasks,
" Fruit Jars,
" Jellies,
" Wines,
" Goblets,
" Tumblers,
" Jugs,
" Water Sets,
" Salts and Peppers,
" Bowls,

Fancy Glass Vases,
" " Rose Bowls
" " Water Sets,
China Fruit Plates,
" Table Plates,
" B. and B. Plates,
" Cups and Saucers
Jumbo " "
China A. D. Coffees,
" Mugs,
" Shaving Mugs,
" Egg Cups,
" C. S. and Plate Sets,
" Porridge Sets,
" Cream Jugs,
" Table Pitchers,
" Sugars and Creams,
" 3-piece Tea Sets,
" Table Sets,
" Syrup Jugs,
" Berry Sets,
" Pudding Sets,
" Salads,
" Ovals,
" Celery Trays,

China Fruit Saucers,
" Teapot Stands,
" Cuspadores,
" Cracker Jars,
" Spoon Trays,
" Olive Dishes,
" Pin Trays,
" Match Safes,
" Knick Knacks,
" Candle Sticks,
" Vases,
" Figures,
Tea Sets,
Toilet Sets,
Dinner Sets,
Cups and Saucers,
Plates,
Ewers,
Basins,
Chambers,
Bowls,
Flat Dishes,
Bakers,
Scallops,
Covered Dishes,
Decorated Jet Teapots,
Rockingham Ware,

Cane Ware,
Glass Lamps,
Lamp Chimneys,
Lantern Globes,
Burners,
Wicks,
Library Lamps,
Hall Lamps,
Reception Lamps,
Vase Lamps,
Banquet Lamps,
Store Lamps,
Brackets,
Bracket Lamps,
Shades,
Paper Shades,
Lamp Globes,
Gas Globes,
Shade Frames,
Shade Holders,
Night Lamps,
Barn Lamps,
Harps,
Reflectors,
Smoke Bells,
Prisms,
Onyx Tables.

FINE JAPANESE CHINA. DECORATED OPAL SPECIALTIES. DECORATED OPAL NOVELTIES.
RICH CUT GLASS. ORNAMENTAL FIGURES. DAINTY FRENCH CHINA. FLOWER POTS.

WE SHALL BE GLAD TO QUOTE YOU PRICES ON ANY OF THESE GOODS.

# Gowans, Kent & Co.

Wholesale Crockery and Glassware, China and Lamp Goods.
Manufacturers of Lamps and Rich Cut Glass.
Decorators of Earthenware, China and Opal.

TORONTO AND WINNIPEG.

# CANNED GOODS { Historically and Practically Considered.

CANNED goods at the present time are largely handled in the grocery store, and information as to their buying, keeping and selling should interest every grocer in the land, whether he be wholesaler or only the keeper of a "corner" store in a country village.

### ANCIENT CANNED GOODS.

It is curious that the great modern canning industry is the outcome of discoveries at Pompeii, where a short time after the excavations were started someone found in the pantry of a house many jars of preserved figs. These were opened and the fruit was found after a lapse of 1,700 or 1,800 years to be in excellent condition. It was noticed that the fruit had been put in the jars in a heated state, the jars being partly closed with an opening left in the top for the steam to escape and then sealed with wax. A party of Americans made the discovery and the year after started the canning industry in the United States, where since it has grown to immense proportions. The process is similar to that employed 20 centuries ago.

Strange, isn't it, that we should be so much benefited by the discovery of the old ruins of Pompeii?

### CANNED GOODS IN CANADA.

Under the term canned goods come fruits, vegetables, fish and meats preserved in tins. The canning of fruits and vegetables is a big Canadian industry, and the yearly pack of salmon on the Coast of British Columbia is watched with interest throughout the civilized world. Large quantities of salmon are exported from there to the British market and thence distributed to many lands. The annual sales of the product on the market of London set the price for the British Empire that is to prevail throughout the year. Quite a fleet of vessels are utilized for the conveyance of salmon to the Old Country.

### BUYING CANNED GOODS.

The majority of grocers buy their year's supply of fish, fruits or vegetables at one time. Early in the year, sometimes before the seed is sown, or the salmon have commenced to run up the rivers of the Pacific Coast, the canneries take orders from their customers for the year's supply of the article. If the crop or catch falls short of the estimates the orders thus taken are filled first and the balance are put on the market. If the shortage is very great only a percentage of the orders are filled. As when it was apparent that there would be a large shortage in the tomato crop this season, the canneries notified their customers that they would only be able to fill part of their orders, about 20 per cent. in some cases.

So the orders in general are booked before the product has reached its full growth and then the grocer generally makes his contracts at a low figure for his year's stock of the article. Sometimes the dealer prefers buying after the crop has been harvested, taking his chances as to whether he will be able to procure the goods when he wants them that the price will be all right.

In buying from samples, for instance, tomatoes, a good way to choose the goods is to select those that are solidly packed with not too much liquid. They should be sweet to the taste and be of good red color. Corn, to be good, should be white, tender and of fine flavor. Peas of good quality are tender, without softness, and the can should be well filled.

### THE BRANDS TO BUY.

The buyer of salmon and other fish usually selects those brands which are well known and have been tested and found to be meritorious. In buying the goods in advance, the purchasers as a rule follow this latter method, as they of course are unable to see samples of the product before it is fully grown in the gardens or orchards. let alone being preserved in the cans.

All new brands should be well tested and only those that are of proved merit placed on the shelves of the store. The good brands should be stood by and the poorer ones weeded out. It is easy to find out the most satisfactory brands, and in making purchases only those should be bought again at the end of the year. New lines generally can be bought cheaper than the old ones that have earned a good reputation for themselves. If they are good the man who tries them is safe, if bad, he has to bear the loss, both in the value of the goods, and in his trade.

### KEEP IN A COOL, DRY PLACE.

After they are bought and delivered the dealer should keep his canned goods in a cool, dry place. Too much moisture is a bad thing for them and frost damages them very much, rendering them unfit for sale. A good deal of poisoning has in past years resulted from the use of canned goods, and in opening the cases the grocer should be very careful and reject all those that appear in any way bad. If anything is wrong with the goods the can will be bulged out. This is a sign that the contents have fermented. It is easily detected by placing a lead pencil across the head of the can, whereby any bulge in it may be perceived.

In fish, meats, etc., fermentation spoils the goods completely and they should never be sold. Fruits may often be restored by being reboiled, but it is generally not safe to sell them to customers as they might not understand how to treat them and trouble might follow.

### WEIGHT AND QUALITY.

Complaints sometimes are made that the goods are light in weight or that the quality is not up to the mark. The dealer should weigh the cans of the different brands when they come in and see that their weight holds out. In case the quality of the goods is poor four or five complaints ought to make the grocer investigate, and if found poor the articles should be sold off at a reduced rate as damaged or inferior goods. The grocer should endeavor to earn the reputation of selling his goods just as they are represented to be, and no inferior stuff, through carelessness, should be sent out as superior goods.

### CANNED GOODS ON THE SHELF.

The grocer usually keeps the shelves of his store well filled with his canned goods and well dusted. As soon as any are sold off the shelves they should be replaced. Many grocers make a nice display of their canned goods along the top shelf of their store. The labels should be kept clean and the cans well dusted.

### WINDOW AND INTERIOR DISPLAYS.

To push canned goods, the dealer generally has recourse to window displays, interior displays, bulletin boards, dodgers distributed liberally amongst the public, and sometimes by cutting the prices of some line and advertising it extensively. Canned goods are well adapted for display purposes by reason of their easieness in handling, bright labels and shape and size. Windows may be dressed in a great variety of ways, and price tickets ought to be put in the windows with the goods, which, if they are as they ought to be, should increase in popularity with the consumer. An increased trade in canned goods means to the grocer an increased number of customers generally, and many customers mean many sales of other goods besides.

Canned goods may be made a good drawing card to a grocery store, and that

WE WANT YOU and every other first-class grocer in Canada to handle our

**"RED CROSS"**

**JELLY POWDER**

. . AND . .

**FLAVORING EXTRACTS.**

not the "just as good kind," but "THE BEST."

Special inducements to the first grocer from each town ordering these goods.

WRITE TO-DAY FOR FREE SAMPLES AND OUR PROPOSITION.

**R. HERRON & CO.,**

SPICE MILLS. - - MONTREAL.

Goods To Hold Trade Must Have Merit.

Far-Famed

**COFFEES**

"Excelsior Blend"
"Bourbon Blend"
"Our Own Blend"
and others.

THESE GOODS ARE THE LEADERS SINCE A QUARTER CENTURY AGO.

Delicious Chocolate French and Sante.

Elite Flavoring Extracts.

Our Pure Select Spices. None better.

Therefore Merit They Must Have.

**Todhunter, Mitchell & Co.**

Manufacturers, TORONTO.

# Stoneware Meat Tubs —VS.— Wooden Barrells



Will never rust or decay.

We manufacture the genuine White Glazed, Vitrified, Stoneware

## MEAT TUBS

The best articles known for preserving all kinds of Meats and Vegetables.

Sizes— 8, 10, 12, 15
20, 25, 30, 40 and 50 gallons.

A word to the wise is sufficient, and the successful man figures ahead for more than one season.




Condition at beginning of second season.

We carry the largest stock of Stoneware and Stoneware Specialties in the Dominion, and also market a complete line of Sewer Pipe, Flue Linings, Fire Brick and Fire Clay.

RESPECTFULLY,

**TORONTO POTTERY CO., TORONTO, ONT.**


See article page 76.

without cutting their prices too much either, and demoralizing the market.

EFFECT OF HIGH PRICES ON SALES.

A question that naturally arises to every dealer is to what extent the high prices affect their sales. Tomatoes will be very dear all this season and scarce. Will this curtail their consumption to a greater extent than the shortage in the crop should warrant? The opinion of the majority of the grocers interviewed by THE CANADIAN GROCER was that their sale would be slower than usual, but to what extent it was deemed impossible to estimate. The fall is the season when the demand for canned goods is lighest, and so no reliable means of determining what their sales would likely average during the year exist. Everyone expects that he will have no difficulty in selling at a fair profit any tomatoes he may have in stock.

Of course, owing to the shortage of supplies, the margin of profit ought to be larger than usual, but as to how much it should be there were many different opinions. A well-known retailer was going to sell goods that cost him 8 at 10c., another expected to get 12c. and a third even talked of 14c. for the same article. As to that, the dealer will have to exercise his own judgment, and be guided by the demand for the article at the prices at which he was selling it.

## THE WRONG LABEL.

Canned goods are not always what they seem. Sometimes the labels promise one kind of fruit but when the tins are opened another kind is found inside. A case of this kind happened lately. Albert Harris, a general merchant at Woodbridge, ordered a lot of canned peas of a well known and popular brand. They came labeled peas all right, but when some of the tins were opened they were found to contain excellent strawberries. As canned strawberries are worth much more than peas there was no complaint from the purchasers who were not slow to order more "peas." The lot was not long in selling and everyone was satisfied.

It is an easy matter in a canning factory to make a mistake of this kind and in this case it is very likely some other merchant got peas instead of strawberries. His customers would make complaints to him and he would not feel very well disposed towards the manufacturer whose employes made the mistake.




INTERIOR OF THE CANADIAN PAVILION AT THE WOLVERHAMPTON EXHIBITION.

## SIMPLE PROCESS FOR CANNING CORN.

A simple process for canning corn, according to an exchange, is as follows: "Green corn is easily canned. If the ears are purchased in the husks these should be carefully removed so as to break the corn grain as little as possible, as the loss of the milk will depreciate the product in the market. After the husking has been completed the ears should be laid out on an extended table for convenient handling. The imperfect ears should be removed. The grains are then quickly cut from the cob with a sharp blade. After being so cut the corn should then be put through a fan which blows away the silks and the small pieces of husks which lie between the rows of grains on the cob. Take the cleaned grains from the fan and pour them into a hopper having its mouth opening into a room below. Below the mouth of this hopper have a wide sheet iron perforated with holes about three inches in diameter or size of the cans to be used. Place a can under each of these holes. With a clean strip of wood rake the falling corn into the cans. After filling the cans, dip them in a solution of salt and water. Then cap them. Having done this immerse the capped cans in boiling water for 40 minutes. Then solder the pin hole shut and boil again for a shorter time. After this let the cans cool. The goods are then ready for labeling and packing."

## INQUIRIES FROM ALL QUARTERS.

The advertisements in this journal by Grocers' Wholesale Co., Limited, Hamilton, brought inquiries from many points, including Halifax, N.S., and Moose Jaw, N.W.T.

# "GLOBE" METAL POLISH

## For Cleaning

SILVER,
BRASS,
NICKEL,
COPPER,
AND
ALL METALS

IT IS
UNEQUALLED.




The best and easiest-selling METAL "POLISH" in the world.

EVERY Grocer will find it a profitable line to stock.

(Attractive Advertising Novelties FREE.)

## INSIST ON HAVING IT

## RAIMES & CO., 164 Duane St., NEW YORK CITY

WOOD'S BOSTON COFFEES
THOMAS WOOD & CO.
IMPORTERS AND ROASTERS
BOSTON, MASS.
PURITY, UNIFORMITY AND EXCELLENCE GUARANTEED.

FINEST OF THE WORLD'S PRODUCTS.

THE HOME
. . . of . . .
# WOOD'S BOSTON COFFEES

in Canada is located at

**428 St. Paul St., Cor. St. Francis Xavier,**

## MONTREAL

where we have established a complete roasting plant.

Importing our Coffees direct from the growing countries, we offer our patrons the advantage of every facility known to the Coffee trade.

You are cordially invited to pay us a call.

**THOMAS WOOD & CO.,**
**Importers and Roasters.** MONTREAL.

# Trade Marks and the Laws Governing Them.

BY EDGERTON R. CASE, Patent Solicitor, Toronto.

THE subject of trade marks is a most interesting, and, to manufacturers and merchants, a vital question. All persons engaged in trade have a desire to conserve unto themselves the fruits of their legitimate efforts. From very early times men have made use of seals and other emblems to indicate ownership. In fact, the use of these devices is coeval with the birth of traffic. Without a recognized and well-established law by means of which men are guaranteed the exclusive use of marks or devices to distinguish their goods from those of another manufacturer, there would be no guarantee of a manufacturer receiving adequate returns for money he would invest in his business. When a trade mark has been used for many years by a manufacturer or a merchant, and indicates to the the public that the article it is attached to is of first-class quality, this trade mark is a valuable asset. Not only have men from early ages marked the fruits of their toil with their own paricalar device, or mark, but they also have marked, or branded, whole flocks and herds, so as to indicate to whom the animals belonged. As is well known, this custom is very common on our sheep ranches and among the Indians in the Northwest.

Among the ancient Egyptians, Greeks and Romans sign boards were extensively used, which became distinctive proprietary marks. In Herculaneum and Pompeii have been discovered many different signs to indicate the occupation of different persons who lived in those cities. Thus there have been found a goat, the sign of a dairy; a mule driving a mill, the sign of a baker; and, at the door of a school, the not very seductive sign of a boy undergoing a birching at the hand of the master. In the former of these cities, at the door of a shoemaker was painted a Cupid carrying a pair of ladies' shoes, one on his head, the other in his hand. As is well-known, 1,000 years or so ago very few people could read; at least, this was an accomplishment that the common people did not possess, and, as a merchant sold more goods to illiterate people than he did to educated people, he had to avail himself of rebuses by means of which he made his name known. For instance, a hare and a bottle stood for Harebottle, and two cocks for Cox. As it is well known, Luther was generally represented by the symbol of a swan, and hence "The Bible and Swan" was the characteristic sign of an inn in honor of Luther.

Watermarks on paper are also used as proprietary signs. It may not be generally known, but a sort of watermark is that shown in the securities issued by the United States in which threads of various-colored floss silk are incorporated into paper during the process of its manufacture. Such threads constitute proprietary marks of the Government, and it is a highly penal offence for any person to have such paper, illegally, in his control or possession. A very curious case was tried many years ago, relative to a will. It was believed that the will was false, but, as it was so well executed, this belief could not be substantiated. While the counsel for the plaintiff was studying the document carefully one night, he happened to hold it between his eyes and a candle, and immediately discovered that the date the paper of the will was manufactured in was shown by a watermark. As this date was subsequent to the execution of the alleged will, its illegality was easily proven.

It is curious that the Chinese excel in the institution of commercial guarantee by means of trade marks. Nearly all the goods exported from China are sealed by bands of paper bearing the particular mark of the exporter. Some time ago a cargo of tea arrived at London from Canton, but what was the amazement of the purchasers to find that the boxes were filled with rice straw! The vessel and cargo were forthwith sent back to China. Upon the arrival of the ship at that port, the Hongs were immediately assembled and each one recognized his own mark. It appears that the men who were engaged to load the tea were thieves, and, in place of loading the proper chests on to the vessel, they shipped same to a nearby island and substituted the chests filled with rice-straw in place thereof. Notwithstanding the loss, and in order to maintain their reputation for integrity, the Chinese merchants made it good.

The world-wide importance of trade marks has been recognized by the leading countries in the world from the fact that they joined together, and, on March 20, 1883, at Paris, France, formed what is well known as the International Union for the Protection of Industrial Property.

Manufacturers, and those who use trade marks, would save themselves a great deal of unnecessary trouble and expense if they were to make diligent inquiry as to the appositeness of a particular device they wish to adopt as distinctive of articles in which they deal. It is not every word or name that can be registered as a valid trade mark. The device used must not be descriptive of the goods. For instance, in ex. p. Kenyon decided September 9, 1902, the words "Catarrhal Jelly" as a trade mark for a jelly-like remedy for catarrh were held to be descriptive and not registerable. In case an application is made to register a trade mark that resembles one already registered, this application would be rejected. This was the case in ex. p. Grossmith decided September 2, 1902. Grossmith wished to register the word "Florodora" for a particular class of goods, but was refused registration in view of the prior registered mark "Floridena." It is well to point out here that before a device can exist as a trade mark, it must be attached to a vendible commodity.

The protection afforded a manufacturer by a valid trade mark does not extend only to prohibiting the use by any person of the same mark in connection with the same class of goods, but it also protects him from unfair competition, as is set forth in the following case: Fuller v. Huff, et al, decided August 21, 1900.

1. Term "Health Food" means healthy food or health-producing food, is therefore descriptive of quality, and cannot be a technical trade mark, either with or without the word "Company" any more than the words "Nutritious Wine" could be a valid trade mark.

2. The law of unfair competition is that when a mark, name, or phrase has been so used by a person in connection with his business or articles of merchandise as to become identified therewith, and indicate to the public that such articles emanate from him, the law will prohibit others from so using it as to lead purchasers to believe that the articles they sell are his, or as to obtain the benefit of the market he has built up thereunder.

3. The courts in considering the use by competitors of the name under which a rival has previously gained a business reputation, although the name is not strictly a trade-mark, have attached great importance to long-continued and exclusive use, and have demanded a higher order of commercial integrity, and have frowned upon all filching attempts to obtain the reputation of another.

4. If a trade-name has been so identified with the business of a manufacturer as to inform the public that the name upon goods means that they are the product of that person, and another adopts and displays the name, it is not material that he has not also adopted the particular dress in which his predecessor has presented his goods.

## PLANT INSTALLED FOR MAKING BRUSHES.

The Berlin Brush Co., of Waterloo, Ont., has, during the last year, equipped its broom and whisk factory with the very latest improved machinery, and has also installed a brush plant, which is now in operation.

The Only

**ROYAL TESTIMONIALS**

ever given to any Canadian Chutnee are held by my

## Canadian Tomato Chutnee

made from best quality tomatoes and selected spices. A most piquant relish. Will keep in any climate.

## Anglo-Saxon Chutnee

is also a favorite at a POPULAR PRICE

PREPARED BY

**M. P. CARD, GUELPH, CAN.**

MANUFACTURER CHUTNEE AND PICKLES.

Correspondence solicited from British Houses for sale of these Canadian Chutnees.

**WM. H. DUNN**

**Commission Merchant**

and Agent for Manufacturers and Packers of

## Grocers' Sundries

**394 and 396 St. Paul St., MONTREAL.**

A FEW SPECIALTIES:

Enameline, the Modern Stove Polish.
B. T. Babbitts 1776 Soap Powder.
Gail Borden's "Eagle" Milk.
St. Charles Evaporated Cream.
C. B. Knox's Sparkling Gelatines.
Courtenay's Worcestershire Sauce.
Middlemass' Original Albert Biscuits.
Melrose's Famous Teas, 1 lb. Canisters.
Cooney's Royal Windsor Blue.
Bensdorp's Royal Dutch Cocoa.

CORRESPONDENCE SOLICITED.




RETURNED NOV 20 1902

## B.T.Babbitts

**Best Soap**

TRADE **1776** MARK

## Soap Powder and Pure Potash or Lye

ARE QUALITY AND ECONOMY COMBINED

CANADIAN BRANCH, WM. H. DUNN, Agent

394 and 396 St. Paul St., MONTREAL

# Tartan BRAND

*Canned Vegetables* *Soaps*
*Canned Fruits* *Spices*
*Canned Salmon* *Baking Powder*
*Coffees* *Package Teas* *Extracts*

If you want to handle the best goods you must have the "TARTAN BRAND." Write us for full particulars if our travellers do not call on you.

**Fully guaranteed by——**

## BALFOUR & CO., Hamilton

President,
JOHN BAYNE MacLEAN,
Montreal.

**The MacLean Publishing Company, Limited.**

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island, Northwest Territories, and Newfoundland.

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MONTREAL AND TORONTO, OCTOBER 31, 1902.

## AN ADVOCATE OF COMMERCIAL RETALIATION.

ANDREW CARNEGIE, the multi-millionaire, has a penchant for saying things which attract world-wide attention. None of his contemporaries possibly has it to a higher degree. Like a few other men whose words are eagerly gathered up and scattered broadcast by the daily press, Mr. Carnegie, no doubt, essays to pose as an authority on subjects upon which he is less qualified to speak or write than a good many others who, however, would attract no attention did they give public expression to them. Money, we are told, talks. At any rate, he who possesses great wealth will certainly be listened to when he talks. And this is the explanation of the readiness with which nearly everything Mr. Carnegie says, no matter upon what subject, is flashed from one continent to another.

But whatever subjects upon which he may not be qualified to speak, it is certain that he is entitled to attention when he gives publicity to his views on business matters.

A good many may question the methods by which he has accumulated his millions, but the fact that the measure of his commercial success transcends that of most men in any age stamps him as a great business man. On business matters he is therefore an authority. And when he dwells upon them, it is better that we should turn a listening and not a deaf ear towards him.

A few days ago, when delivering his installation address as Chancellor of St. Andrew's University, he startled the political as well as the commercial world by calling upon the Emperor of Germany to undertake the formation of an United States of Europe in order to meet the competition of the United States of America. He meant, of course, a commercial and not a political union.

It is not the first time such an union has been proposed in recent years, but it is the first time that the head of a great State has been, publicly at any rate, requested to take up the burden. And certainly not by anyone who is to all intents and purposes a citizen of the American Union. A couple of years ago Count Goluchowski, the Austro-Hungarian Minister of Foreign Affairs, pleaded for such an union. Whether or not the appeal of Mr. Carnegie will be more successful than that of the Austro-Hungarian Minister remains to be seen. But one thing is certain, it will give added interest to a subject which already has a good many advocates in Europe.

It is quite possible that the consummation of an United States of Europe, within the confines of which low tariffs or free trade toward each other may rule, and high tariffs against the United States of America dominate, will never be realized; but at the same time its realiztion is not impossible. Whether or not, therefore, Mr. Carnegie's remarks stir up the countries of Europe to take common action against the United States of America, they should further open the eyes of the latter to the fact that their present policy of industrial exclusiveness threatens to array their European customers against them. And it is, of course, to Europe that the United States exports the greater part of their surplus products.

To the European continental countries to which Mr. Carnegie made his appeal, the United States export more than $500,000,000 worth of products, while their export trade with Europe, taking into account what they send to Great Britain, aggregates over $1,000,000,000. What is termed the favorable balance of trade is nearly $250,000,000 with continental Europe, and nearly $500,000,000 including Great Britain in the valuation.

It is a well-known economic law that "when the produce of any particular branch of industry exceeds what the demand of the country requires, the surplus must be sent abroad and exchanged for something for which there is a demand at home."

The United States ignore this law. The more they develop industrially the more they need foreign markets for their surplus. They recognize this, but they do not want to buy anything in return. And they frame their tariff with that end in view. The consequence is that on the continent of Europe, in Great Britain and in Canada a spirit of retaliation is developing. And now Mr. Carnegie, who has profited as much as anyone by the policy of exclusiveness, is giving the nations lessons in the art of retaliation and industrial exclusiveness.

* * *

*Pride may come before a fall, but the merchant who would stand must have pride in his business.*

* * *

## EXPORTS OF JAPAN TEA.

THERE has been a considerable falling off in the shipments of Japan tea from Yokohama and Higo to Canada during the past year. For the present season, 1902-3, the shipments to Canada were 1,681,629 from Yokohama, and 579,792 from Hiogo, or a total of 2,261,421 lb. from the two ports, as against 4,514,056 lb. for 1901-2, of which 876,765 lb. were from Hiogo, and 3,637,291 from Yokohama. The decrease in this case is 2,252,635 lb., or about 50 per cent.

For the season of 1900-01 the exports of tea to Canada from Yokohama were 3,254,981 lb., in 1899-1900 4,874,731 lb. From Hiogo there came to this country 658,347 lb. in 1900-1, and 2,512,854 lb. in 1899-1900. The total Canadian imports of tea in 1899-1900 from these two ports amounted to 7,387,585 lb., and the falling off since 1899 1900 has been 5,126,164 lb., or about 69 per cent.

The total exports from Yokohama and Hiogo to America this season to date were 28,348,626 lb., against 29,439,116 for 1901-1902, 30,851,709 for 1900-1901, and 32,359,362 for 1899-1900, or a decrease for the four years of 4,010,736 lb., or a little over 12⅓ per cent.

## INDIA'S TEA EXPORTS TO CANADA.

IN its issue of a recent date, The Indian Planter's Gazette comments not altogether unfavorably on an article whieh appeared in THE CANADIAN GROCER regarding the cessation of advertising and its effect on the imports of Indian tea into Canada and the United States. At the first glance the article in question appears to be critical in its remarks, but on examination it will be seen that the views of both journals are in harmony on many points. We agree with the remark made in The Indian Planter's Gazette that, "Money can more easily be spent in injudicious advertising than in judicious advertising: In the one case money is ill, in the other well, spent."

There are certain passages in the article under notice, however, to which we take exception. The first one reads; "It appears to us that the procedure followed by our Canadian contemporary, in comparing one year's figures with another, and then trying to trace effects down to a cause which has been marked out beforehand for disapproval, is not justifiable; it is in any case questionable."

While such methods might justly be criticized, we are not concerned to defend them. Let us state the facts, examine the figures and let readers draw their own conclusions.

Our argument is that advertising has increased the consumption of Ceylon and Indian tea, and we prove it by the following figures: In 1893, for the first time, concerted measures were taken to bring the, now well-known, teas of India and Ceylon before the public by advertising. Previous to that time the importations of these teas into North America had been trifling. India ceased active work in 1899, whereas Ceylon has continued in the field to this day. After a campagin of two years the growth of demand was such that the exports to North America were:

| | Indian. Lb. | Ceylon. Lb. |
|---|---|---|
| 1895 | 4,071,731 | 3,744,786 |

and they continued to grow until in 1899 they were as follows:

| | | |
|---|---|---|
| 1899 | 8,487,443 | 8,192,832 |
| Increase | 4,415,712 | 5,448,646 |

In other words, there was an increase of 108 per cent. in Indian tea and 145 per cent. increase in Ceylon tea.

For the five years, 1895 to 1899, inclusive, the imports were: Indian, 29,452,892 lb., and Ceylon, 29,637,699 lb., practically the same for each country. In 1901 and 1902, two years, they were: Indian, 13,985,143 lb.; Ceylon, 19,104,354 lb. Take the average for two periods, of five years and two years:

| | Indian. lb. | Ceylon. lb. |
|---|---|---|
| 1895-9, average | 5,890,578 | 5,927,540 |
| 1901-2 " | 6,992,572 | 7,552,177 |
| Average annual gain | 1,091,994 | 3,624,637 |

The average annual gain was 18 per cent. in Indian tea and 61 per cent. in Ceylon tea; or, putting it another way, Ceylon in the second period, during which they advertised and India ceased, thus gained 43 per cent. more rapidly than its rival.

Finally, let us take the years 1899 and 1901:

| | Indian. lb. | Ceylon. lb. |
|---|---|---|
| 1899 | 8,487,443 | 8,192,832 |
| 1901 | 7,026,773 | 10,211,142 |
| Loss | 1,460,670 | Gain 2,018,310 |

Here was a loss of 17 per cent. in Indian and a gain of 24 per cent. in Ceylon. In the words of The Indian Planter's Gazette: "There is no gainsaying the fact that Ceylon forged considerably ahead of us (India) during the years 1901 and 1902, whilst we fell behind to an alarming extent."

To what are these facts due? Not to markets, as the fall in the price of tea affected Ceylon and Indian equally in the years mentioned. Further, no such marked difference resulted from market fluctuations in previous years. We gave a solution, and that must hold good till it is controverted, or a better one produced.

We will not follow The Indian Planter's Gazette through its "mass of statistics," as all the figures have been published at one time or another in THE CANADIAN GROCER in a digested form and in proper relation to each other.

There is one other inaccuracy, though, we would like to dispose of. "The consumption of Japan teas in Canada," says our contemporary, "has been falling off during the last three years, according to figures obtained from the Statistical Department of the Dominion Government. This fact helps to point a moral. Japan has been a most persistent advertiser, keenly competing with Ceylon in this matter, yet is apparently going to the wall, so that advertising alone, however extensive, is not everything."

In the first place, The Indian Planter's Gazette is much mistaken. Japan is not by any means a large or "persistent advertiser keenly competing with Ceylon." Japan advertises with discrimination in a very few selected trade journals only.

* * *

*So much time is demanded in drawing the attention of the public to his own wares that the wise merchant has not time to waste in decrying the wares of his competitors.*

* * *

## APPLE TRADE SITUATION.

THE apple crop of Ontario is a larger one than was estimated a couple of weeks ago. Nearly all the fall apples are now off the trees and are being marketed. In about three weeks at the latest all the winter apples will be gathered. It was feared a short time ago that of the latter a great quantity would be of inferior quality, but they are turning out well in the majority of cases.

Jobbers and exporters have received numerous inquiries from people desiring to sell in all parts of the Province, who all report an extra heavy yield.

The only thing that at present is a handicap to the exporters is the scarcity of labor. Packers are particularly hard to get, as the strictness of the Fruit Marks Act makes it necessary to employ expert hands. But, notwithstanding these drawbacks, the crop will be handled before the frost sets in.

The yield in the Maritime Provinces has not been even as great as last year, if we are to judge from the export figures to date and the few reports that have come forward from that locality. But across the line in the United States there has been a heavy crop, and the exports so far have been much ahead of those for the same period the two years previous. The State of Missouri is said to have beaten all its previous records, and the orchards of the New England States have produced a fairly good crop.

As to the Old Country market, the demand so far for apples has been fairly well sustained. The English crop has almost amounted to nothing, but the receipts from Canada and the United States have been extra heavy, as may be seen from the tables below. On the other hand, there seems to be more money than usual in circulation there, as the fruit arriving, and especially

the choicer grades, have been readily absorbed. The British public seems to be inspired with greater confidence in regard to the Canadian fruit that they are buying being just as represented, and, consequently, they are purchasing Canadian apples with greater freedom.

Reports from Great Britain under date of October 22 say: "25,000 bbls. selling. The market is active for good fruit, but the poor stuff is neglected. The general quality of the arrivals is better. Quotations: Culverts, 13s. to 15s. 6d.; Kings, 19s. to 24s. 6d.; greenings, 12s, to 14s. 6d.; Baldwins, 13s. to 16s. 9d.; pippins, 16s. to 19s. 9d.; snows, 5s. to 9s.; seconds were 6s. less."

The total shipments during the week ending October 18 were as follows:

Total shipments during week ending October 18:

| From | Total. | Same week 1901. |
|---|---|---|
| Boston | 56,261 | 4,526 |
| New York | 43,112 | 5,767 |
| Portland | 1,616 | 1,711 |
| Montreal | 32,480 | 16,019 |
| Halifax | 11,211 | none |
| Total for week | 144,680 | 28,023 |
| Same week 1901 | 28,023 | |
| Same week 1900 | 82,345 | |
| Total since season opened | | 617,364 |
| Total same time 1901 | | 154,499 |
| Total same time 1900 | | 311,975 |

Shipments in detail, in bbls. to October 18:

| From | 1902. | 1901. | 1900. |
|---|---|---|---|
| Boston | 173,530 | 9,291 | 67,643 |
| New York | 199,529 | 17,997 | 89,506 |
| Portland | 7,236 | 2,845 | |
| Montreal | 219,181 | 74,919 | 107,408 |
| Halifax | 17,828 | 49,447 | 39,218 |
| Annapolis | | | 8,200 |
| Totals | 617,364 | 154,499 | 311,975 |

* * *

*The way to cook the fish trust is to roast it.*

* * *

## A NEEDED POSTAL REMEDY.

AMERICANS visiting Canada on business or pleasure frequently inadvertently use postage stamps of their own country instead of those issued by the postal authorities of the Dominion. Canadians visiting the United States frequently make the same mistake when mailing letters to their homes. Letters thus improperly stamped are sent to the dead letter offices of their respective countries. That a great deal of inconvenience and loss, particularly to business men, is caused thereby is evident.

The methods of dead letter offices have lost a great deal of the crudeness that characterized them a few years ago; but there is still room for further improvement. And one of them is in regard to international mail matter.

Mistakes of all kinds we usually have to pay for, but it is unreasonable that letters, no matter how important they may be, should be consigned to the dead letter office because of a mistake which anyone in an absent-minded moment is liable to make.

It seems to us that the proper thing to do would be to forward to destination the letter that bears the stamp of the country to which it is sent instead of that of the country in which it is mailed, and there collect from the receiver, say, double postage. It ought not to give the postal authorities any more trouble, while it would, at the same time, be a much more business-like method.

Sir William Mulock, the Canadian Postmaster-General, has always shown a readiness to adopt newer and more modern methods in the administration of his Department. And here is another opportunity for him to exercise this faculty by entering into negotiations with the postal authorities in the United States for the purpose of remedying the present unsatisfactory and inconvenient state of affairs.

## AGAINST UNFAIR COMPETITION.

BETWEEN the honest and the out-and-out dishonest conducting of a business a good deal of pretty questionable work is carried on. The quality of goods is oftentimes said to be better than it really is, trade marks are unlawfully appropriated, opponents' businesses are disparaged, and in a thousand little ways unfair advantages are taken. In this country and in most countries none of these acts are criminally liable. Only in a few cases is a criminal procedure made possible by special law. The only protection afforded to the trade is through a civil action, and the inconvenience and expense of bringing such actions makes recourse to them unusual. The evil is winked at and allowed to continue.

In Germany, the most progressive nation on the face of the earth, so far as the handling of commercial problems is concerned, the difficulty is being faced in no uncertain manner. The criminal law has been called into operation by legislation of July 1, 1896. It strikes in the main at five evils:

1. Fraudulent advertising, i.e., false declarations concerning methods of production; make-up or prices of wares; source of supply; reason for selling; possession or ownership of trade marks. In the above cases, every business man or group of business men has the right to bring suit against the offending party, calling for the suppression of the above practices, also for damages. A fine not exceeding 1,500 marks ($357) can be imposed: repitition of such an offence is punishable with imprisonment not exceeding six months.

2. Detraction of a competitor, i.e., spreading false reports concerning the trade of another, his person, the manager of his business, or his wares. Offences of this nature are punishable with a fine not exceeding 1,500 marks ($357), or imprisonment not exceeding one year.

3. Misusing another's name in such a way that an unfair advantage is gained. Offending parties must pay damages, and are compelled to discontinue such practices.

4. Disclosing business secrets during time of employment. A fine not exceeding 3,000 marks ($714) or imprisonment not exceeding one year can be imposed, and, in addition, judgment of damages sustained. Any competitor using information gained in this way, as well as any third person disclosing such information to him, is liable to a similar punishment.

5. Deception as to the quality of goods. The Federal Diet has been empowered to prescribe that certain articles are to be sold at retail only in certain quantities, lengths, according to certain numbers, etc., etc., or with declarations as to number, weight, etc. The punishment for every infringement shall not exceed 150 marks ($35.70),

* * *

*Force of character gives power to business.*

* * *

## COMPETITION OF CITY STORES.

A renewed effort to capture the trade of the towns and country is said to be on foot by the departmental stores. These businesses have grown both in the cities and in the country, but they have extended more proportionately in the cities. The reason for this has been due to the increased vigor shown by the suburban stores which has enabled them to successfully oppose the departmental stores. To reach this country population the city businesses are calling on the services of the press and requiring the city dailies to extend their circulations throughout the country. By this means they hope to build up a huge mail-order business. It remains to be seen how the country merchants are going to meet the difficulty.

## A VISIT TO A WHOLESALE GROCERY HOUSE.

TORONTO is becoming famous as a commercial centre, as well as an educational one. Her commercial houses are rapidly increasing their business, by extending and building up a large trade in every part of the Dominion. One successful wholesale house is The Eby, Blain Co., Limited, Front Street East. This firm started business in 1880, by Messrs. J. F. Eby and Hugh Blain forming a partnership under the style Eby, Blain & Co. In 1894 the concern was formed into a limited liability company, and by the summer of this year, 1902, the business of the firm had grown to such an extent that they had to enlarge their warehouse, adding two and a half storeys. The building now, including basement, has six floors, each 50 x 185 feet, and gives them floor space of 55,500 square feet.

THE CANADIAN GROCER had the pleasure of being shown through their spacious premises by Mr. W. P. Eby, of the sales department of the company.

On entering, one is impressed with the elegant suite of sample-rooms and offices. The place presents the appearance of thorough business activity. The shipping-room is attached to these departments to the south, on the Scott street side, and is provided with two elevators, one for taking up and the other for bringing down merchandise, and for the delivery of goods is divided into two subdivisions, one for goods for the city and the other for goods for the country. The basement is used for the storing of sugars, syrups, molasses, canned goods, etc. It has a concrete floor, and the street sloping at the rear allows the goods to be run easily into the wagons. The baking powders, spices, etc., are packed on the second floor. On the same floor are two patented new process currant cleaning machines, improved by Mr. J. F. Eby. The fruit is run into the cleaners from the floor above through chutes, passed on through the machines and to the first floor, where it is packed in cases all ready for shipment. The tea-packing department on the third floor is where the tea is weighed and put up in packages. The coffee department is at present on the same floor, on which are in operation several machines—separators, cleaners, polishers, etc. This firm is becoming celebrated for its coffees, and its trade in these during the year has increased over 100 per cent. The demand for its teas has also much increased. On the fourth floor is a huge tea blender, into which the tea comes from a hopper on the top floor, passing through the blender into a car, on which it is conveyed to the required place and dropped, by means of openings in the floor over which the car passes, into bins below, where the packing is done. The airy and well-lighted fifth floor is where the coffee roasting department will be finally located. There will be installed large separators, grinders, etc.

Altogether The Eby, Blain Co., Limited, are to be congratulated on their having so fine and up-to-date a warehouse. Everything is convenient, lavatories on every floor, and all departments connected by telephone, the switch-board system being operated by an employe of The Bell Telephone Co. The business is an excellent example of the most successful ones and promises to keep on increasing for many years to come.

### MILLERS TO HIS ROYAL HIGHNESS.

CANADA is one of the most important wheat-growing countries in the world. Every Canadian believes that before long it will be altogether the most important. Then the greatest flour milling industry in such a country is indeed a subject of interest. And the Ogilvie Milling Co., or to give them their proper name, The Ogilvie Flour Mills Co., is decidedly of interest. Most Canadians are familiar with the famous Ogilvie's Glenora Patent and Ogilvie's Hungarian Patent brands. These are sold throughout the length and breadth of the Dominion, and to call them the standard of all flours is but moderate praise. Lately the trade mark has been changed, the three feathers of the Prince of Wales being added, in consequence of the company's having been appointed by royal warrant millers to His Royal Highness. This appointment followed upon the visit of the Duchess of York to the Winnipeg mills.

The Ogilvie Flour Mills Co. has ninety elevators in Western Canada, in which is received the great bulk of the wheat in the Northwest. These have had a great deal to do with the development of the Northwest, providing farmers with a market where they can sell their grain at a fair price at all times. The company's mills which grind this wheat into flour have an aggregate capacity of 7,500 barrels per day, which, with the addition of the new mill about to be erected, will be increased to over 10,000 barrels per day.

The system and cleanliness about these great mills strikes every visitor. Floors and walls are alike spotless, and not a particle of flour dust floats in the air.

At the present time we are deluged with a multitude of breakfast foods, and many of uncertain origin and still more uncertain value. A great many of these are imported so that the item of duty is added to the original cost, and consumers in Canada pay fancy figures for them. The basis of a breakfast food is the quality of its constituent parts. This is supplemented by the true process it undergoes. Ogilvie's Royal Breakfast Food is produced from the best selected wheat, carefully and scientifically prepared to retain its nutriment and present it in a most palatable and digestible form.

Ogilvie's Royal Breakfast Food has all the good qualities claimed for the best of them, and the fact that it is Ogilvie's is the best guarantee of its purity, its value and its excellence. Amongst breakfast foods this one has a value on a par with the value of Ogilvie's flour amongst other flours.

"Ogilvie's Oats" is an old-time favorite of the breakfast table, and is known throughout Canada. It is simply a preparation in which the best qualities of the grain are preserved and which has stood the test for years.

### GLASS CASES FOR CONFECTIONERY.

A neat counter showcase for the display of confectionery, cigars, notions, etc., is an acquisition to any grocery store. Glass cases for bread, butter, cheese, etc., also look well, while being useful for keeping off flies in summer time, etc. Clatworthy & Co. have an advertisement on another page which will be found of interest to merchants wanting anything in this line.

### COUNTER CHECK BOOKS.

The demand for counter check books and kindred lines during the past year or so has been a remarkable one. Every establishment for the manufacture of this class of goods reports an immense increase in business. Asked as to the cause they reply that "good times" has something to do with it, but on the other hand there is a growing demand for neat counter check books by merchants who a short time ago were content to send out goods with almost any sort of invoice or address card. The carbon check book has done a large share towards increasing this demand. Its neatness and despatch are easily recognized by any merchant who has used it. The enterprise is one which has evidently come to stay.




This man whose picture we reproduce would not capture a prize at a beauty show for his handsome appearance, but he certainly has "brains" as he insists upon having the very best grade of burning oil that it is possible to get. That is our

# PENNOLINE

**(Highest-grade American Oil Imported)**

Merchants who are handling this brand of oil are




Can we not induce you to do likewise? Should you purchase a sample barrel, in the event of the same not giving entire satisfaction, we will refund the difference charged over the cost of the ordinary grade of coal oil.

**☞See current quotations for our various brands and prices.**

**THE UNION PETROLEUM CO. OF CANADA,**
Limited.

Branches: Vancouver, Winnipeg, St. John, N.B.
Successors to the ATLANTIC REFINING CO.

**TORONTO.**

# PICKLES IN THE RETAIL STORE.

By W. H. S.

SOME HINTS ON THEIR CARE AND SALE.

CANADIANS are not such lovers of pickles as their brethren across the line. Whether this is due to the fact that Canadian grocers do not endeavor to create in this country a taste for pickles by constant advertising and introduction of new lines and methods in their handling, or that the people here have other articles that take their place as a food or a luxury it is difficult to determine. But it is yet to be proved that the pickle business in the Dominion cannot be much increased by judicious efforts on the part of the grocer to bring the pickles before the public. By cleanliness and carefulness in their handling and judicious advertising in the press, in the window, by bulletin boards around the store and by circulars distributed among the public a large trade may be built up if the grocer perseveres.

### BULK PICKLES

In handling pickles in bulk it is necessary to know what tastes your customers have, if they have any. Whether they like sweet, mustard, saurkraut, or any of the other varieties the grocer should try and ascertain before going to work to educate the taste of the public for certain lines which he finds most advantageous for himself to handle. Large stocks of pickles cannot be carried with advantage by the dealer, for to sell well pickles should always be fresh. For this reason it is generally best for the smaller grocer, at any rate, to educate the taste of his customers as far as possible for one or two lines of pickles exclusively. Thus he will not need to carry so many different varieties in stock and so be less liable to sustain loss through keeping pickles in stock until they become aged.

### CARE IN THE HANDLING

Pickles are an article that require care in their handling. Those coming in bulk are usually delivered in wooden buckets. The best way to keep them fresh is to put them in a large earthenware jar with a tightly-fitting cover. Put them away out of sight and covered; not open and near the door where the dust and dirt may get at them to their injury. The fresher they are the better, and care should be required to keep them fresh as long as possible. Do not, when you are taking them out of the jar, dig into the centre of them and leave those around the edge clear of the vinegar, and never take too much vinegar out of the jar when removing the pickles. If they are left out of the vinegar they dry out quickly, become mouldy, and have to be thrown away and thus wasted. As they sometimes are lighter than the vinegar in which they are preserved and often persist in floating to the top, a plate about the diameter of the jar might be placed over them with a weight on top. This serves to keep them under the liquid and preserves them well.

### DELIVERING PICKLES.

A paper pail with a close fitting lid, similar to the small oyster pails, is a good package to deliver them in to the customers. These pails are not as expensive as jars and are less liable to be broken. They are light and easy to handle and can easily be procured.

### WINDOW DISPLAYS.

For window display purposes, pickles are not extra well adapted. If kept in the sun for any length of time they lose their color and are thus rendered sometimes unsalable. But a day or so's exposure in a well shaded window will not hurt them very much if proper care is taken to exclude the flies and other insects. A large glass jar or pail with a tight-fitting cover is about as good a thing as any to keep the bulk pickles in when they are used for display purposes.

### BEST TIME TO PUSH PICKLES.

The best time of the year to push pickles is generally in the spring. That also is the season when it is most difficult to keep them properly, as a small fly does much damage to them then, particularly to the mustard varieties. So the spring is the time of the year in which many grocers find it best to push their bottle pickles which, though more expensive, can be handled with profit, as they are always wanted by a certain class of customers. In putting in a stock of these select some of the best selling lines and stick to them. Advertise them well, and, if you can, give a trial to anything new and meritorious. Be up to date in the pickles as well as in every other business.

## "NABOB" SAUCE.

"Hunger" gets the name of being the "best sauce," but we think Batty & Co. would beat it hollow with their delicious "Nabob" sauce. This sauce is formed of Indian condiments prepared from the vegetable world, chiefly procured in the tropics, and makes the most delicious relish for all kinds of fried or boiled fish, steaks, hashes, stews, game, etc. Messrs. Batty have received numbers of prize medals at Paris, etc., Exhibitions, for the excellence of their "Nabob" sauce and pickles.

## THIRTY-FIVE YEARS IN THE PICKLE TRADE.

The attention of our readers is directed to the advertisement of Gillard & Co., Limited, London, Eng., celebrated for nearly 35 years for their sauces and pickles, which have been on the English market for that period, and are to be found in even remote parts of the British Empire, having large sales in Canada, South Africa and Australasia. They can be had in almost every part of the inhabited globe wherever goods of the highest quality can be sold. Ten gold medals they have been awarded for their pickles at various pure food exhibitions in England. The Canadian business is increasing and this firm are about to introduce to the Canadian market other varieties of their pickles.

## A REORGANIZED PICKLE FIRM.

Batty's pickles, which have been on the market for so many years have taken a new lease of life, and with younger blood at the head of affairs, these famous sauces and pickles are to be pushed in every section of the world.

On November 13, 1901, the late proprietor sold out his interests to a limited company, and the new firm has appointed entirely new management. New premises were secured on Brayard Road, London, S.E., and all the latest appliances in the business were installed with the view of maintaining the reputation of their goods and at the same time securing larger output.

The new firm which is known as W. Batty & Co., Limited, are anxious to secure reputable agents for Canada and are open to correspond with parties who would handle their well-known lines of "Nabob" pickles and "Nabob" sauces.

# MOLASSES

When ready to buy don't forget to ask us for our quotations on a carload delivered at your station ; you will be glad you did so.

**The Dominion Molasses Co.,**
Limited
Halifax - Nova Scotia.




# IMPERIAL MAPLE SYRUP

**The Standard from Ocean to Ocean.**

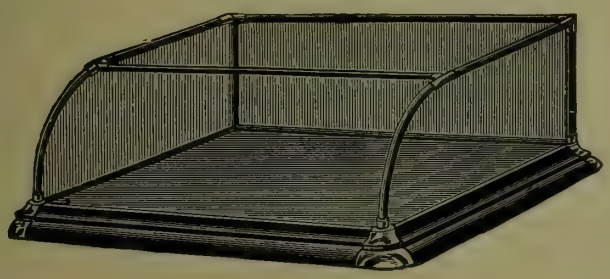
**Merit Acknowledged**
**Superiority Admitted.**

## YOUR MONEY BACK

IF NOT SATISFACTORY.

ROSE & LAFLAMME, Agents
**Montreal.**

# AN OVAL FRONT SHOW CASE.



In Highly Polished Hardwood, three feet long with solid nickel joints, sliding mirror doors and extra quality diamond glass throughout. This magnificent case, and the following assortment of quick-selling Toilet Soaps for . . .

**$25.00**

**This offer means 58 per cent. profit for you.**

OUR NEW ASSORTMENT.

| | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| 3 doz. | Infant's Delight, | retails at 10c. .. | $3 60 | 1 doz. | Fine Oatmeal, | retails at 10c. .. | 1 20 | ½ doz. | Violettes de Parme, | retail 3 for 10c. .. | 20 |
| ½ " | Vestal Violet, | " 10c. .. | 60 | 1 " | Valley Violet, | " 10c. .. | 1 20 | ½ " | Bouquet de Paris | " 3 for 10c. .. | 20 |
| ½ " | Crushed Lilies, | " 10c. .. | 60 | 1 " | Italian Pink, | " 10c. .. | 1 20 | ½ " | Crab Apple Blossom, | " 3 for 10c. .. | 20 |
| ½ " | Carnation Petals, | " 10c. .. | 60 | 1 " | Sweet Violets, | " 5c. .. | 60 | ½ " | Carnation Pink, | " 3 for 10c. .. | 20 |
| ½ " | Sweet Clover, | " 10c. .. | 60 | 1 " | White Carnations, | " 5c. .. | 60 | 1 " | Fleur de Lys, | " 5c. .. | 60 |
| ½ " | Chrysanthemum, | " 10c. .. | 60 | 1 " | June Roses, | " 5c. .. | 60 | — | | | - |
| ½ " | La France Rose, | " 10c. .. | 60 | 1 " | Turkish Bath, | " 5c. .. | 60 | 33 | Proceeds from selling Toilet Soaps ... | | $27 60 |
| 1 " | Heliotrope, | " 10c. .. | 1 20 | 6 " | King Castle, | " 5c. .. | 3 60 | | Value of Show Case, .... | | 12 00 |
| 1 " | Club Cologne Glycerine | " 10c. .. | 1 20 | 2 " | King Oatmeal, | " 5c. .. | 1 20 | | | | - |
| 1 " | Carbolic, | " 10c. .. | 1 20 | 2 " | Refined Tar, | " 5c. .. | 1 20 | | | | 39 60 |
| 1 " | Unscented Glycerine, | " 10c. .. | 1 20 | 1 " | P. W. Shaving, | " 5c. .. | 60 | | Our net price for Soap and Show Case | | 25 00 |
| ½ " | Jockey Club, | " 10c. .. | 60 | ½ " | Rose Superbe, | " 3 for 10c. .. | 20 | | | | - - |
| ½ " | Tar and Glycerine, | " 10c. .. | 60 | ½ " | Hyacinthe Superbe, | " 3 for 10c. .. | 20 | | Your Net Profit, .. .. | | $14 60 |

Owing to increased freight charges, the price for the above Assortment and Show Case for all points west of Rat Portage will be $27.00 net.

**John Taylor & Co.,** FINE TOILET SOAPS, **Toronto.**

# THE PROVISION TRADE

AND COLD STORAGE NEWS.

### AUTO-CURE BACON.

FOLLOWING is a description of auto-cure bacon as given in The Douglass Encyclopedia: After the hogs are killed and handled in the usual manner as well as chilled, the sides of pork are laid in rows on a sort of trunk which exactly fits into a large cylinder of steel, 32 ft. long, 6 ft. in diameter, and which will hold altogether 210 sides. The cylinder having been filled, the lid or shield, weighing 3½ tons, is slid into its place and is hermetically closed by means of hydraulic pumps at a pressure of three tons to the square inch. As soon as this is done all the air is pumped out by means of a vacuum of 28 inches. To give some little idea how high this pressure is, the Westinghouse vacuum brake on a passenger train afford a good example as a contrast — it only requires a vacuum of 6 inches to stop it dead. Thus one can easily understand how completely the air must be pumped out when the vacuum is raised four and one-half times as much. Of course, by this means the air is also pumped out of the pork, the pores of which open. This pumping out of the air lasts about one hour, and then the brine channel, leading from the brine reservoir holding 6,000 gallons of brine is opened, and the brine rushes into the cylinder of its own account, since there is no air there, and fills what is not taken up by the trucks and pork in a few minutes. But now a quantity of air has again penetrated into the cylinder with the brine, and when this has also been exhausted, the real auto-cure begins. This is effected by the following means: The brine is pumped into the cylinder at a pressure of 120 lb. per square inch until no more can be pumped in. By this means the pork, every pore of which was thoroughly opened while the air was being pumped out, becomes entirely saturated with the brine, and remains under the same pressure from four to five hours. The pickle runs back into the reservoir, and, after having been filtered and strengthened, can be used over and over again. The bacon can then be shipped at once. There is nothing to hinder the pigs being killed one day, salted the next and packed and shipped on the third day. In the machine-room is the hydraulic pump with an accumulator used to close the shield or lid of the cylinder, a vacuum pump to suck the air out of the cylinder, and a force pump to pump the brine into the cylinder. There are two reservoirs for the brine and two cylinders, and the bacon is pricked with a needle before being put into the latter. The auto-cure claims to be a great improvement in the curing of bacon, inasmuch as the bacon can be got ready for market much quicker, but whether or not the keeping qualities of the bacon are improved is a question on which opinion varies.

### FRESH MEAT FOR THE NAVY.

A correspondent asks us to state the terms of contract for the supply of fresh meat to the navy. The conditions, uniform throughout the United Kingdom, are: "The whole of the beef to be delivered under this contract is to be good, fat, well-fed, freshly-killed ox or maiden heifer beef, sweet, wholesome, and free from bruises, such as shall be approved by the commanding officer of the vessel, supplied as in all respects fit for His Majesty's service, to the entire exclusion of the flesh of any bull, bull stag, cow, or any beast whatever that may have dropped on the road. No refrigerated or frozen beef to be supplied." There is no further stipulation as to the origin of the meat.—Cold Storage.

### CONDENSED EGGS.

Condensed eggs are among the novelties in foodstuffs recently placed on the market. They are really eggs—not any chemical substitute—with some of the moisture removed and sugar added. It cannot be said that the tinned eggs look particularly appetizing, having the appearance of syrup of a brownish color. When they are beaten, however, they look and taste exactly like the fresh article. The War Office have made a large purchase of condensed eggs, which are warranted to keep for two years. The average lodger, however, will probably continue to try his luck with the landlady's provision.

### PHILADELPHIA SCRAPPLE.

Philadelphia scrapple is made of all the scraps of pork not needed for sausage, lard, or for salting. Split the head between the jaws, remove the tongue, which is also used, cut off the end of the snout, remove the jaw-bone, eyes and nasal cavities. The ears may be used, if carefully cleaned, and the cartilage removed after boiling. Put the head meat and the skin, which have been removed from parts intended for lard and sausage, to boil in water to cover them; 15 minutes after add the other meat, which may include the feet, nicely scraped, the trimmings of the hams and shoulders, the heart, a small part of the liver, and, if desired, the spleen, cacklings and the kidneys with the white part all cut out, but these are not generally used. The meat must be boiled until it will separate from bones, then taken out of the liquid and chopped fine. Strain the liquid to remove the small bones, and add to it enough water to make five parts liquid to three of meat. Set it boiling, then stir in the meat, with an equal amount of cornmeal, made of new corn, well dried before grinding, and ground fine. Stir while boiling, then season with salt, black and red pepper, and either sage, sweet marjoram, thyme or pennyroyal, whichever you prefer. Boil for about 15 or 20 minutes. Put away in pans in a cold place, when it will keep two or three weeks if the weather is cold. Cut it in slices about an inch thick, lay it in a very hot pan, fry only until brown on both sides.—Butchers' Advocate.

### THE PRICE OF LARD IN CANADA.

Editor CANADIAN GROCER,—Exceptional conditions by which the Chicago lard market is higher than the Canadian markets puts an entirely new phase on the lard situation in Canada, and one which should result in higher prices.

Cash lard to-day at Chicago is $10.80 cwt. tierce basis, as against $9.87½ for a higher grade of goods quoted by the Canadian packers, delivered at the principal jobbing points.

The foreign market dependent upon the United States for their lard supply is paying about one cent per pound more for a poorer grade of goods in the United States than can be secured in Canada under the present quotations. Apparently there is only one result following this unusual situation. The Canadian packers undoubtedly will take advantage of the foreign market and export their lard, unless they can obtain as good figures at home. This means an advance of anywhere from one-half to one cent per pound, and wise buyers should consider these facts very carefully, as there is strong evidence that they will pay more for all cooking grease, including the product of the swine, "Boar's Head" Refined Lard Compound and Cottolene.

H. R. LEAR.

Chicago, October 23.

### DRY-THAWING PROCESS IN NEW ZEALAND.

At the recent winter show A. H. Chapman, of Kurow, gave an exhibition of his dry-thawing process for defrosting frozen meat. Three quarters of beef and a couple of carcases of mutton were hung in the machinery annex, covered with waterproof sheeting. These were uncovered on Friday afternoon, in the presence of a number of gentlemen, at the invitation of the President



## HE COLDEST DAY IN THE YEAR

nor yet the hottest make no difference in our business since putting in our new and modern cold storage plant occupying 75,000 cubic feet.

We used to be like many of the other poor fellows whose business depends on the weather, rather than on the prevailing market prices, but we are thankful to say that this is now a story of the past.

Does it not stand to reason then that we are in a better position to handle your consignments of

# Butter, Eggs, Poultry, Etc.

than anyone else? If they arrive on a falling market we "chuck" them into cold storage and wait till we can realize better prices for you.

We are in a position this Fall to handle an unlimited quantity of produce. In addition to a large local patronage, we have splendid Export connections established. Send us all the Butter, Eggs, Poultry, and all kinds of farm and dairy produce you can get hold of. We will take them every time and pay you the **highest market price, cash,** or sell them on commission for you, whichever you prefer.

---

# The J. A. McLean Produce Co.

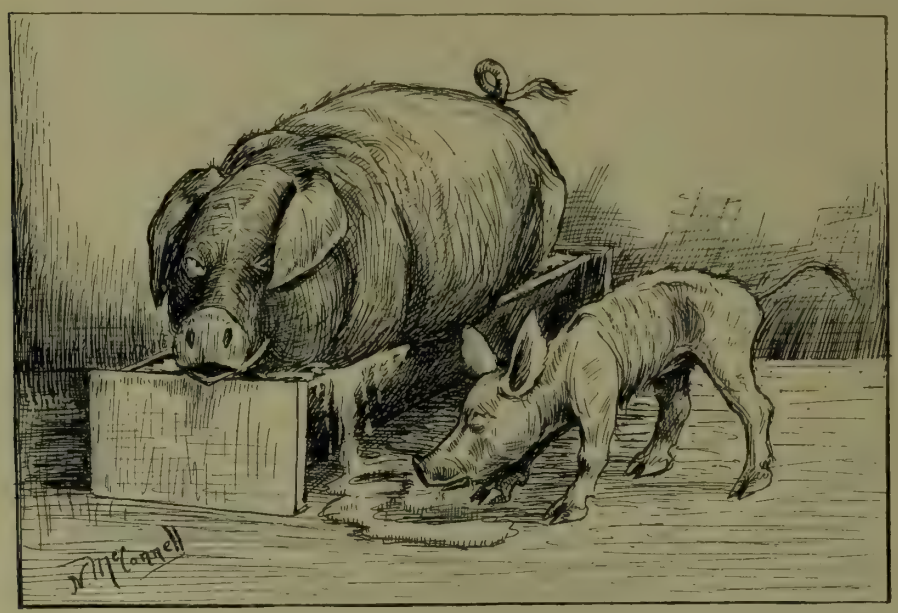
LIMITED

75-77 Colborne St., - TORONTO, ONT.

of the Agricultural and Pastoral Society, and one and all expressed a favorable opinion on the appearance of the meat, which opened up bright and clean and quite dry on the surface, instead of presenting the moist discoloration generally seen on meat thawed in contact with the atmosphere. Many of those who witnessed the success of the method employed by Mr. Chapman expressed wonder that it had not been adopted in London. Mr. Chapman said there were other reasons than the practical utility of the process that prevented its universal adoption, but he hoped yet to overcome the unreasonable opposition he has met with.—From The Otago Witness

### HOW TO MAKE MINCE MEAT.

A formula for making mince meat is given as follows by a New York firm: 450 lb. peeled apples, 75 lb seeded raisins, 75 lb. currants, 4 lb. citron, 4 lb. orange or lemon peel, 60 lb. boiled beef (75 lb. raw beef), 50 lb. suet, 10 lb. mince meat spice, 12 lb. salt, 8 gals. whiskey or spirits. Cook the meat until it is thoroughly done and let it get cold before it is chopped. Chop the beef with the spice and the suet with salt. Put all in a mixing trough and mix well, then add the whiskey, and lastly add the mince meat liquor which is made by taking 150 lb. C sugar, 8 gals. New Orleans molasses, 10 gals. sweet cider, 5 gals. water. Cook to 28 degs. on Baumes' saccharometer. This liquid should be made at least a day before it is wanted for use, so as to give it time to cool off. If used hot it will melt the suet and make the mince meat have a bad appearance. Use 1½ lb. "MM" preservaline to one ton, dissolving it in the cider.



Capital to Labor: "What are you squealing about? You get enough to live on, don't you?"
—The Moon, Toronto.

### THE PROVISION MARKETS.

TORONTO.

There has been a considerable increase in the arrivals of western dressed hogs. The prices have declined 50c.. and are now $7 per 100 lb. There is a good local demand for pork, but trade in beef is on the quiet side Lambs have declined ½ to ¾c. per lb. Quotations follow: Dressed hogs, $8.00 to $8.25; beef carcasses, $5.25 to $8.00 per 100 lb.; hind quarters, $7.00 to $9.00 per 100 lb.: front quarters, $4.00 to $5.50 per 100 lb.; veal, 7 to 9c., and lambs, 6 to 6¼c. Select live hogs are worth $6.00 to $6 10 and fat and lights, $5.50 to $5 85 per 100 lb. Choice export cattle are worth $5.25 to $5.75 per 100 lb., and lights, $4 25 to $5.00.

The demand for provisions has been well maintained and prices are steady and unchanged. The local packers of dressed hogs have commenced their operations for the season. We quote as follows: Long clear bacon, 11 to 11½c.; smoked breakfast bacon, 14½ to 15c.; roll, 12 to 12½c.: medium hams, 13½ to 14c.; large hams, 12½ to 13c.; shoulder hams, 11 to 11½c., and backs, 14½ to 15c; Canadian heavy mess pork, $21.50; short cut, $23 50 to $24.00; lard, in tierces, 10¾ to 11c. per lb. tubs, 11 to 11¼c., and pails 11¼ to 11½c.; compounds, 8¾ to 10c.; plate beef, $15.00 per 200-lb. bbl.

MONTREAL.

A good business has been done in all hog products during the past week, and in nearly all lines prices have have ruled steady. Jones' pork is at present practically unobtainable among jobbers, and there is also a marked scarcity of Armour's brands. This scarcity is likely to continue for a couple of weeks yet, if not more. The price of Canadian short cut mess pork is firm, in sympathy with the small offerings of fat hogs. Supplies are expected to increase, however, very soon.

Fresh killed abattoir dressed hogs are somewhat firmer at present, and the price is about 25c. per 100 lb. higher, being now $8.75 to $9 per 100 lb. There is a fair demand. It is thought that as the killing season approaches prices will rule lower, as there is plenty of feed.

In lard there is a moderate inquiry, and prices are steady and unchanged. Hams and bacon are still in active movement. Bacon continues to be scarce on this market. Our quotations are: Pure Canadian lard, $2.37½ to $2.40 per pail; Fairbank's "Boar's Head" lard compound, 9⅝c. tierce basis, with extras as follows: 60-lb. tubs, ¼c. over tierce; 20-lb. tin pails, ¼c.; 20-lb. wood pails, ½c; 10-lb. tins, ¾c.; 5-lb. tins, ⅞c.; 3-lb. tins, 1c. Snow White and Globe compound, $1.80 to $1.90 per pail; Cottolene, 11¼c. for 20-lb. pails, and 11⅛c. for 60-lb. tubs, for Quebec and Ontario; hams, 12 to 14c.; heavy Canadian short cut mess pork, $24.50 to $25; Canadian short cut clear pork, $23.50 to $24; American short cut clear pork, $24 to $24.50; American fat back, $24.50 to $25; bacon, Wiltshire, 14 to 15c. per lb; extra plate beef, $14.50 to $15 per bbl.

ST. JOHN, N.B.

In barrelled pork very full prices rule. Some satisfactory mess pork is being received from Ontario. Quantity of domestic offering is still light. In beef, prices continue high and sales in this line have shown a falling off from year to year. Fresh beef is being used in the woods. In domestic fresh beef, prices are quite low. Beef runs quite light. Western beef is still high. Pork is scarce. Lamb is plentiful. We quote as follows: Mess pork, $23 to $23.50; clear pork, $23 to $26; plate beef, $15 to $16; pure lard, tubs, 11¾ to 12c.; pure lard, pails, 12 to 12¼c.; compound, 9 to 10c.; Fairbank's refined, 10 to 10½c.; domestic beef, 5 to 7c.; Ontario beef, 7 to 9c.; pork, 8c.; mutton, 5c.; lamb, 6 to 6½c.; veal, 5 to 7c. per lb.

Mr. Potter, representing The N. K. Fairbank Co., is in the city this week. This is the season of large sales for "Boar's Head" lard and "Gold Dust" washing powder.

---

King Edward receives 1,000 letters and 30,000 newspapers daily; the German Emperor, 600 to 700 letters; the King of Italy, about 500; the Queen of Holland, 100 to 150. The Pope's daily receipt of letters and papers amounts to from 22,000 to 23,000, and he requires the services of 35 secretaries.

# The Palmerston Pork Packing Co.
LIMITED.

# Pork and Beef Packers



RETURNED DEC 3 1902

**Exporters and Wholesale Dealers in all sorts of Provisions.**

Our Brand of Bacon has taken a first place in the market of Great Britain, and our Hams, Bacon and Lard are favorably known all over Canada.

All our Bacon is cut from selected and well-finished hogs and is mild cured.

TRY US WITH A SAMPLE ORDER.

English Representatives:
**Campbell, Shearer & Co.,**
**4 Eastcheap, London, E.C.**

**The Palmerston Pork Packing Co.**
Limited
PALMERSTON, CANADA.

# For 50 Years

we have been curing **Hams** and **Bacon,** making Lard and Selling Butter and Cheese.

We think we make as good Hams, as good Bacon, and as good Lard as your money can buy. We also think we know the best Cheese Factories and the best Creameries in Ontario, and handle their product.

WE ALSO SELL

**Fresh Sausage, Bolognas, Mince Meat, Onions, Honey White Beans, Lima Beans,**

and shall be glad to hear from you regarding your wants for any or all of them.

# F. W. FEARMAN CO.
(Limited)
**HAMILTON, ONT.**




Have **YOU** bought the

# Old Reliable?

For sale by every wholesale grocer from the Atlantic to the Pacific.

Packed only from the finest Red Sockeye Salmon.

EVERY CAN GUARANTEED.

# Every Retail Grocer



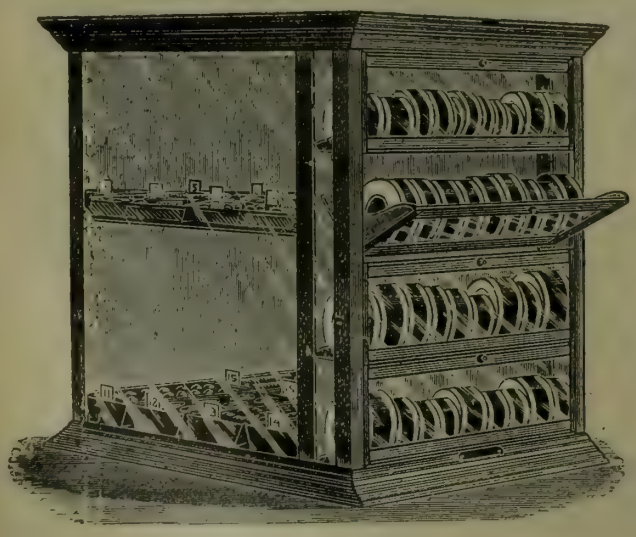

Orders can be filled by any of the leading packing houses or jobbers in Canada or direct.

in Canada needs The **N. K. Fairbank Company.** The **N. K. Fairbank Company** needs every retail grocer in Canada. In other words, we need each other. Let us study those things that are to our mutual interest, laying aside all prejudices. We claim that our **Boar's Head Brand of Refined Lard Compound,** being practically vegetable oil that grows out of the ground, is more wholesome than it is possible for a product of the swine to be. It is absolutely free from the germs of hog cholera, scrofula and trichina inherent in considerable of the hog product. If this appeals to you, then try **Fairbank's Boar's Head Brand of Refined Lard Compound** and we will both have made use of each other to our mutual advantage. Costs less, works better.

## THE N. K. FAIRBANK COMPANY.

**Wellington and Ann Sts., MONTREAL, QUE.**

**Chicago. New York. St. Louis. New Orleans. San Francisco. Baltimore. Boston. Philadelphia. London, Eng. Hamburg, Ger.**



NOTION CASE.

# GROCERS' SHOW CASES.

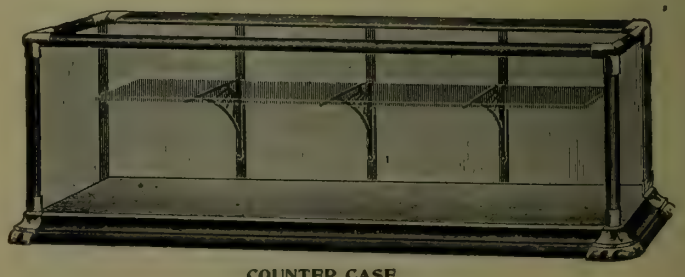
Display your confectionery, cigars, notions, etc., in a neat counter case. Best materials and workmanship.

**They cost little and will help business.**

**Bread, Butter and Cheese Cases, Glass Counters, etc.**

We will be pleased to quote you close prices on anything in the store fixture line. That is our specialty.

**Send for 100 page Catalogue.**



COUNTER CASE.

CLATWORTHY & CO., 48 Richmond St. West, TORONTO.

# "TOMAHAWK" BRAND Hams and Bacon

Are rapidly cutting their way into popular favor.

The secret of their success is their uniformly excellent quality and flavor.

Grocers and Butchers are fast recognizing these facts, and orders are correspondingly on the increase.

If you are not handling the "Tomahawk" Brand do so at once and gain the thanks of your customers.

**The Farmers' Co-Operative Packing Co.**
**of Brantford, Limited.**

All first-class Grocers and Provision dealers should handle the

# "L. & S." and "Imperial"

**Brands of Smoked Hams, English Breakfast Bacon, Backs, Lard, Etc.**

**LONG CLEAR BACON.**

New cured, free from rust, light or medium weights.

Write or wire us for quotations in case or car lots.

**Fowler's Canadian Company,** Limited

**HAMILTON.**

Bovril

**BY SPECIAL APPOINTMENT**
**PURVEYORS TO HIS MAJESTY THE KING.**

THE DEMAND FOR BOVRIL CONTINUES TO INCREASE ENORMOUSLY AS ITS MERITS BECOME WIDER AND WIDER KNOWN. Grocers will serve their own interests by keeping a plentiful supply on hand to meet the requirements of their customers.

**BOVRIL IS THE ORIGINAL AND ONLY RELIABLE FLUID BEEF.**

# TRADE IN COUNTRIES OTHER THAN OUR OWN.

### LARGE PRUNES SCARCE.

A TELEGRAM from the Coast withdrew an offering of 40-50's prunes, Santa Clara, made by wire several days ago on a 3¼c. four-size basis f.o.b. in bags. The advices stated that this size at the moment is practically unobtainable, packers experiencing the greatest difficulty in securing sufficient stock to fill their obligations at a cost above the figures mentioned. A letter stated that the proportion of 40-50's in the Santa Clara crop would fall below the lowest estimates yet made. "Sizes 50-60's," the advices say, "are also bringing a premium over the 2½c. four-size basis, and it looks as though there would be considerable short selling in this section."

### CANNED SALMON ON THE U. S. COAST.

Mail advices from Portland, Ore., say of salmon: "The market continues strong, although business at present is not heavy. The shortage this year is variously estimated at from 1,000,000 to 1,500,000 cases, but no definite statement can be made as the canneries have not yet sent in full reports and the fall run is a matter of guesswork. The demand for salmon has increased more than 100 per cent. since 1898, due to the increased consumption in the Orient, Australia, South Africa and the United Kingdom. Fall packing is under way on the Columbia River, the Oregon coast and Puget Sound. The pack on the Columbia will probably exceed that of last year, but in the other two districts it is too early to determine the results. The total Coast pack is placed at nearly 1,000,000 cases."

### VALENCIA RAISINS IN ENGLAND.

The supplies of Valencia raisins this week proving unequal to the demand, a very strong market has been experienced, and prices have advanced 2s. per cwt. on lower quality, and 3 to 5s. on medium and best. A considerable amount of dissatisfaction with the values has been evident this season on all hands, and it is, therefore, interesting in this connection to observe by comparison of the duty-paid clearances of this season and last, that in point of quantity this year's trade marks an increase on that of the previous season. The clearances from the commencement of the season up to and including October 1 total 811 tons against 673 tons for the corresponding period of last year, whilst the arrivals this year up to date are about 1,000 tons less. The shipments afloat and available for the next two weeks are on a small scale and firm markets are therefore anticipated, but it is hoped that the prices realized of late will attract fuller supplies, at least sufficient to obviate any possibility of prices reaching a dangerous limit. The market for muscatels remains firm at the moderate prices established a week ago, and with a good demand nearly all that were offered for sale changed hands.—Produce Markets' Review, October 11.

### NEW PERSIAN DATES IN NEW YORK.

The first arrival of the 1902 crop Persian dates reached New York on the ss. Tabaristan a week ago, and consisted of 109,000 boxes of Persian dates and a shipment of Fard dates from Muscat. The Persian dates included 73,000 boxes of Hallowees, 11,000 boxes of Khadrawees, and 25,000 boxes of Sairs. The prices made by the importers on October 11, and which still obtain, were 4c. for Hallowees, 3⅝c. for Khadrawees, 3⅝c. for Sairs, 4½c. to 4¾c. for Fards in boxes and 5¼ to 5½c. in cases as to brand. Of the Persian dates it is reported that two-thirds of the cargo has been sold to arrive. Of the Khadrawees, all are reported sold, and one importer states that he is sold out of Sairs. The buying out of this cargo is said, by The N. Y. Journal of Commerce, to have been very liberal, and a considerable portion of the quantity sold is reported to be destined for interior points.

### CANNED SALMON IN ENGLAND.

A British trade paper says: "Very large deliveries have been made of salmon from both London and Liverpool for the month of September, again proving how consumption increases when prices are popular. Advice has been received by cable that the steamer Kambyses, which had on board about 40,000 cases of Alaska salmon, has been wrecked at Punta Guionos, and her cargo lost. The market for forward Alaska in consequence is decidedly firmer, and holders are inclined to withdraw their lowest quotations until further news is received."

### SITUATION IN CURRANTS.

Later arrivals of currants indicate that the reports of damage to the crop by rain, while not of the disastrous character and extent reported, were true to some extent. Also, that while on the whole this year's production is most excellent, still there is a considerable portion of harsh, badly harvested and carelessly graded fruit in all qualities, and an unfortunate deficiency of those really fine parcels of Vostizza and Panariti which are so highly appreciated by the more fortunate class of grocers who possess a clientele willing to pay full prices for a fine article. The force and bearing of these remarks will be strengthened as the season progresses, and as the stock is picked over. It can hardly be too strongly urged this year, when for so many reasons the demand for currants is exceptional, that those buyers, who make early and full provision for their requirements will reap many advantages. They will certainly be able to get good and suitable fruit, which at present is still plentiful, and when the universal rate of distribution is considered, they may at least expect to do more advantageously in the matter of price, than if they wait until stocks become depleted. The attention of speculators is already being turned towards this article, and although it may be hoped that these gentlemen will do the trade the favor of deferring their operations until the Christmas business of this year is done, still, when the relative position of the various staples of dried fruit is considered, it must be confessed that currants towards the turn of the year will offer a great temptation for an operation for the rise. In the meantime clearances continue large and prices without change, and stocks are now as plentiful and well assorted as they can well be at any period of the season.—Produce Markets' Review.

### CANNED TOMATOES EASIER IN BALTIMORE.

Tomatoes are slightly easier at present writing, quotations being about 92½ to 95c. for standard 3s. A general belief has been propogated throughout the country that a vast pack of tomatoes has been put up in Baltimore, and jobbers and their agents are doing their best to use this as a bear argument. The fact is overlooked that the counties rushed their goods to this market as fast as packed for the sake of getting in at the good prices, and the country seems inclined to disbelieve the reports that the West has drawn very heavily upon Baltimore for supplies. But the amount of business still being done here in tomatoes will soon have a beneficial influence on the situation, although we believe all parties in interest as far as growers and packers are concerned should be satisfied with the present quotations. It is a fact that every packer in this city has had one of the busiest seasons of his experience, for not only corn and tomatoes have been in extraordinary demand but beans of all kinds, peaches, and even pumpkin have been in request from all parts of the country. This has resulted in a very heavy demand for cans, cases and solder, and the year 1902 will stand as a red letter year in the industry.—The Trade, Baltimore, Md., October 24.

N. Y. Journal of Commerce, October 25.—"It was stated to-day that considerable rejections of Southern pack tomatoes have taken place in the last few days on account of quality of stock being delivered. Some of these rejections are being offered at material concessions from the present market. One carload is reported sold after rejection at 90c. regular terms here, the quality of the goods being, it is stated, fair standard."



If you want to sell the **Best Tea**

The most **Popular Tea**

The Tea that **increases your trade**

Sell

# Blue Ribbon Ceylon

**It is the best in the world.**

P.S.—If you do not have it in stock order at once from

**BLUE RIBBON TEA CO.,**

**12 Front St. East,**

**Toronto.**

# Get Acquainted

with these good brands and you will soon find that you can have no better friends. If ever-increasing orders are a sign of quality, then they are at the very top, for, to one package sold when first introduced, three years ago, I now sell at least five.

RETURNED
NOV 11 1902

## "Condor"

Japan Teas. Natural leaf, fine, clear, strong, flavory liquor, from 20 to 40c. per lb.

**"CONDOR"** Mustard. Absolutely pure. The best in the world. It has flavor and strength. 12-lb. boxes, ¼-lb. tins, 35c. per lb.; ½-lb. tins, 33c. per lb.; 1-lb. tins, 32½c. per lb.

**"CONDOR"** Vinegar. Pure distilled, strong, bright as crystal. 25c. per gal.

**"CONDOR"** Baking Powder. A choice article, giving the greatest satisfaction. 1-lb. tins, $2.25 per doz.; ½-lb. tins, $1.35 per doz.; ¼-lb. tins, 80c. per doz.

**EMD**

One line of extra choicest Japan Tea, under this brand. 40-lb. boxes, at 37½c. per lb.

**PURE COFFEES, PURE SPICES.**




## Madam Huot's Coffee

A true Parisian blend of the purest and best Coffees. It is rich, creamy, delicious.

1-lb. tins, 31c. per lb.
2-lb. tins, 30c. per lb.

## "Nectar"

The perfection of all Black Teas in lead packets. Of rich, fragrant liquor, at 20, 25, 35, and 45c. per lb.

**EMD** Baking Powder. A pure cream of tartar powder. ***Equal to the best imported.*** 1-lb. tins, $3.25 per doz. ; ½-lb. tins, $1.75 per doz. ; ¼-lb. tins, $1.20 per doz.

**EMD** Vinegar. A pure distilled vinegar, the highest quality and strength, at 30c. per gal.

# "Old Crow"

A scientific blend of Black Teas in useful bronzed tins, 10, 25, 50, and 80 lbs. at 17½, 20, 25, 30, and 35c. per lb.

**"OLD CROW"** Vinegar. Pure distilled, fine, clear as water from a spring, at 20c. per gal.

**"OLD CROW"** Baking Powder. Of high quality. 1-lb. tins, $1.25 per doz. ; ½-lb. tins, 70c. per doz. ; ¼-lb. tins, 45c. per doz.

**"OLD CROW"** Mustard. A high-class compound. 12-lb. boxes, ¼-lb. tins, 25c. per lb. ; ½-lb. tins, 23c. per lb. ; 1-lb. tins, 22½c. per lb.

4-lb. stone jars, 70c. each ; 1-lb. stone jars, 25c. each.

## Special this week. Just coming in Ex Str. "Empress of Japan," via Vancouver.

14 cases choicest Moyune Gunpowder. Extra fine liquor and beautiful leaf, at 37½c. per lb.

25 half-chests 1st crop fine Moning Congou at 15c. per lb.

144 boxes, 30-lbs. each, Ping Suey Young Hyson, of good quality, at 16c. per lb.

24 half-chests Moyune Young Hyson, very fine, at 17½c. per lb.

18 half-chests Sow Mee Points Young Hyson, a rare one, at 20c. per lb.

## Ex Str. "Indrasambra," via Portland, Ore.

103 half-chests "Condor" XX Japan Tea
50 30-lb. boxes "Condor" XX Japan Tea } 20c.

## Ex Str. "Barenfels," from Calcutta to Boston.

**JUST IN**—100 30-lb. boxes Indian Pekoe Black Tea at 17½c. per lb.

**JUST IN STOCK**—97 catties Medium Pinhead Gunpowder. A beauty, at 25c.

I have an immense stock of Teas of all kinds, all fresh. It will pay you to ask for samples.

**Specialty of high-class goods in Teas, Coffees, Spices and Vinegars.**

# E. D. MARCEAU,

281=285 ST. PAUL ST., Montreal

## FLOUR IN THE GROCERY STORE.

IN giving hints on window dressing Inland Grocer has the following to say: You would never guess from the rough, brown, shaggy shell of the cocoanut what a delicious and beautiful white meat lay within. It is so with many things. A crude exterior often hides an attractive interior. No less true is it of the grocer's wares nowadays when nearly everything is put up in some kind of a package. The packages are often things of beauty themselves, as witness the nicely lithographed labels on the canned goods and the pretty cartons in which various products pass through the grocer's hands unopened. But while these are pretty to the eye often, you could hardly call them appetizing. They do not make the mouth water nor the tongue to roll at the very sight.

There is a hint in all this for the grocer. It will pay him to break open a package occasionally and show the passer-by what good things are within. It will pay him to go still farther. What good do you suppose a food show would do a manufacturer if he simply piled up his flour in sacks or his baking powder in pretty cans or his cereal breakfast food in colored cartons? He would soon find the fellow across the way who was showing what these things would make was getting all the orders and the advertising.

People do not eat tin cans and flour sacks. They do not even eat flour and baking powder. They eat bread. The housewife is interested to know what these things will do when it comes to the test of bread-baking and cake-making. A fine appetizing loaf of bread will attract her attention mighty quick and if she is at once told that such-and-such flour was used and, if used according to directions, always brought similar results, she would be interested.

It is with the notion that a window display can be made to cause desire that the accompanying display was designed. And it would be a splendid thing if grocers could be gotten into the habit of utilizing this idea frequently in their displays, both in the window and inside the store. Show as much goods as you can in the form in which it is to appear upon the table. It will not only attract attention by its novelty but will make customers because it will appeal more quickly and surely to the appetite.

A flour display may be arranged by placing in the rear for a background a row of large sacks of flour. In front place dishes containing some of the loose flour so that spectators can see what it looks like outside the sack. On a plate place a loaf of the finest bread you can secure from the flour, cut the loaf and let the slices remain on the same plate, together with a bread knife.

On another plate have some biscuit, also the finest you can secure, and on the other side a pan of rolls or rusk. Set off the display with a couple of rolling pins or anything else of that nature which your fancy may suggest. Do not crowd the window too full at any time.

## WHERE "KKOVAH" GOODS ARE FOUND.

The accompanying cut gives a faint idea of the great "Kkovah" works, of Manchester, England, where the world-renowned food specialties are manufactured. The factory is certainly one of the largest and best equipped in Great Britain, and the output of the firm's many specialties is enormous. They comprise such articles as jellies, ginger brandy, cherry brandy, baking and egg powders, health salt, custard and blanc-mange powders, etc., and are all labelled with the brand "Kkovah." This name is a household word throughout Great Britain, and we expect it will soon gain the same distinction in Canada, as the "Kkovah" specialties are now being introduced to our grocers by Greig Mfg. Co., of Montreal, and once the customers get a taste of these lines repeat orders are sure to follow.




## TRIED AND PROVEN.

"Globe" Metal Polish is a well-known line to all the grocery stores of Great Britain, where it has had for years a phenomenal sale due to the merits of the goods, and bright advertising. It is put up in an attractive tin and sells at a popular price. Is a convenient and handy package for a grocer to handle. These goods will undoubtedly have a large sale in Canada, for in the short time they have been on this market their success has been remarkable. Repeat orders have constantly been coming in from wherever the goods have been introduced. This company are assisting and furthering the efforts of the retailers to place their goods on the market by some very catchy novelties for advertising. Grocers should try a sample lot of "Globe" Metal Polish and permanent trade will surely be established. This article is not an experiment, its merits have been thoroughly tested and proven, and unquestionably it is a safe and satisfactory line for every dealer to stock, for the demand for good metal polish, easily handled and quickly sold, has been for some time apparent to the trade. Success to "Globe" is assured.

## 1776 SOAP POWDER.

"1776" soap powder has experienced during the last few months a great increase in sales in Canada. This company are backing the grocers' efforts with a fine line of premium pictures and etchings, the originals of which were executed by some of the world's greatest artists, as Paul de Longpre, Virginia James, Percy Morgan and J. L. G. Ferris. These premiums are eagerly sought for by the public. Their potash or lye (ready soap maker) is also a good salable line, and finding great favor with the trade.

B. T. Babbitt's goods have been on the market for over half-a-century, and enjoy a world-wide reputation for quality. They have a branch office and warehouse in Montreal, where all orders or inquiries will be promptly attended to. The merchant can make no mistake in stocking these lines.

Now the Finest and Best Equipped

# Wholesale Grocery Warehouse

in Canada



TO QUICK BUYERS, ARRIVING ABOUT NOVEMBER 1, WE OFFER :

| | | | | | | | | |
|---|---|---|---|---|---|---|---|---|
| 600 Boxes | "Eureka" | Fancy | 4-Crown | Seeded | Muscatels, | 16-oz. | Pkge., | 10c. |
| 300 " | "Guardian" | " | 3-Crown | " | " | 16-oz. | " | 9½c. |
| 300 " | "Sentinel" | | 3-Crown | " | " | 12-oz. | " | 8c. Pkge. |

Send in your orders early.

## "WHEAT-OS."

The new breakfast food. Do you sell it ?

Goes further than Rolled Oats.
An 8-lb. cotton bag retails for 25c.

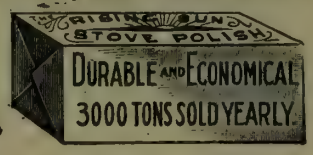
To any Grocer in Ontario, who has never sold it, we will ship one sack containing 12/8's, freight prepaid, to introduce it.

THE EBY, BLAIN CO., LIMITED,

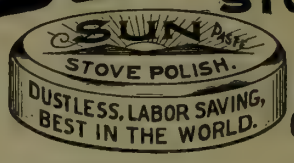
WHOLESALE IMPORTING AND MANUFACTURING GROCERS,

Toronto, Can.

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE




SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE




Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

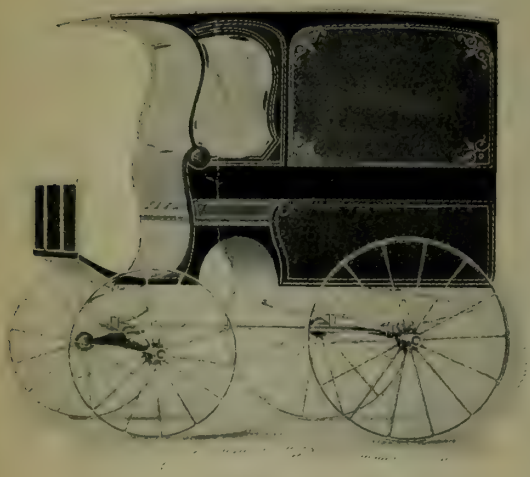
MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

## GROCERY DELIVERY WAGONS.

ONE of the best advertisements which a grocer can have is his delivery wagon. It goes everywhere with his name upon it, and if it is dingy in appearance his business is set down accordingly. On the other hand, if he drives up for morning orders in a smart rig, it is certain to inspire confidence.

Many of the largest and most successful business men to-day have their delivery wagon built upon very attractive lines—even gaudy. It is not necessary to have a gaudy wagon, but a neat and attractive



An Up-To-Date Grocery Wagon.

outfit is undoubtedly good policy on the part of any merchant.

Many lines might be suggested for the building of a delivery wagon, but all are not suited alike. Perhaps the easiest and best way out of the difficulty is to consult a man experienced in this line. Many firms, especially in the cities, make a specialty of this class of trade, and visitors to the Toronto Industrial Fair were enabled to inspect several very attractive vehicles of this sort. We herewith present an illustration of an up-to-date delivery wagon suitable for groceries and built upon neat and attractive lines, also combining the substantial. It can be made either three-spring or platform gear as desired, with either leather or wooden dash, and with plate glass sides. It may be built in size and weight to suit the customer, and, when neatly lettered, cannot fail to be a good advertisement for the owner. In addition to its other good qualities, it can be manufactured at a very reasonable outlay. Firms making a specialty of this class of work have the advantage over the average local dealer, whose wagon, though it may be substantial, lacks the finish. This difference is more than made up in the advertisement to be derived from a vehicle with a city finish.

## PROPOSED GROCERY COMBINE.

A despatch from Philadelphia says: "The Merchants' Wholesale Grocery Co., which is trying to orgnize all the retail grocers into one body, is sending out a circular from its headquarters, 25 South Water street, saying that it will open a branch concern in Pittsburg on January 1. In this branch a complete list of all goods handled in a first-class grocery store will be carried under a thoroughly competent manager, and the company says it expects to have 1,200 members of the retail trade in that territory."

Referring to the foregoing, we might say Canada is none behind her American neighbor in this respect, for it is now more than a year ago when a company obtained a charter under the title of Grocers' Wholesale Co., Limited, Hamilton, the stock being largely subscribed for by active retail grocers throughout Western Ontario, and a successful statement for the year ending June 30 has been issued, proving that, with proper support and management, dividends can be declared to shareholders.

As business is conducted through the issue of weekly circulars, it must necessarily follow that a heavy item of expense can thus be saved. In addition to that, it is possible to buy to avoid carrying surplus stock, being able to know almost actual requirements. It is an economical method of conducting a wholesale business, and a system that should appeal to the independent cash buyer.

## WIARTON BEET-SUGAR FACTORY.

The plant of The Wiarton Beet Sugar Manufacturing Co., Limited, Wiarton, Ontario, is now nearly completed, and will be in operation by November 10. This plant is located in one of the best beet-growing districts in Ontario, and is situated on the banks of Colpoy's Bay, where it gets its supply of good clear spring water, which is very essential in making beet-sugar.

The beet crop in this district is very good, although the weather has been unusually wet, and the beets are not ripening as early as they would in a dry season. The capacity of the plant this year is 400 tons, the buildings being large enough to increase it to 700 tons, which the company plans to do if a sufficient quantity of beets can be secured another year. This plant, together with the other large concerns that are being located at Wiarton, will make this town one of the best in Northern Ontario.

## A FAVORABLY SITUATED FACTORY.

Situated in the beautiful Bay of Quinte district the Belleville Canning Co., of Belleville, Ont., possess great facilities for turning out goods of the first quality. The climatic conditions of that section of the country are highly advantageous for the growing of peas and other vegetables of excellent quality. The products of this factory comprise corn, peas, beans, tomatoes, fruits, jams, jellies, and boned chicken, turkey and duck. Every grocer would do well to give this product a trial in his store.

## SHIPPING FACILITIES AT HAMILTON.

The Grand Trunk Railway improvements at Hamilton for handling freight will be very complete when finished. The company has purchased the property on Ferguson avenue, extending from Robert to Barton streets, and intend erecting buildings to meet the demand of the "Ambitious City's" steady increase as a distributing centre. This will save a long haul to and from wholesale houses, and will allow loading and unloading to be done promptly.

# Rowat's Pickles

A READY SELLER AND A PROFIT PAYER.

Rowat's Popular Price Pickles don't stay on your shelves. They sell at sight and the quality is as good as the best. When ordering your winter supply

Buy **ROWAT'S**

They Sell Themselves.

# BEE STARCH for the Summer.
# BEE STARCH for the Winter.
# BEE STARCH all the year round.

Less labor, less worry, less trouble, easy to prepare and easy to use.

A profit-payer and increasing in demand every day.

Buy a sample order of our **Soda, Starch** and **Borax,** and get a valuable premium free. Ask your wholesaler about it or write to

## Snowdon, Forbes & Co.

449 St. Paul Street, MONTREAL.

NOW IN STORE

New Cleaned Currants.
New Select Valencia Raisins.
Crosse & Blackwell's Peel.
York Peel.

Get our prices before buying.

THOS. KINNEAR & CO.,

Wholesale Grocers, 49 Front St. East, TORONTO

## BUSINESS CHANGES.

### DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

ISAAC IRVINE, agent, Martintown, Ont., has assigned to Jas. A. Cameron; his creditors meet on November 1.

A. Levert & Co., grocers, Montreal, have assigned

Raby & Motard are curators of Joseph Picard, grocer, Montreal.

N. St. Amour is curator of Mrs. A. Lanthier, grocer, Montreal.

J. Landes & Cie., dealers in tea, crockery, etc., Montreal, have assigned.

C. A. McDonnell is curator of Neilson & Tees fish dealers, etc., Montreal.

Adrien Barrette, general merchant, St. Tite, Que., is offering to compromise.

Robert F. McDonald, baker, Vancouver, is offering to compromise at 22½c on the dollar.

A consent of the assignment of Emilien Cadieux, grocer, St. Henri de Montreal, has been filed.

The assignee is in possession of the premises of Barker & Co., general merchants, MacLeod, N.W.T.

J. D. Lalonde & Co., general merchants, St. Benoit, Que., have assigned to Lamarche & Benoit.

V. E. Paradis has been appointed curator to the vacant estate of J. Pineau & Co., general merchants, Bic, Que.

### SALES MADE AND PENDING.

C. S. Judson, grocer, Wallaceburg, Ont., has sold out.

The assets of John Cunningham, baker, Ottawa, are to be sold.

George Smith, miller, Port Elgin, Ont., is advertising his business for sale.

W. G. Locke, grocer, Napinka, N.W.T., is advertising his business for sale.

A. B. McGregor, general merchant, Appin, Ont., is advertising his business for sale.

John Lickford, grist and saw mill, Redwing, Ont., is advertising his business for sale.

The stock of the estate of Barker & Co., general merchants, MacLeod, N.W.T., is advertised for sale by auction, on November 4.

### PARTNERSHIPS FORMED AND DISSOLVED.

E. Poliquin & Cie., traders, Montreal, have dissolved.

Fisher & Malone, general merchants, Cochrane, N.W.T., have dissolved.

### CHANGES.

B. Cristall, grocer, Edmonton, N.W.T., is out of business.

Caldwell & Bishop, grocers, Nelson, B.C., are out of business.

T. Martineau & Cie, tobacco, cigars etc, Montreal, have registered.

The Toka Co., dealers in teas, coffees, etc., Montreal, have registered.

M. E. Wigle, grocer, Leamington, Ont. has sold out to G. W. Sawyer.

Walter Powell, grocer, London, Ont., has sold out to James Merritt.

J. P. Curtis, grocers, etc., Vancouver, are succeeded by Mrs. M. Aldred.

A. Hoolahan & Cie., manufacturers of tobacco, Montreal, have registered.

E. E. McKinistry, general merchant, Dauphin, Man., has sold out to S. Haniford.

Walter Mitchell, general merchant, Port Stanley, Ont., has sold out to Hawkins & Dales.

Ward & White, general merchants, Northern, N.W.T., have sold out to Martin Finseth.

D. H. McRitchie, grocer and baker, Rodney, Ont., has sold out to Campbell & McMillan.

H. C. Wulf, wholesale liquor and cigar merchant, Calgary, N.W.T., has obtained a licence.

Simon Leiser & Co., wholesale grocers, etc., Victoria, B.C. are succeeded by Simon Leiser & Co., Limited.

The offer of G. Pommerleau, general merchant, Beauce Junction, Que., to compromise at 25c on the dollar has been refused.

### FIRES.

G. Marchand, grocer, Tilbury, Ont., has sustained damage by fire.

### DEATHS.

James Dillon, grocer, Hamilton, is dead.

S. L. Richard, dealer in cigars, etc., Montreal, is dead.

P. H. Cormier, of Cormier & Gaudet, confectioners and grocers, Moncton, N.B. is dead.




It's Dutch.

Bensdorp's Royal Dutch Cocoa.

No finer Cocoa made. A Ready Seller.

FOR SALE BY ALL JOBBERS.

Agents—A. F. MacLAREN IMPERIAL CHEESE CO., Limited, Toronto.

FALCON BRAND
CANDIED PEELS
LEMON—ORANGE—CITRON
THE DAVIDSON & HAY, LIMITED
Wholesale Grocers. TORONTO.

## CO-OPERATIVE DELIVERY.

IN different places of the United States pense, have inaugurated a co-operathe grocers, to save time and extive delivery system which has so far been quite successful. Particulars might be of interest to some of our readers, and so we publish an answer from Bowlby & Hall, Wellington, O., a place where the system is in operation, to a letter of inquiry from The Inland Grocer. The letter follows:

The co-operative delivery system as in operation in Wellington is more than meetiag our expectations. When we inaugurated the system we expected it would save us dollars, nerve force, etc., but after so many years of the go-on-the-spot way, we hardly expected the new system to find favor with the consumers generally, until after months of education. In this, however, we have been happily disappointed. We found the public was not slow to see the advantages of a service which is regular, every day, and which can be depended upon for promptness and necessary attention to the filling of orders, that the goods reach them in the best possible condition.

In less than a week words of praise were coming from the source from which we expected complaints. Everybody satisfied with the new way, the public because goods reach them promptly and with fewer errors; the grocer—well, it seems like doing business in a new world. Where with the old plan, everything was hurry and confusion from early morning until night. Now there is system. Every order is carefully put up and placed in a basket by itself, labelled with name, street, and number, so that the driver can see at a glance where it goes. Orders for different parts of town have their place of assembling, so that when the wagons drive up, often 50 to 75 orders are placed in the sequence in which they are to be taken out and they are gone in ten minutes. Then we can begin to put up orders for the next trip.

Our C. O. D. orders are taken care of in a very simple manner. The customer pays the driver, taking his receipt for same. The stub is brought back to us with the money. We O. K. it and this stub the driver keeps.

We see no reason why any town of not more than 25,000 could not adopt this system successfully. We have heard it said that our town, being compact and with all groceries centrally located, is adapted to the co-operative system, where, the place larger and stores more scattered and in greater numbers, the system would not be practicable. This does not look like a serious problem to us, however. Starting a wagon from the store farthest from a central station each way, all meeting at a stated time at the central station, and there reloaded for final delivery is practical, and we understand is being worked successfully in Delaware, Ohio.

We can see no reason why the plan should fail if it is properly started and if every grocer is anxious for its success. And they should all be interested, for by it a decrease in expense is accomplished that is certainly worth the effort.

## "IRISH MOSS" BUTTER.

Advices from Indianapolis say: "Butter help" is the name of one of the latest adulterants that the State Board of Health has learned of. The United States Treasury Department requested the board to furnish a sample of it for analysis. "Butter help," Secretary Hurty, of the board says, "is made by mixing water with neutral fat by means of a mucilage made of Irish moss. The 'help' comes in barrels from Chicago and looks and smells like butter. It contains from 35 to 40 per cent water. It is used by mixing the butter in any quantity desired." The mucilage from Irish moss makes it possible for water and fat to coalesce and form a solid. The State Board of Health is informed that there are many persons going about in Indiana teaching people how to use it. Secretary Hurty thinks a law should be passed making such teaching a crime.




UPTON'S
Jams, Jellies and Marmalade
Are a Safe Investment.
They will give you and your customers satisfaction.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited.
SOLE AGENTS, TORONTO, CANADA.

# THE OFFICE

DEVOTED TO THE OFFICE STAFF OF BUSINESS ESTABLISHMENTS.

### BOOKKEEPING IN THE RETAIL STORE.

(By the Critic.)

MANY merchants owe their inability to succeed in business to a failure to keep a proper system of books. There is not a proper account kept of the cash receipts and disbursements, too often the ledger is not correctly posted, and sometimes no ledger is kept at all. Accounts are not rendered promptly, and often goods are sold without being charged or an entry made in the cash book. Carelessness everywhere is predominant in the bookkeeping part of the business, and carefulness flung to the winds. The business becomes neglected all around, all from the little leak commenced through not being systematic in the keeping of the books. And then we hear of an assignment or compromise.

The merchant should pay strict attention to the keeping of his accounts. Thus he is enabled at all times, quickly and correctly, to ascertain his receipts, his expenditures, the amount of cash he should have on hand, the exact cost of running his business, and the total profits he has made. It gets him into a systematic way of doing things which will much contribute to his financial success. His expenses can better be cut down and economy practised with greater success on all sides. Fewer temptations are presented to the clerks to be dishonest to their employer, and so correctly-kept books may be looked upon as a preventative of fraud.

The excuse of the merchant is that he is not able himself to keep his own books. If that is the case it will pay him to send to a business college his son or a bright clerk in his employ to learn bookkeeping. In a town or city this can be done with little expense to himself, by allowing the clerk an hour or two during the day to receive a lesson, or by sending him to the night classes of the college, where such classes exist. Anybody doing this is sure to be amply repaid for his pains.

### WRITING ADVERTISEMENTS.

While there is no particular virtue in writing an advertisement on a milk-and-water plan, neither is there anything gained by giving it so much enthusiasm that it will fairly consume itself. Folks rather like to supply some of the information themselves. It is human nature for the average reader to give a fact, plainly put, a coating of extra strength in his own mind. When a man reads an advertisement that strains and does its level best to convince him, that man generally takes it with a pinch of salt. He would not be human if he were otherwise. But, if the advertisement is laid along dispassionate lines, giving its arguments calmly and truthfully, without undue agitation, the reader does not feel called upon to argue against it, because the feeling does not lay hold of him that that advertisement is working to win him over in spite of himself.

### HINTS FOR THE OFFICE.

Encourage your clerks. They get the blues the same as you do. Keep them contented by using them well, and by letting them know you appreciate their efforts.

Keep your office clean. Spend a few dollars for paint and varnish. Make your business appear prosperous and respectable. This is a business drawing policy.

Letter Writing—Be brief. Be interesting.

Delay in answering your correspondence means a loss of business as well as a source of annoyance to all concerned.

A sensible way to do in signing your name is to write so that others can at least make a close guess as to what it is.

An incomplete letter is worse than a sore thumb. Correspondence should be carefully read, and all points of inquiry covered in reply.

### SET OF OFFICE RULES.

The office manager of a large manufacturing concern recently handed the following to each of his clerks:

We shall deserve well of the company if we meet for work at 8 30 in the morning, take half an hour for luncheon, and so thoroughly clear up all the pressing affairs of the day that we can quit at 5 o'clock.

Find the easy, the quick and the safe way to do things. By this method study how to accomplish 10 per cent., or even 25 per cent. of results for a given expenditure of strength.

Let nothing go over till to-morrow that ought to be disposed of to-day. Let no customer or possible customer expect to hear from us in the morning, or in the next mail, and be disappointed.

In all our intercourse with customers (each one of whom is almost our employer), with all possible customers (who may become almost our employers), and with the public generally, let us be absolutely polite, accommodating and helpful. In letters a very little of this goes a great way; in personal contact it is intolerable to be anything else.

Over the telephone let us be especially polite, so as to bring ourselves in contrast with many telephone operators, office boys and others, who seem to wish to insult you because they are at a safe distance.

Study your work so as to constantly make it quicker, safer, better. Please go to your chiefs with suggestions for the improvement of our service. Please come to me with them.

We must all work hard and intelligently. I shall work harder and longer than any one of you. See if you cannot work more intelligently than I do.

### NOVELTIES FOR THE HOLIDAY TRADE.

The attention of the trade is called to some handsome and artistic calendars which are being placed on the market. One, which is a novel arrangement, when opened out shows four little kittens snugly nestled in pretty little pails decorated with daisies and forget-me-nots. This calendar, which is made to stand, is beautifully embossed. The dates are on the back.

Another is a decided novelty representing a lamp, the bowl and base of which are attractively decorated with rich red poppies and gold ornamentation. The shade is beautifully designed, the calendar months appearing theron in tasteful arrangement.

"Pigs in Clover," is a novel arrangement representing four pigs in various moods, on green heart-shaped cards. In the centre is a four-leaf clover, which opens and reveals the dates.

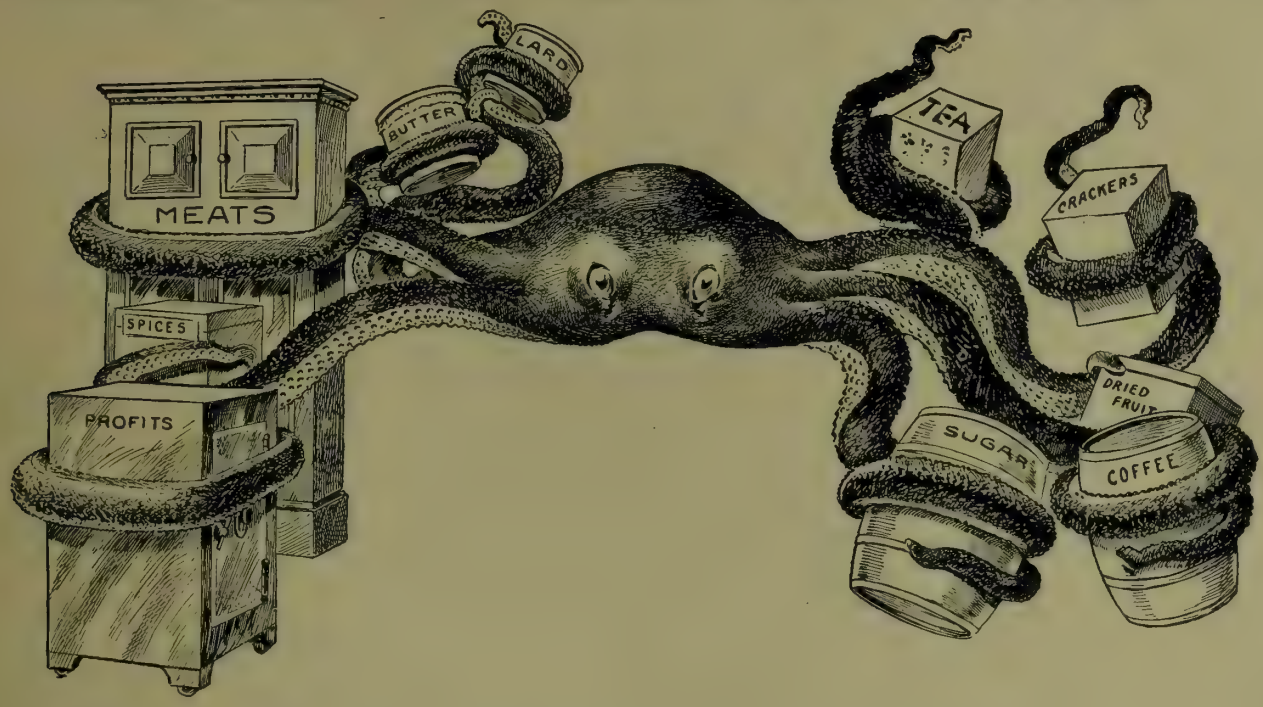
### OFFICE ACCESSORIES.

The Lamson Consolidated Store Service Co. are introducing their new "Ideal" cash carrier. This carrier is entirely new. It is noiselesss, easily operated, material and workmanship of the best.

The Stimpson Credit Register system is proving very popular with its patrons. This system does away with the system of entering sales on blotter, transferring to journal, from journal to ledger, and from ledger to statement. It reduces the transaction to a single entry.

Brown Bros., wholesale manufacturing stationers, are showing 27 new styles of wood-base inkstands with the "Peerless non-scratching rubber feet." This original improvement prevents costly office furniture and library desks from becoming scratched. The designs are in gold, black, mahogany and birds-eye maple.

# THE OCTOPUS OF WASTE




Don't let this hideous monster (the pound and ounce method of weighing merchandise) fix its tentacles on your store. It is death to profits and everlasting ruin to business.

**The Moneyweight System will rescue you from this vampire.**

**THE COMPUTING SCALE COMPANY,**
**OF CANADA, LIMITED**

663 Notre Dame St., Montreal, Que.
844 Pender St., Vancouver, B.C.

164 KING ST. WEST, TORONTO, ONT.

MANUFACTURERS OF . . .
DAYTON COMPUTING SCALES
MONEYWEIGHT SCALES.

# EXHILARATION




A monotonous life has no charms. It is change and excitement that lend spice to existence. All who are fond of sport know the true meaning of the word exhilaration. All who drink

**Chase & Sanborn's Coffees**

also understand the meaning of the word. It is on account of their purity, the care with which they have been selected and made ready for the consumer, that a delightful feeling of healthful exhilaration follows their use.

**Seal Brand**
In 1 and 2-lb. Cans only.
(AIR-TIGHT.)

# CHASE & SANBORN, Importers, Montreal.

# The Distribution of Selling and Commercial Expenses.

By . . .
Kenneth Falconer,
Montreal.

THE pro-rating of manufacturing expenses on the cost of product is a question which in these days of high shop organization is attracting universal attention amongst manufacturers. With the possible exception of the various methods of compensating labor, whether based on day or piece work, and including all forms of bonus or premium plans, no management problem is being more generally considered nor widely discussed. From the simple plan of providing for all expenses, including both selling and commercial, by a percentage on the cost of labor and material entering into the product, to the separation of the manufacturing expenses and providing for them by the scientific distribution on the cost of each article of only such items of expense as are directly related thereto, the manufacturer of to-day has unlimited opportunity to select that plan which is best suited to existing conditions and surrounding circumstances.

Where a line of distinction is drawn, separating manufacturing expenses, all others are usually classed together and little, or no attempt, is made to distinguish between the selling and the commercial, or administrative, expenses of the business. The manufactured cost of an article being composed of labor, material and manufacturing expenses, one of the following plans is usually adopted as regards what may be termed the selling cost: that is the cost of the article up to the time it is sold and becomes the property of the customer. In one case it is charged to Sales Account at its manufactured cost, and the difference between that value and the price at which it is billed to customer represents the gross profit; for this difference Profit and Loss Account receives credit, and being debited with such expenses of the business as are not included in the manufactured cost sufficient to cover all selling expenses, leaving the commercial or administrative expenses to be wiped out by Profit and Loss; or else to advance the cost at which goods are charged to Sales Account a sufficient percentage to cover all expenses not provided for in the manufactured cost; that is, the cost at which the article is charged and credited to stock. The objection to the two first plans is that they do not allow each individual sale to show the net profit or loss, as the case may be, and thus to stand on its own merits, while the weakness of the last plan is that, no distinction being drawn between the selling and other commercial expenses, it is impossible to hold the selling department responsible for the ultimate result, or to judge whether the efforts of the salesmen are producing from time to time more or less satisfactory results in the shape of profits on sales. Just as where all the expenses of a concern are included in the cost of manufacture it is impossible for an extravagant commercial, or incompetent selling, organization to neutralize the effects of the best of management, so where no distinction is made between selling and administrative expenses it is possible for an

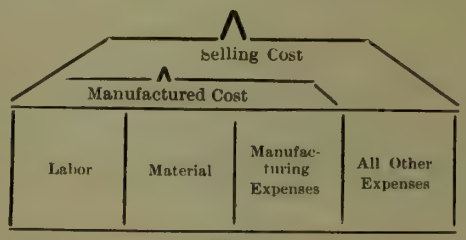



FIG I.

extravagant accounting, or commercial, organization to more than offset the efforts of the most efficient selling staff or the most economical administration of the stock room and shipping department.

The point I want to make may be seen more clearly by an examination of Figures I and II. If the selling cost, that is the cost up to the time the sale is made, is taken to include all expenses, as shown on Form I, then an extravagant administrative department or executive may more than offset the results attained by the selling staff, and the cause of a gradual lessening of the percentage of profit on sales remaining undiscovered; whereas, if the selling cost is taken to be as shown in Figure II, the cause of the trouble would be at once indicated. More especially will this be the case if the division between selling and other commercial expenses is so arranged that while the latter are equally borne by all sales the former are distributed in their correct proportion on the cost of goods sold in the various territories or districts of the Company's trade. To obtain this result and, at the same time, have each sale show on its face the net profit or loss is the object for which this plan was designed.

For purposes of illustration we will assume the case of a manufacturing company doing business in three defined districts, known as east, west and city. All manufacturing expenses being provided for by an advance on the price at which goods are charged to stock, a careful analysis of the remaining expenses shows an annual outlay of say $72,000, amounting to 12 per cent. on the cost of the probable sales as based on past records, this sum having to be provided for before any profit is made. Of this amount $42,000 is for such expenditures as may fairly be called selling expenses, such as travellers' salaries and expenses, commissions, advertising, etc., etc., the remaining $30,000 being made up of the general administrative expenses of the concern. The sales are estimated at $800,000, divided equally among the three districts named. The gross profits averaging 33⅓ per cent. on cost, this would mean a cost of goods sold of $600,000. The general administrative expenses bearing no direct relation to the amount of sales in each district, but only to the total of such sales, are to be provided for by a charge of 5 per cent. on the value of the goods sold, without regard to the location of customer.

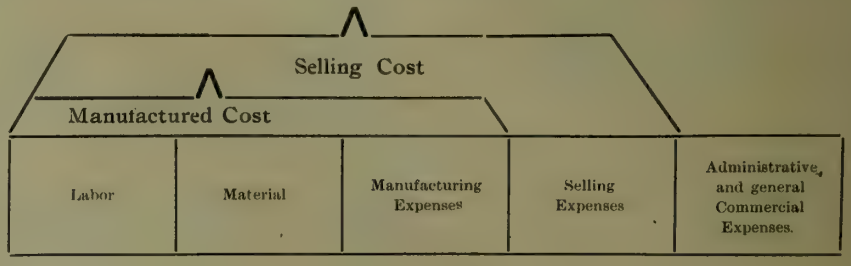



FIG II.

It is very desirable, however, that the charge against Sales Account, made to provide for the selling expenses, should be distributed on the sales in the various districts in exactly the same proportion the selling expenses of each district are expected to bear one to another. The various sums required will be seen by reference to Note A, and are based on past records of sales and expenses and present knowledge of salaries,

Others are Making Money—You can do the Same by Selling

# "Coronation" and "King's Royal"

## Blended Ceylon-Indo Teas

Teas that suit the popular taste, that will increase your profits and extend your tea trade. Write for samples and quotations.

*A Handsomely Decorated Canister, 100-lb. Capacity, Free with Introductory Orders.*

WARREN BROS. & CO.,
TORONTO

"GET THE BEST."

Every Progressive Merchant Uses

# Counter Check Books

**We make all kinds,** and are sole makers of some of the best styles. Write us when in want of supplies. We will send representative or mail samples.

**The Carter-Crume Company** Limited
TORONTO, ONT.

Do you use Shipping Tags ?
We manufacture them. 'Phone, Main 461

# DELICIOUS PIES



Everybody who has tried it declares our Mince Meat to be the best they ever put into a pie. It ought to be, we're very careful in preparing it. Only the choicest and finest meats and fruits are employed and spiced so that

# Wethey's Mince Meat

is the most delectable ever placed before an epicure. If your customer likes good eating, you can't go wrong in recommending our brand. . . .

Convenient. Absolutely clean. Put up in attractive "brick" package.

(4)

Prepared only by
J. H. Wethey, Limited, St. Catharines, Ont.

YOU WILL FIND IT

IN THE LAUNDRY EVERYWHERE.

# Ivory Gloss Starch

is the POPULAR BRAND because we have made it our primary aim to PLEASE THE CUSTOMER. You can recommend it with perfect safety and it will prove a money-maker.

Brands also manufactured for kitchen purposes.

THE ST. LAWRENCE STARCH CO.,
LIMITED
PORT CREDIT, ONT.

NOTE A. Data upon which provision for expenses for coming year is based :

| | East. | West | City. | Total. |
|---|---|---|---|---|
| Sales— | | | | |
| Cost | $200,000.00 | $200,000.00 | $200,000.00 | $600,000.00 |
| Sold | 266,666.67 | 266,666.66 | 266,666.66 | 800,000.00 |
| Expenses— | | | | |
| Selling | $14,000.00 | $22,000.00 | $ 6,000.00 | $42,000.00 |
| Administrative | 20,000.00 | 10,000.00 | 10,000.00 | 30,000.00 |
| Total | $24,000.00 | $32,000.00 | $16,000.00 | $72,000.00 |
| Percentage of selling expenses on cost of sales | 7 p.c. | 11 p.c. | 3 p.c. | |
| Percentage of commercial & administrative expenses | 5 p.c. | 5 p.c. | 5 p.c. | |
| Total advance on cost of sales to cover all expenses except manufacturing | 12 p.c. | 16 p.c. | 8 p.c. | |

FORM 1—SHIPPING SLIP—EAST.

This space contains name of customer, date, terms and all particulars.

| Article. | Price. Cost. | Sold. | Shop A. Cost. | Sold. | Shop B. Cost. | Sold. | Total. Cost. | Sold. |
|---|---|---|---|---|---|---|---|---|
| 4 | $1 50 | $2 00 | $6 00 | $8 00 | | | | |
| | 1 50 | 2 00 | | | $6 00 | $8 00 | $12 00 | $16 00 |
| | | | Add 12 per | | cent. | | 1 44 | |
| | | | | | | | 13 44 | |

The ultimate disposition of the above amounts is as follows :

| | | |
|---|---|---|
| Sales Account, Dr. | $13 44 | |
| To Stock | | $12 00 |
| Sales Revenue | 7 p.c. | 84 |
| Com. " | 5 p.c. | 60 |
| | 12 p.c. | |
| Customer, Dr. | 16 00 | |
| To Sales Account | | 16 00 |

commissions paid, and of current advertising contracts. For each district shipping slips (Form 1) of a different color are provided ; these are either made out by the shipper, or are the original shipping orders, as may be found best, and are the official advice to the office of shipment having been made, and notification to charge customer.

When the charge has been made in the day book, the invoice number is noted in the space provided and the shipping slip returned to the cost department ; there the costs are filled in, value extended and the total percentage required to cover selling and commercial expenses (in this instance 12 per cent. for goods sold in the east, 16 per cent. in the west and 8 per cent. in the city), added to the cost. At the close of the month the various amounts thus added are listed under their correct headings and the totals ascertained. These totals are then divided in the proportions, as shown on Note A, and the amounts credited to Sales Revenue and Commercial Revenue, respectively, stock being credited at net cost. Sales Revenue Account thus gets credit for 7 per cent. on the cost of sales in the east, 11 per cent. in the west and 3 per cent. in the city, while 5 per cent. on all sales goes to the credit of Commercial Revenue to provide for the general expenses other than the selling. Sales Account having been debited with the net cost of goods sold, plus the percentage as shown in Note A, the difference in each instance between the amount so charged and the selling price will represent the net profit and show on each individual sale ; a most important point in the eyes of most managements.

All accounts properly coming under the head of selling expenses are each month closed out to Sales Revenue, and the other commercial expenses to Commercial Revenue. The manufacturing expenses having been charged out to the account provided for that purpose, it will thus be seen from month to month if the amounts provided for all the expenses of the business are too small, or are in excess of the requirements, and in either case whether it is the provision for the manufacturing, the selling or the administrative expenses that require readjusting. Should any of these expenses reach an abnormal figure, instant attention will thus be called to it.

In connection with the general ledger a sub-ledger is kept, showing the distribution

NOTE B. Sub-Ledger Account.

**SALES ACCOUNT.**

| DR. | East. | West. | City. | Total. | | CR. East. | West. | City. | Total |
|---|---|---|---|---|---|---|---|---|---|
| 1901 | | | | | | | | | |
| Manufactured Cost | $200,000.00 | $200,000.00 | $200,000.00 | $600,000.00 | Sold for | $266,666.67 | $266,666.66 | $266,666.67 | $800,000 00 |
| Per cent. added | 24,000.00 | 32,000.00 | 16,000.00 | 72,000.00 | | | | | |
| | $224,000.00 | $232,000.00 | $216,000.00 | $672,000.00 | | $266,666.67 | $266,666.66 | $266,666.67 | $800,000.00 |
| 1902 | | | | | | | | | |
| Manufactured Cost | $200,000.00 | $100,000.00 | $300,000.00 | $600,000.00 | Sold for | $266,666.67 | $133,333.33 | $400,000.00 | $800,000.00 |
| Per cent added | 24,000.00 | 16,000.00 | 24,000.00 | 64,000.00 | | | | | |
| | $224 000.00 | $116,000.00 | $324,000.00 | $664,000.00 | | $266,666.67 | $133,333.33 | $400,000.00 | $800,000.00 |

**SALES REVENUE ACCOUNT.**

| | East. | West | City. | Total. | | East. | West. | City. | Total. |
|---|---|---|---|---|---|---|---|---|---|
| 1901 | | | | | | | | | |
| Selling Expenses | $13,900.00 | $21,850.00 | $6,100.00 | $41,850.00 | Per cent. on cost | $14,000.00 | $22,000.00 | $6,000.00 | $42,000.00 |
| 1902 | | | | | | | | | |
| Selling Expenses | 13,900.00 | 19,000.00 | 6,700.00 | 39,600.00 | Per cent. on cost | 14,000.00 | 11,000.00 | 9,000.00 | 34,000.00 |

**COMMERCIAL REVENUE ACCOUNT.**

It is assumed that the percentage added to manufactured cost and credited to this account exactly provides for all administrative expenses.

# ROBERT CROOKS & CO.,

STOCK EXCHANGE BUILDING,
MONTREAL.

General Importing and Exporting Merchants

AND AT

LIVERPOOL, LONDON } ENG.
NEW YORK, CHICAGO } U.S.A.
CAPE TOWN, PORT ELIZABETH, DURBAN, JOHANNESBURG } SOUTH AFRICA

**Cable Address:** "ROBCROOKS"

Correspondence Invited and Consignments Solicited from all countries to various offices.

# Can You See Anything in This Lot?

**One Car, 700 Cases in all.**

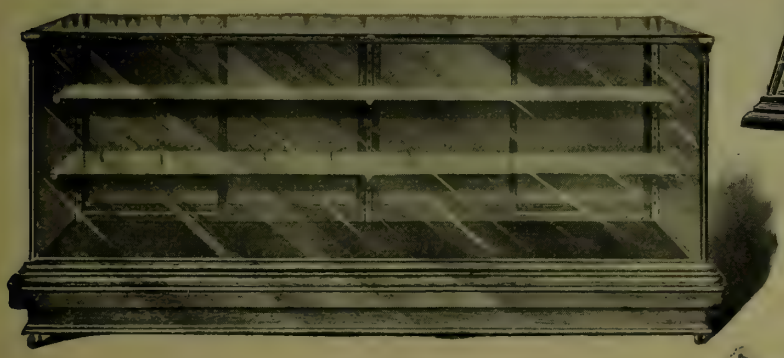
400 cases "Blue Belle" Corn, at 75c.
300 " "Windsor Crescent" Blueberries, at $1.20

**WIRE IF YOU CAN USE THEM.**

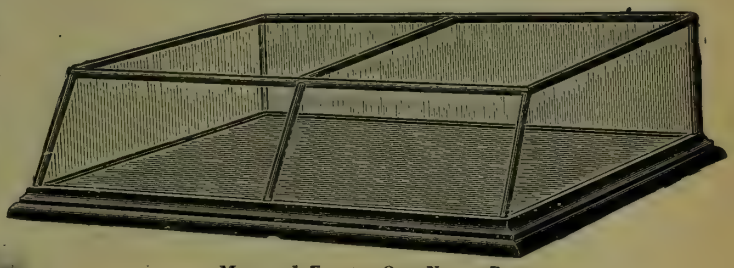
## F. J. CASTLE - OTTAWA.

P.S.--With Tomatoes short Corn will go to $1.00.

# GROCERS' SHOW CASES



*Oval Front. Our No. 35.*



*Mansard Front Our No 33B.*

Just what you want. A full line of the best Counter, Butter and Cheese Cases obtainable.

Write for Particulars.

**DOMINION SHOW CASE CO.**

Office and Factory, 53 Richmond St. East, TORONTO



The Pioneer Beet Sugar Co. of Canada. Capital, $500 000.00.

Manufacturers of Fine

# GRANULATED SUGARS

of the **highest quality** and **purity**, made by the latest process. Put up in barrels and 100-lb. sacks.

## THE WIARTON BEET SUGAR MFG. CO., Limited, WIARTON, ONT.


RETURNED DEC 26 1902 Ontario Directories 34 Toronto Ont. Toronto

of the selling expenses as well as the provision for same amongst the various districts, east, west and city.

Assuming annual sales, for two different years, at $600,000, with a gross profit of 33⅓ per cent., Note B. shows the total of the Sales Account and the Sales Revenue as taken from this sub-ledger, B1 being a summary of the result. Note C. contains exactly the same information as far as totals are concerned, and is based upon the plan of crediting profit and loss with the gross profit on sales, and charging the selling and commercial expenses to that account, the ultimate result in the shape of net profit shows an increase over 1902 and a decrease in the expenses of the business for that year—a most satisfactory showing, on the face of it, until the details are examined. These details, as shown on Note B., however, indicate a very serious condition of affairs in the west, where the selling expenses, though legitimately high, have reached an altogether unreasonable figure as compared with the previous year. In 1901 the sales in that district amounted to $200,000, the cost and expenses of selling to $21,850; in the following year the sales fell to $100,000, a decrease of 50 per cent., while the selling expenses only show a decrease of $2,850, or, roughly speaking, 13 per cent. The fact that this disproportion between the falling off of sales and the lessening of expenses did not cause a serious shrinkage in the profits is owing to the city trade having

NOTE B1.

Being a summary of the results for two years, as shown in Note B.

1901.

| | |
|---|---|
| Sales | $800,000.00 |
| Selling cost as charged sales acct. | 672,000.00 |
| Profit on sales | $128,000.00 |
| Add excess provided for selling exp-nses, being profit made by selling department | 150.00 |
| Net profit | $128,150.00 |

1902.

| | |
|---|---|
| Sales | $800,000.00 |
| Selling cost as charged sales acct. | 664,000.00 |
| Profit on sales | $136,000.00 |
| Less deficiency in amount provided for selling expenses, being a loss caused by the selling department | 5,600.00 |
| Net profit | $130,400.00 |

increased 50 per cent., with a very slight increase of the selling expenses for that district. The total sales expenses and profits for each year being practically the same, the management might easily fail to see that their hold in one of the districts covered by their salesmen was fast being lost; but the expenses in that district being kept up to a high figure, possibly on account of injudicious advertising contracts. If the sales in the west had been equal in 1902 to what they were in 1901 the net result would have been a very substantial increase in the business done and profits realized. It must be understood that the figures used are purposely such as to show extremes. The results, however, are improbable in degree only, and not in their nature, and under these circumstances the trend of affairs would, of course, have been seen long before the results were so serious or the amounts involved so large. It is a truism to state that accurate knowledge of details is essential to the best success of the productive departments of industrial concerns. Equally full knowledge of details, if not so essential, may yet well be a strong factor towards the success of the selling department, and the admitted necessity of careful distribution of all manufacturing expenses is a strong plea for equal care in the distribution of the selling and commercial.

NOTE C.

Memo. of sales and profit without any distribution of selling expenses.

| | 1901 | 1902 |
|---|---|---|
| Sales | $800,000.00 | $800,000.00 |
| Manufactured cost | 600,000.00 | 600,000.00 |
| Gross profit | $200,000.00 | $200,000.00 |
| Less all expenses not included in cost of manufacture | 71,850.00 | 69,600.00 |
| | $128,150.00 | $130,400.00 |

### MONEY IN PATENTS.

Brown—What puts you in such good humor this morning?

Robinson—I've just got a patent for my new ink eraser. I wouldn't take $50,000 for it.

Brown—Didn't you get a patent last year for inventing an indelible ink?

Robinson—I did and I sold it for $30,000, and now I've invented an eraser that will even remove writing done by my own indelible ink.

Brown—What are you going to do next?

Robinson—I'm going to invent another indelible ink that cannot be erased by my eraser. I tell you there is money in this patent business if you only get about it in the right way.

### THE STATE OF TRADE.

The feeling in commercial circles was never better or more encouraging than it is to-day. Everywhere one goes he finds the best of conditions existing. The city stationers are preparing to show a richer and more varied line of holiday goods than has hitherto been their wont. They have given liberal orders for the best manufactured in this country, and not a few of them will have an ample display of foreign makes. Seldom has there been a time when the manufacturing departments of stationers were more busy than now. Every house reports a full complement of orders. Society stationers have all the work they can turn out with their present force. The book trade is keeping well up with the other branches of trade.

During the past few weeks there has been a decided improvement in the paper trade here, and it is claimed by a number of our leading jobbing houses that the improvement will continue throughout the season. This increase in the paper trade may be attributed to a rising market and the coal strike.

### SIGN PRINTERS.

A series of these handy articles is being shown by Warwick Bros. & Rutter, consisting of a number of different sizes and styles, to retail at any price desired. The value




offered in popular price sets is exceptional, and the margin of profit to the dealer, which is a most important item, is all that could be desired.

### OFFICE CHAT.

Never wait until the last minute to get things in shape for the fall campaign—it is time for all plans to be matured now, and all stocks to be ordered for immediate shipment.

Correspondents who consider themselves thoroughly competent to write upon the topic of bank advertising, either from observation or experience, are invited to correspond upon this subject with the editor of The Office. State, short and sweet, what you actually know.

The average man or woman is the best judge of what he or she wants to purchase, and, naturally, they want articles that are extensively advertised. Good business judgment suggests that the proper thing to do is to meet the demand by supplying the articles that are wanted.

There are all sorts of people in the world, and we suppose there are some who admire sensationalism and vulgarity in ads. But people of this sort bear about the same relation to the great mass of the public as the riff-raff in the top gallery of a theatre bear to the rest of the audience. As a rule, they have little money to spend, and are, therefore, not worth catering to.

### ON A BUSINESS TRIP.

Mr. Grand, of the firm of Grand & Toy, Wellington street, Toronto, is on a business trip to Boston and Springfield.

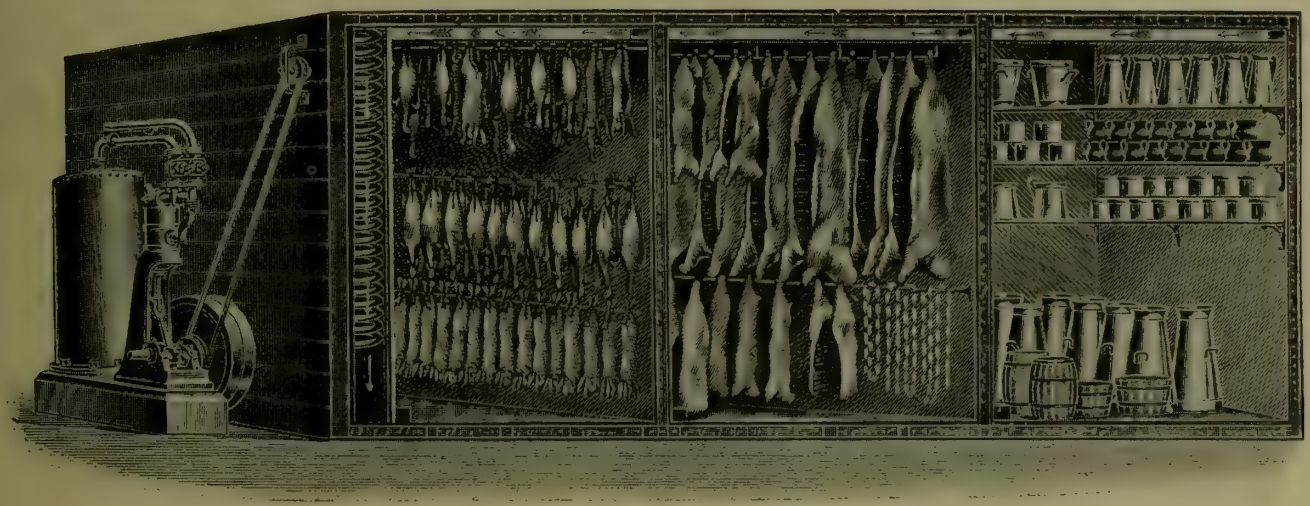
THE

# Linde British Refrigeration Co., Limited

OF CANADA

Manufacturers of

## Refrigerating and Ice Making Machines



GENERAL ARRANGEMENT OF SMALL REFRIGERATING PLANT AND COLD STORE

FOR MEAT PACKERS, DAIRIES, COLD STORES, ETC.

STORES COOLED BY OUR LATEST

## *PATENT DRY AIR CIRCULATION SYSTEM*

*Only pure air. No Pipes, Snow or Fog in the Rooms.*
*Over 2,800 Plants in operation by Jan. 1, 1897.*
*" 4,000 " " " 1899.*
*" 5,000 " " " 1901.*

**Head Office --- 301 St. James St., Montreal**

## OUR FRIENDS The Japan Central Tea Traders' Association

**Ask** "Why is it that the demand for Japan Tea from the trade in every section of Canada is continuously on the increase?"

We fancy that this is a very difficult question for anyone to answer, ***in the face of the Canadian Government figures*** which show ***a very heavy decrease*** in importations into Canada during the past four years. Here are the figures:

| | | | | | | |
|---|---|---|---|---|---|---|
| In 1899 | the | Imports | of | Japan | Tea | were 11,667,757 lbs. |
| In 1900 | " | " | " | " | " | 9,762,032 lbs. |
| In 1901 | " | " | " | " | " | 7,528,309 lbs. |
| In 1902 | " | " | " | " | " | 5,736,495 lbs. |

If the demand for Japan Tea is increasing, will the Japan people kindly explain the above?

We say without fear of contradiction that the demand for Japan Tea has decreased just as the demand for ***"SALADA" Ceylon Green Tea*** has increased since its introduction into Canada in 1898. If you are interested in a popular article drop us a post card for samples and information.

**"SALADA" Tea Company, Toronto or Montreal.**

Offices at Boston, Buffalo, Pittsburg, Detroit, Philadelphia, Cleveland, New York, Washington, Newfoundland, Toledo, Wheeling, W. Va.

# WE DO NOT EXPECT YOU

to take our word that our goods show better value than those of our competitors, but, we do ask you to satisfy yourself that our statement is correct.

We only appeal to the up-to-date grocer, who, buying for cash and without prejudice, insists upon getting the best value for his money. This he will get from Grocers' Wholesale Company, Limited; and it is a great satisfaction to find that when buyers send to us for samples their orders invariably follow.

# FULL ASSORTMENTS

TRADE MARK

GROCERS' WHOLESALE CO., LIMITED. UNITY AND QUALITY HAMILTON.

REGISTERED

## Grocers' Wholesale Company,

WE ARE FREE SELLERS. Limited, Hamilton.

# MARKETS AND MARKET NOTES

## ONTARIO MARKETS.

Toronto, October 30, 1902.

### GROCERIES.

WHOLESALE groceries have been active in nearly all lines this week. The feature of the trade of this year is the big business that is being done with Manitoba and the West. As compared with previous years it shows a considerable increase. The prosperity resulting from the large crops of the the country is now only just beginning to be felt and merchants are confidently looking forward to a big increase in their business over past years. New Ontario is now playing no insignificant part in the trade of this fall and from now on there promises to be a steady expansion of business throughout the country that will never stop for years to come. The market this week is steady all round. Late last week sugars were advanced another 5c. and this appreciation has been maintained firmly. A fairly active demand is reported for coffees and quite a lot of syrups and molasses continue to go out. This season's figs are commencing to come on the market and the prices are much higher than last year as the crop has not been nearly up to the average. The prices of Patras currants have advanced ¼c. Valencia raisins are firm and active. Californian prunes are due to arrive in a few days and quite an active business is being done in Californian evaporated fruits.

CANNED GOODS.

Quietness is still prevalent in canned goods and the jobbers are speculating as to how much of their orders of vegetables they will receive. The prices of corn, peas and beans are likely to be high all the year round on account of the firmness in tomatoes, which will be scarce this year. No further advances have been made in the prices of salmon, but there are no spot lots offering from the Coast, the deliveries being only on outstanding contracts. Latest advices from France and Portugal report that the sardine fishing season is about over and that the catch has been much smaller than usual. It is not expected that there will be many French or Portuguese sardines on the Canadian market this year, consequently the sardine trade will be mostly confined to the domestic product. Our quotations follow: Salmon, Fraser River, sockeye, $1.50 to $1.52½; "Horseshoe," $1.50 to $1.52½ and Northern, $1.40 to $1.45.

COFFEES.

There continues to be done a fair volume of business in coffees, principally of the better grades. The prices of coffee abroad have advanced a little during the week owing to a falling off in the crop movement, receipts dropping considerably at Rio and Santos. We quote as follows: Green Rio, No. 7, 7¾c.; No. 6, 8c.; No. 5, 8¼c.; No. 4, 9c.; No. 3, 10 to 12c. per lb.

NUTS.

Trade in nuts is still quiet. The prices here are very firm owing to the strong tone of the primary markets. Reports from Grenoble state that a most disastrous cyclone has visited that district, with the result that the new crop of walnuts, which, under ordinary circumstances, would have been small, is now almost wiped out entirely. The crop of other grades of French walnuts is also short and late besides and as the high prices will rule this summer no doubt many disappointments will result from the late arrivals of these on the markets.

RICE AND TAPIOCA.

A moderate business keeps up in rice and in tapioca without any special features to report. The Southern rice markets have been fairly active. We quote B rice, 3½c.; Japan, 5½ to 6c.; sago, 3¾ to 4c.; tapioca, 3¼ to 3¾c.

**See pages 148 and 149 for Toronto, Montreal, St. John and Halifax prices current.**

SYRUPS AND MOLASSES.

Syrups are moving with increased freedom and molasses are also in good demand. The first receipts of the season of new crop open kettle molasses has just been put on the New Orleans market.

SPICES

A good demand is reported for most lines of spices with the prices steady and unchanged. The advices from the primary pepper markets are of an encouraging character and prices will likely be well maintained.

SUGAR.

The advance of 5 points in sugars on the local market last week was followed by another appreciation of 5c. just as we went to press. This advance was stimulated by the growing strength of the market in Europe. The quotations for 88 per cent. beet sugar advancing to 8c. per 100 lb. f.o.b. Hamburg, owing to unfavorable crop prospects but since then have reacted a little and have now settled to 7s. 6¾d. at which price the market remains strong. This is equal to the parity of $3.83 for 96 deg. centrifugals in New York, where, for the week, cane sugars have advanced 1-16c., and quotations are now: Centrifugals, 3⅝c.; muscavados, 3 1-16c. and molasses sugar, 2 13-16c. These prices are 1-16 to ⅛c. below the prices of last January and fully 3-16c. below the prices of beet for the same time last year. The receipts of sugar at the four United States ports have been 64,713 tons, as against 35,984 tons last week, and the meltings have been 45,000 tons, leaving a surplus of 19,713 tons and bringing the total stocks up to 173,940 tons, as against 173,305 tons last year. These large receipts are accounted for by the large arrivals of Java sugars.

TEAS.

Indian and Ceylon blacks and green teas are still arriving on the local market and also a few Chinas and Japans. The Indian market will close inside of two or three weeks. The stocks of low-grade teas are very light and are of the very cheap grades, and nothing merchantable can be had for import. A good many grades of Indian and Ceylon greens are being offered and sold. These grades of teas seem to be becoming popular in Canada. The Shanghai and Foochow markets for China teas have closed for the season.

### FOREIGN DRIED FRUITS.

CURRANTS.—There is a fair local trade doing in currants, principally in small lots. The market in Patras advanced about ⅛c. three days ago, but this has not created as much interest as an advance earlier in the season would have done, for jobbers are now displaying more interest in the selling than in the buying of their currants. The total arrivals at the port of Montreal for the season have been a little over 2,000 tons. We quote: Fine Filiatras, 5½c. up; Patras, 6¼ to 6¾c. and Vostizzas, 7 to 8c. per lb.

VALENCIA RAISINS.—A good deal of Valencia raisins are moving out. The crop in Spain is nearly exhausted and prices for exportation have advanced over 1c. per lb. We quote: Fine off-stalk, 7¾ to 9c.; selected, 8½ to 9c. and selected layers, 9c. per lb.

DATES.—There is as yet little call for dates. The new fruit will be on the market here in about ten days. Prices are steady at 4½c. for dates in bulk and 6¼ to 6½c. for those in packages.

PRUNES.—New crop prunes will be on the market in ten days or two weeks. We quote as follows: Californian prunes, 100-110, 5c.; 90-100, 5½ to 6¼c.; 80-90, 6½ to

7c.; 70-80, 6¾ to 7¼c.; 60-70, 7¼ to 8c.; 50-60, 8 to 8½c.; 40-50, 8¾ to 10c.

FIGS.—New crop Elemes and naturals have come forward and the prices show a considerable advance oder those of last year. We quote: Elemes, 7-crown, 15c.; 3-crown, 12c. and Star, 11c. per lb.; Naturals, 8c.

CALIFORNIAN EVAPORATED FRUITS—There has been an improvement in the demand for these. We quote: Peaches, 9 to 11c. and apricots, 9 to 13c.

### GREEN FRUITS.

Trade in all lines of fruit is fair. There is a good demand for oranges, with lots coming forward and the prices are 50c. lower than last week. Lemons are moving out fairly well, and peaches, grapes and apples are plentiful. Something unusual was the arrival and sale of ripe Canadian strawberries last week. These were grown at Clarkson, Ont., and were sold by The Dawson Commission Company at 10c. per quart. Quotations are as follows: Tomatoes, 20 to 30c. per basket; peaches, 30 to 50c. and pears, 20 to 40c.; grapes, 15 to 20c. for small baskets and 25 to 30c. for large; apples, 10 to 25c. per basket and $1 to $2 per barrel; crabapples, 25c. per basket; watermelons, 10 to 20c. each; lemons, $4.50 to $5.50 per box; onions, ordinary, 75c.; Spanish, 90c. per case; peppers, green, 15 to 30c. per basket; ripe, 60 to 75c.; oranges, Jamaica, $2.50 per box and $5 to $5.25 per barrel; Jersey sweet potatoes, $2.50 per barrel; cocoanuts, $3.50 per sack; quinces, 20 to 35c. per basket; cranberries, $9 to $9.50 per barrel; bananas, $1.25 to $1.75 per bunch.

### VEGETABLES.

There is a fair demand for vegetables of all kinds and the prices are steady and unchanged. Potatoes are much wanted as numbers of people are now stocking up for their winter's supply. We quote: Lettuce, 30 to 40c. per dozen; radishes, 20 to 25c. per dozen; mint and parsley, cauliflower, 50c. to $1.50 per dozen; cabbage, 30 to 50c. per doz.; pickling cabbage, 25 to 50c. per doz.; carrots, 40 to 50c. per bag; beets, 40 to 50c. per bag; potatoes, 85 to 95c. per bag; celery, 50 to 75c. per dozen; corn, 8 to 15c. per doz.; squashes, $1 to $1.50 per doz; pickling onions, 75c. per basket; pumpkins, 50c. per dozen; citrons, 50 to 75c. per doz.; artichokes, 50c. per bushel; spinach, 40c.

### COUNTRY PRODUCE.

EGGS.—The receipts of eggs continue moderate and there is a good healthy demand for all choice grades. Packers are now placing on the market their cold storage eggs which are meeting with a fair demand. We quote: Strictly new laid, 18 to 19c. and store gathered, 16 to 17c. per dozen.

BEANS.—There have been freer offerings of beans during the week at the following prices: $2 to $2.20 per bushel.

DRIED AND EVAPORATED APPLES.—Some evaporated apples are being offered at 6½ to 7c. per lb. in large quantities, but few sales have been made at these figures, owing to the market at present being liberally supplied with green fruits.

HONEY.—The market is unchanged from last week. We quote as follows: Extracted, 8 to 8½c. for large quantities and 9 to 9½c. per lb. in small lots. Combs, $1.50 to $1.75.

POTATOES.—There have been larger offerings of potatoes this week, but the demand also has increased with the approach of the colder weather and this combined with the advance in the freight rates of the railways, which goes into effect on November 1, has stiffened the prices, resulting in an appreciation of from 3 to 5c. per bag. Quotations are now 75c. per bag in carlots.

### BUTTER AND CHEESE.

BUTTER.—The make keeps large and the butter keeps being freely marketed. Choice grades are quickly bought up on arrival and the others are meeting with a fair demand. Latest advices from Great Britain state that the market there has weakened a little and this will have the effect of easing the market here somewhat. Quotations are as follows: Finest 1-lb. rolls, 17 to 18c.; selected dairy tubs, 15½ to 16c.; store packed, uniform color, 13½ to 14½c.; low grades, 12 to 13c. Creamery prints, 19 to 20c.; solids, 19 to 19½c. per lb.

CHEESE.—The English cheese market continues to stiffen and is now up to 56 to 58s. The prices here are firmly maintained, at the quotations of last week. The tone of the market is buoyant and not many responses are being made to the English cables. We quote: Finest cheese, 11½ to 12c. per lb.

### POULTRY AND GAME.

POULTRY.—The receipts of poultry, both live and dressed, are still small and the prices are firm. The demand is brisk and keeps the market bare of supplies. We quote: Chickens, young, 55 to 65c.; old, 45 to 50c.; ducks, 60 to 80c.; geese, 7 to 8c. per lb.; turkeys, young, dry picked, 13 to 14c. per lb.

GAME.—A few black ducks are coming on the market, but there have so far been small receipts of game of all kinds. Prices are nominal and unchanged. We quote: Teal, 20c. per pair; pin tails, 30 to 35c. and black ducks, 70 to 75c. per pair.

### FISH.

There has been an improvement in the demand for fish this week and the arrival of a shipment of whitefish has relieved the scarcity in that line. Quite a few oysters are now going out. Quotations are: Fresh fish—Lake Erie herring, 4 to 5c.; perch, 4 to 5c.; trout, 7 to 9c.; pike, 6c.; British-Columbian salmon, 15 to 20c.; whitefish, 7 to 9c.; mackerel, 15 to 20c.; rock bass, 4c.; halibut, 15c. blue pike, 4c.; live lobsters, 25c. per lb.; oysters, $1.25 to $1.35 per wine gallon; smoked ciscoes, $1.25 per basket; Digby herring, 50c. per bundle of six baskets; finnan haddies, 7½ to 8c. per lb. in 15-lb. boxes; codfish, $4.50 for 25-lb. boxes; quail on toast, 5½c. in boxes.

### GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.—The tone of this market is strong and the prices are fully maintained. The deliveries on the local street market have been light. We quote prices on the street as follows: Red wheat, 69 to 70c.; white wheat, 69 to 70c.; goose wheat, 61 to 65c.; barley, 44 to 48c.; oats, 36 to 36½c.; rye, 50c. and buckwheat, 54c. per bushel.

FLOUR.—There is a firm feeling in this article and the buying on the market has been active. Prices are firm and unchanged. We now quote: Ontario patents, in bags, $3.60 to $3.70; Hungarian patents, $4.10 to $4.15; Manitoba bakers', $3.85 to $3.90; straight roller, $3.40 to $3.50 per barrel.

BREAKFAST FOODS.—There is a heavy demand from all points for oat meal and rolled oats, and the millers are crowded with orders, some being several days behind with their deliveries. The approaching of the close of navigation is causing a rush among shippers to fill orders for points on the lakes accessible by water, and our quotations are as follows: Oatmeal, standard and granulated, in carlots on track here, $4.20; standard rolled oats in carlots on track here, $4.00 per barrel; in wood, 15c. extra; broken lots are 25c. per bbl. extra; rolled wheat, $2.25 in 100-lb. bbl.; corn meal, $4; split peas, $4.75; pot barley, $4.25 in 196-lb. bags, or $4 in bags.

### HIDES, SKINS AND WOOL.

HIDES.—There is a steady demand for these and the prices are unchanged. We quote: No. 1 green, 8c.; No. 2 green, 7c.; No. 1 green, steers, 8½c.; No. 2 green, steers, 7½c.; cured, 8½ to 9c.

SKINS.—Calfskins sell readily and sheepskins have advanced 5 to 10c. We quote: Veal skins, 6 to 14 lb. inclusive, No. 1, 10c.; No. 2, 8c.; do, 15 to 20 lb. inclusive, No. 1, 9c.; No. 2, 7c.; deacons (dairies), 60 to 70c. each; shearlings and lambskins, 50 to 55c.

WOOL.—There is little or nothing doing in Canadian fleece wools. Foreign and pulled wools are in fair demand. Quotations are as follows: Fleece, 13½c. and unwashed, 7½c. per lb.

TALLOW.—Prices of tallow are still weak at 6¼ to 7c. per lb.

### SEEDS.

The good export demand for alsike is still a feature. Prices are unchanged. We quote: Alsike, $6.25 to $7.25 for choice seed; red clover, $5.50 to $6 and timothy, $1.10 to $1.60 aboard at outside points.

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MARKET NOTES.

Sugars have advanced 5 points.

Sheepskins have advanced 5 to 10c. each.

Potatoes are 3 to 5c. per bag higher in carlots.

Jersey sweet potatoes have declined 50c. per barrel and Jamaican oranges, 50c. per case.

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SPECIAL VALUES
in juicy well-colored
**JAMAICA ORANGES**
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CLEMES BROS.,
TORONTO.

## QUEBEC MARKETS.

Montreal, October 30, 1902.

### GROCERIES.

WHOLESALE houses have been very busy during the past week and shipments have been heavy. Among the items of interest have been tomato catsups, in bottles, the market for which is excited on account of the strong position of tomatoes, and brands of all sorts and descriptions have been advancing. Cotton twines, three and four-ply, have advanced about 1c., now being and 21c. respectively. Labrador salmon, in bbls. and ½ bbls., are almost unprocurable. Small cheese has advanced steadily and is now quoted at 12¼c. Green cod is now quoted at $6.50 per barrel and $3.25 per half barrel. It is very scarce. New buckwheat flour is on the market and sells at $2.40 per bag of 98 lb. Dry white beans keep high. The selling price is now $2.30 per bushel, with some holders asking $2.40. Evaporated apples are stiffening. Seven cents is considered a low price. Armour's pork is practically unprocurable, and what little is held here is offered at the unprecedented price of $28.75 for 30-40s. Other brands, however, are on the market. Swift's 41-50s are quoted at $28 and Franklin's 35-40s sell at $27.50. Second brands run as low as $26.25.

SUGAR.

On October 23 a further advance of 5c. per 100 lb. was made in Montreal refined sugar in sympathy with the continued strengthening of the raw sugar market. This brings the price of granulated to $3.80 and yellows to $3.15 for No. 1 up to $3.65 for extra bright. Should the present strong feeling and upward tendency of raw beet continue, the refined article may go still higher. The demand for sugar is good, a heavy business having been done with western buyers, who consider sugar just now a very good investment, and are somewhat inclined to speculate.

TEAS.

The movement in Ceylon and Indian teas on the local market, while not specially active, is yet on the increase, and dealers look for an unusually good demand, owing to the continued high price of Japans. The latter are still firm, but there is not much demand. On the London market advices state that although the supply of Indian teas is large, as is usual at this time of the year, yet the demand for fine teas has been so good that the supply of higher grades will not be at all excessive. Ceylons were improved in quality, but offerings were no more than moderate. China greens were firm in spite of the increasing importation. Gunpowders were in short supply

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We are receiving Ex SS. "Tunisian" a part of our full order, consisting of

**1,152 Packages (cases and in wood)**

## "Ph. Richard Brandies."

This brand of brandy is now well known, and the trade will find it a paying article to handle.

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We are also receiving a part of our WINTER STOCK of

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We will, in a few days, receive a consignment of

## MADEIRA AND MALAGA WINES

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**BLANDY BROS., MADEIRA AND LONDON.**

We have accepted the agency and are now selling agents for this popular brand.

The prices of these wines are reasonable, and the quality is the best that can be obtained for the money.

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and teas of medium description showed some advance.

SYRUPS AND MOLASSES.

A slight improvement is reported in the market for Barbados molasses this week and the tone of the market is steadier. Business in a jobbing way has been fair, with prices at 23 to 24c. for small lots. New Orleans molasses is quoted at 16½ to 17c.; Antigua, 21c. and Porto Rico at 38c. In corn syrups there is practically no change. A light demand continues at the following prices: In bbls., 3c.; in half bbls., 3½c.; ¼ bbls., 3¾c.; 38½-lb. pails, at $1.10 and 25-lb. pails, $1.10.

RICE AND TAPIOCA.

There is a good steady movement in both these lines. Prices are unchanged. We quote: B rice, in bags, $3.02½; in ½ bags, $3.07½; in ¼ bags, $3.12½; in pockets, $3.17½. In 10-bag lots an allowance of 10c. is made. CC rice, $2.92½ in bags; $2.97½ in ½ bags; $3.02½ in ¼ bags and $3.07½ in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4 to 5c. per lb. and tapioca, 3½c.

SPICES.

There is an active movement in all lines of spices and the tone of the market is firm. No change in prices has been made. We quote: Nutmegs, 35 to 55c. per lb., as to size; penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 22c., according to grade; white, 25 to 27c.; ginger, whole Cochin, 15 to 17c.; Japan, 13 to 14c.; Jamaica, 16 to 20c.; Afghan, 12 to 13c.; ground, Japan, 15c.; Cochin, 16 to 17c.; Jamaica, 20 to 22c.; and Afghan, 13 to 14c.

CANNED GOODS.

The situation in several lines of canned goods is becoming more interesting as the season advances. Tomatoes are now quoted at $1.75, and most dealers are confident that considerably higher figures will be reached. There is a report to the effect that one wholesale house bought 1,000 cases or so for which they paid $1.75 per dozen. These prices will no doubt check consumption, but with the very limited supply dealers are prepared for a smaller demand and expect to maintain prices throughout the season. So far as can be learned only one large firm has been able to fill all its orders. Blueberries remain at $1.15 at which figure they are firm. Pumpkins have become somewhat scarce and the price is now quoted at $1 per dozen. Our quotations are as follows: Tomatoes, $1.75 corn, 82½ to 85c.; peas, 82½c. to $1.20; string beans, 82½c. to 85c.; strawberries, $1.45 to $1.60; blueberries, $1.15; raspberries, $1.45 to $1.60; gooseberries, $1.45 to $1.60; pears, 2's, $1.60 to $1.70; 3's, $2.10 to $2.15; peaches, 2's, $1.65 to $1.70; 3's, $2.50 to $2.75; 3 lb. apples, 85 to 90c.; gallon apples, $2.10 to $2.20; 2-lb. sliced pineapples, $2.20 to $2.30; grated pineapples, $2.50; pumpkins, $1 per doz.; spinach, $1.50; sugar beets, 95c. to $1.00; salmon, pink, 92 to 95c.; spring, $1.25; Rivers Inlet red sockeye, $1.30; Fraser River red sockeye, $1.40.

## FOREIGN DRIED FRUITS.

CURRANTS.—The primary market is commencing to show signs of an upward movement. On October 21, fine Filiatras were quoted at 12s. c.i.f., via New York. Locally, there is a good demand and the prices are firm. We quote: Fine Filiatras, 5⅛ to 5½c. in cases; cleaned, 5⅝ to 5¾c.; in 1-lb. cartons, 6½ to 7c.; finest Vostizzas, 6¾ to 7c.

SULTANA RAISINS.—There is no change in this market. Sultanas are still quoted at 9½c. per lb.

VALENCIA RAISINS.—The Valencia market is again higher. Any goods purchased now would cost as much laid down here as raisins are now being quoted on this market. As yet no change in local prices has been made. We now quote: Finest off-stalk, 6½ to 7½c.; selected, 7¼ to 8c. and layers, 7½c. to 8¼c., according to brands.

CANDIED PEELS.—A moderate inquiry prevails and prices rule steady. We quote as follows: Citron peel, 15c.; orange peel, 11½c. and lemon peel, 10½c. per lb.

MALAGA RAISINS.—A good demand continues for Malaga raisins and no changes have been made in the prices. We quote: London layers, $1.50 to $1.60; "Connoisseur Clusters," $2.15 to $2.25; ½'s, 65 to 70c.; "Royal Buckingham Clusters," $3.30 to $3.35; ½'s, $1.05 to $1.10; "Excelsior Windsor Clusters," $4.50 to $4.60; ¼'s, $1.30 to $1.40.

FIGS.—There is an active business reported in this fruit. Cooking figs have steadily advanced, and they are now good value at $1.20 per tapnet.

DATES.—A shipment of new-crop fruit arrived in New York on the 25th inst., 10,000 boxes of which were destined for Canada. This will be in retail hands by November 1. Hallowees, for November delivery, are quoted at 4½c. per lb.

CALIFORNIAN RAISINS.—The demand for seeded raisins has been active and the price is steady at 4½c. per lb.

PRUNES.—Prices are firm, notwithstanding the large crop in California, which is offset to a certain extent by the great scarcity in Europe. No quotable change has occurred on this market. We quote: 8½c. for 40-50's; 8c. for 50-60's; 7¾c. for 60-70's; 7½c. for 70-80's; 6¾c. for 80-90's; 6½c. for 90-100's.

NUTS.

The market continues strong and the prices are stiffening in nearly all lines. No actual change in prices, however, has occurred. The demand for Grenobles is very light for the new crop on account of the high prices and the late date at which the crop will mature. Shippers in Bordeaux and Marseilles, as well as those from the Grenoble district, all show a disposition to shade prices. Tarragona almonds are firm. Brazil nuts show a further tendency upwards. Our quotations are now as follows: Walnuts, 14c.; Tarragona almonds, 12 to 13c.; shelled walnuts, 24 to 26c.; shelled almonds, 29 to 30c.; filberts, 9½c.; Pecans, 17 to 17½c.; Brazil nuts, 11 to 15c. per lb.

## GREEN FRUITS.

Boston lettuce is now on the market in fair supply and is selling at $2.15 per dozen. Wax beans and green beans are now offering, both at $2.50 per basket. The demand for green fruits and vegetables has been fairly good during the week. Prices are steady and unchanged in all lines. Quotations are as follows: Jamaica oranges, in barrels, $5 to $5.50, boxes, $3.25; Messina lemons, $4.00 per box; cocoanuts, $3.50 per bag of 100; bananas, No. 1, $1 to $1.50 and 8-hands, $1; Canadian cabbage, 25 to 40c. per dozen; potatoes, $1.15 to $1.30 per barrel; peaches, $1.25; plums, $1.25 to $1.50; pears, $3.25 and limes, $1.50 per box; Canadian apples, in barrels, $1.50 to $3 and in baskets, 20c. to 30c.; egg plant, 50c. per basket; Canadian pears, 40c. per basket; Spanish onions, 55c. per crate and $2.10 per case; sweet potatoes, $3.00 per barrel; Canadian blue and white grapes, 20c. to 22c. per basket; Delawares, 35c. per basket, and Malaga grapes, $5.50 to $7 per keg; red grapes, 25c. per basket; cranberries, $8 to $9.50 per barrel; red onions, $2.25 per bbl.; chestnuts, 11c. per lb.; Boston lettuce, $2.15 per doz.; wax beans, $2.50 per basket; green beans, $2.50 per basket, and cucumbers, $2.25 per doz.

## FISH.

Business in fish continues fairly active and all lines in season are moving well. There has been no quotable change to report during the past week. Green cod continues very scarce and Labrador salmon, in barrels and half barrels, are almost unprocurable. We quote as follows: Haddies, 6 to 7c.; smoked herring, 9c. per box; fresh haddock and cod, 4½c. per lb.; whitefish, 7½c.; dore, 7 to 7½c. per lb.; pike, 6c.; halibut, 12c.; salmon, 15c.; No. 1 herring, Nova-Scotian, $5.25 to $5.50 per barrel and $3 per half barrel; No. 1 Holland herring, $6.50 per half barrel; No. 1 Scotch herring, $6.50 per half barrel and 95c. per keg; Holland herring, 70 to 80c. per keg; No. 1 green codfish, $5.50 to $5.75 and mackerel, $16 per barrel; boneless cod, 1 and 2-lb. blocks, 6c. per lb.; loose boneless cod, 5c. per lb. in 40-lb. boxes; dried codfish, $5 per 100-lb. bundle; No. 1 Labrador salmon, $20 in tierces and in barrels, $14; standard bulk oysters, $1.40 per gallon; Marshall's kippered herring, $1.45 per dozen; Canadian kippered, $1 per doz.; Canadian ¼ sardines, $4.00 per 100; canned Cove oysters, No. 1 size, $1.30 per doz.; canned Cove oysters, No. 2 size, $2.20 per doz.; Malpeque shell oysters, $4.50 to $6 per barrel.

## BUTTER AND CHEESE.

BUTTER.—Quebec creamery butter has advanced about ½c. all round, and the tone of the market is somewhat firmer. Ontario butter is ½c. higher. We do not hear of any saltless butter on the market now. A fair volume of business is being done, but buyers are not taking any more than enough for immediate requirements. We quote as follows: Finest Townships creamery, 20½ to 20¾c.; finest Quebec do, 20¼ to 20½c.; finest Ontario do, 19 to 19½c.; dairy, 15 to 16c. per lb.

CHEESE.—No change in prices has been made during the week. The market, however, appears to be a little unsettled, some dealers being uncertain as to what price to quote. A lot of cheese is going forward, but these are goods that have been held here on account of English buyers. We quote as follows: Finest Townships, white and colored, 11¼ to 11⅜c.; finest Quebec, 11⅛ to 11¼c.; finest Ontario, 11⅜ to 11½c. per lb. Seconds sell at 10¼ to 10⅜c.

## COUNTRY PRODUCE.

EGGS.—A slight advance will be noted this week in cold storage and candled

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stock. The market is firm under a good demand both for home and foreign consumption. We quote: Selected, 19½ to 20c.; candled stock, 18 to 18½c.; Montreal limed, 17½ to 18c.; straight receipts, 17½c.; cold storage stock, 17½c.

BEANS.—Contrary to the expectations of several dealers the market has not weakened and the price of beans is still firm at $2.05 to $2.10 in carlots and $2.15 to $2.25 in a jobbing way. Business, however, is quiet, owing to the light offerings.

HONEY.—There has been no change in prices, white clover in comb selling at 11 to 11½c. and white strained at 8½ to 9c. per lb. A fair trade is doing.

ASHES.—There is little doing in potash this week and the market is dull. Prices are as follows: First pots, $4.35 to $4.40; second pots, $3.60 and pearls, $6.25 per 100 lb.

POTATOES.—The market for potatoes has become steadier and the prices this week are somewhat higher, carlots of choice stock being quoted at 61 to 63c. per bag and 70 to 75c. in a jobbing way. Business is brisk.

MAPLE PRODUCTS.—Sugar has advanced in price about 2c. per lb. In syrup there is no quotable change and trade is quiet. We quote: Syrup, in large tins, 70 to 80c.; in small tins, 50 to 60c.; in wood, 5 to 5½c. per lb. Sugar, 8½ to 10c. per lb.

### FLOUR AND GRAIN.

FLOUR.—An advance of 10c. has taken place in choice Manitoba spring wheat patents and in strong bakers' flour. Straight rollers are 5c. lower. There is a good inquiry for export, and locally a fair volume of business is doing. We quote: Choice Manitoba spring wheat patents, $4.10; seconds, $3.80; strong bakers', $3.40; straight rollers, $3.50 to $3.60; winter wheat patents, $3.75 to $4.

GRAIN.—A general advance in prices has taken place during the past week in the grain market, all lines, except corn, being more or less affected. Oats are ½c. higher. The market is firm on account of the light offerings. We quote: Rye, 55c.; peas, 77½c.; corn, 72c.; buckwheat, 57½c.; barley, 48½ to 49c.; oats, 35½c. ex-store.

FEED.—A further advance has been made in Manitoba bran, and the market is firm under a good demand. Shorts are somewhat lower. Ontario bran is steady and unchanged in price. We quote as follows: Manitoba bran, $16 to $17; Ontario bran, $15; shorts, $18 to $19, in bulk; mouillie, $23 to $30, as to quality.

OATMEAL.—Business in rolled oats continues fair. Prices are firmer, but no quotable changes are reported and in small lots jobbers are quoting $4.50 per barrel and $2.25 per bag.

BALED HAY.—There has been some irregularity on this market, but the feeling is now firmer and the tone of the market steadier. An active inquiry prevails. We quote: No. 1 timothy, $9 to $9.50; No. 2, $8 to $8.75; clover, $7 to $7.50 per ton, in carlots.

### MONTREAL NOTES.

Sugar is 5c. higher.

Eggs have gone up slightly.

Butter has advanced ¼ to ½c. for creamery.

Tomato catsups are commencing to advance.

## NEW BRUNSWICK MARKETS.

St. John, N.B., October 27, 1902.

FALL business is in full swing and dealers are well satisfied with the outlook. There is much of interest. There are continued arrivals of new dried fruits, a line of business of special interest at this season. The shortage of tomatoes is placing some houses who had sold largely to arrive in a very unpleasant position. The position in beans has been somewhat relieved. In sugar prices have been advanced. In teas our dealers are buying Indians for direct shipment quite freely and prices are quite low. In Ceylons a rather firmer market rules.

OILS.—In burning oils, for which there is a very large demand at this season, prices have been advanced a half cent. The greater quantity, however, for fall shipment has been booked at the old figures. In paint oils, the sale is light. Linseeds hold at the lower figures. Turpentine, on the other hand, is held firm at the advance. Lubricating oils show a fair business. In cod oil the receipts are not as large as last year, but though the prices have been showing some advance no such figures as last fall are expected.

SALT.—In Liverpool coarse salt a large cargo is daily expected. Owing to the large cargo being delayed, the market is not as largely stocked as was expected. Prices are firm. In Canadian fine salt, through free arrivals the market is now fully supplied. Our quotations are as follows: Liverpool coarse, 55 to 60c.; English factory-filled, 95c. to $1.00; Canadian fine, $1 per bag; cheese and butter salt, bulk, $2.40 per bbl.; 5-lb. bags, $2.75 to $2.85 per bbl.; 10-lb. bags, $2.60 to $2.65 per bbl.; 20-lb. wood boxes, 22-23c. each; 10-lb. wood boxes, 14c. each; cartons, $2 per case of two dozen; English bottled salt, $1.25 to $1.30 per doz.; mineral rock salt, 60c. per 100 lb. (Selected lumps.)

CANNED GOODS.—The shortage in tomatoes is proving a great source of trouble, one involving much explanation to many of our dealers. Prices are held firm at the advanced figures. Corn is also held firm. The pack in our own Province was quite large. Peas are unchanged. In fruits, gallon apples are rather firmer. Blueberries are scarce and the demand cannot be supplied. In salmon, the prices are unchanged. In Canadian meats, some Canadian packers are already making contracts for the coming season. Domestic sardines are a short pack, but as yet prices are unchanged. Haddies and herring rule quite easy.

GREEN FRUITS.—Dealers are busy. Canadian grapes are large sellers at this season. Prices are rather lower. Apples, New Brunswick stock, still largely supply the market. We have, however, no late fruit. Gravensteins are scarce. Oranges have a fair sale, chiefly Jamaicas. In lemons, prices are still high. Cranberries show a good sale. There is a wide range in prices, because of the native berry, which runs uneven in quality. There are still some pears. Quinces have a fair sale. Sweet potatoes are quiet. Bananas, while quite freely offered, are not in the fore front. In keg grapes, there is a rather better sale, but the season is still early.

DRIED FRUITS.—The free arrivals of Malaga layers and loose muscatels have caused quite a stir. Californian fruit is daily expected. Were it not for the seeded the quantity of Californian fruit coming in would have been light. Valencia raisins are still held at high prices. Layers are about the only line sold. In currants, new are daily expected. The Oregon market is rather higher. In figs, the prices are firm. The quality this year is good. New Californian prunes are daily expected. Prices are low and the sale is expected to be large. Very few apricots and peaches are sold. New peels have not been generally received. Onions are freely sold at lower prices. Much of the Montreal stock received is poor. In evaporated apples prices are somewhat higher.

DAIRY PRODUCE.—In butter, prices are unchanged. Best stock moves freely. The supply of cooking butter is light. Cheese holds firm at full figures and the stocks are not large. Eggs show better movement and the prices are unchanged.

SUGAR.—In this line the prices have been advanced ten cents, and the market is firm. Sales are very large. Very limited quantities of paris lump sugar are sold here.

MOLASSES.—There is a good, steady sale at quite full figures. So far stock arriving has moved off quite freely, so that stocks held are not large.

FISH.—In dry cod the market is steady. Pollock are in light receipt, but our market is not a large one for this line. Pickled herring keep firm with the outside demand getting well supplied. In smoked, herring are in light supply and prices are rather higher. Finnan haddies are moving west freely. At present the full demand is not being met. Boneless fish are unchanged. Alewives are particularly dull this season. Our quotations are as follows: Haddies, 4½ to 5c.; smoked herring, 7 to 8c.; fresh haddock and cod, 2 to 2½c.; boneless fish, 4 to 5c.; pollock, $1.65 to $1.75 per 100 lb.; pickled herring, $2.00 to $2.25 per ½ bbl.; dry cod, $3.50 to $3.60; pickled shad, $6 per ½ bbl.

FLOUR, FEED AND MEAL.—In flour there is a steady business. Demand for Manitoba is very large. Ontario flours are quoted rather higher. Oats and oatmeal are both quoted higher, and are not freely offered. Cornmeal is steady. Beans are more freely offered, and the market has settled from the extreme figures. Feed is unchanged. Barley is in light demand. Split and whole peas are scarce with prices high. We quote: Manitoba flour, $4.60 to $4.70; best Ontario, $4.20 to $4.25; medium, $3.75 to $4; oatmeal, $4.40 to $4.50; cornmeal, $3.25 to $3.30; middlings, $26.00 to $28.00; oats, 42 to 43c.; handpicked beans, $2.25 to $2.30; prime, $2.10 to $2.20; yellow eye beans, $2.80 to $3; split peas, $5.15 to $5.25; barley, $4.25 to $4.35; hay, $9 to $10.

### ST. JOHN NOTES.

E. E. McMichael has added "Swiss Milk" chocolate to his line of specialties.

The Imperial Oil Co. received this week by steamer and barge, 750,000 gallons of oil.

E. T. Sturdee is offering a consigned cargo of choice Porto Rico molasses to the trade.

Two cars of "Red Rose" tea were shipped west this week—one to Toronto and one to Winnipeg.

Some Malaga raisins of especially fine quality were received by the trade this week, shipped by Jose Segalerva, Malaga.

The Conlay Foil Co., represented by J. Hunter White, are supplying a tea lead which is giving particularly good satisfaction to the trade.

## MANITOBA MARKETS.

WINNIPEG, October 27.

THE trade of the week has been steady and heavy. Jobbers have difficulty in getting goods forward in sufficient quantities to fill some of their orders.

The canned goods situation continues to occupy the attention of both jobber and consumer. The normal consumption of canned tomatoes in the West is about 170 cars, or, say, 60,000 cases. This season, one firm, who last year handled 23 cars, will not get more than 500 or 600 cases. There were practically no stocks left over from last season, so that the tomato situation may be said to be strained. Corn and peas are, in consequence, very firm, and jobbers are not keen to take orders.

BEANS—The price has not advanced here in proportion to the east, but jobbers are instructing their men through the country not to take orders below a certain figure; $2.25 Winnipeg is about a fair quotation, but they must go higher, as no stocks can now be laid down here at that figure. All other cereals are in nominal demand and without change of prices. Owing to the small quantities of oats coming in the supplies of rolled oats on hand are small, but prices are still quoted on the basis of $1.90 for the 80-lb. sack.

EVAPORATED AND DRIED FRUITS—Raisins and currants are at last week's prices, but advices from California as to the advance in the apricot market are tending to stiffen prices here and choice are quoted at 9¼c. and standard at 8¾., and they may go higher. Peaches are unchanged at 8½ to 9c.

GREEN FRUITS—The market is principally devoted to apples at the present time and there are large sales at from $3 to $3.50 per bbl., according to variety. Snow apples are nearly done and the few remaining on the market are quoted at $5. Cranberries remain at $9 per bbl. in spite of anticipated advances. Tokay grapes are $3 per case. Rogers and Concords are in fair supply at 30 to 40c.

BUTTER—The creameries throughout the country are closing, and after this week prices of creamery butter will be the jobber's price to the retailer. The remaining stocks are being cleared up at 21c. factories. Dairy—There is a slight increase in supply this week, but it is rather of inferior grade, for which there is practically no demand. First grade of fresh dairy is worth 15c., Winnipeg, for round lots. Seconds bring from 12 to 13c.

CHEESE—Market is steady, with a good demand, and jobbers are selling at 13½ to 13¾c.

EGGS—The market is no better furnished than it has been for the past few weeks, and the price is now 17c., Winnipeg, for freshly gathered.

DRESSED AND CURED MEATS—The dressed meat market presents no new features this week. Beef is quoted at 5½ to 6¼c. per lb.

Crocers and Confectioners can rely upon the purity and excellence of

COWAN'S Cocoa, Chocolate and Famous Blend Coffee.

Cowan's Cake Icings, and Cowan's Pure Confections.

QUEEN'S DESSERT CHOCOLATE. CHOCOLATE CREAM BARS.
CHOCOLATE GINGER, WAFERS, ETC.
COWAN'S SWISS MILK CHOCOLATE.

THESE ARE CHOICE CHRISTMAS GOODS.

THE COWAN CO., Limited - - TORONTO.

EPPS'S GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. COCOA



We want 100,000 Live Chickens annually for our export trade

We will pay the highest possible market price for really prime well-fed birds.

Correspond with
SCOTT, ASHTON & COMPANY, MORRISBURG, ONTARIO.

GRIMBLE'S English Malt VINEGAR

Six GOLD Medals

GRIMBLE & CO., Limited, London, N.W., Eng.

DELAYS ARE DANGEROUS.

Do not wait any longer for lower prices on *CANNED GOODS* which are steadily advancing. Tomatoes scarce and only half pack. It will pay you to get our prices before purchasing elsewhere.

*HAND-PICKED BEANS*—We have a limited quantity at a low price.

*TEAS*—We have the finest range of Ceylons ever imported, and will be pleased to submit samples upon application. Your inquiries will have our very best attention.

The R. & J. H. Simpson Co.,

WHOLESALE GROCERS AND TEA IMPORTERS, GUELPH, ONT.
Telephone No. 275.

for choice abattoir stock. Mutton is steady at 8 to 9c., and lambs at 11½c. Hogs are easier at 9½ to 10½c. per lb.

CURED MEATS—The demand is steadily increasing, and without any corresponding increase in the supply of hogs. Quotations for the week are: Hams, sugar cured, 15¼c. lb.; breakfast bacon, bellies, 15¾c.; backs, 14¾c.; spiced rolls, short, 12¾c.; long, 13¼c.; smoked shoulders, 11½c.; smoked long clear, 13c.; dry salt, long clear, 11c.; dry salt backs, 12½c.; lard, tierces, 11⅞c.; 50-lb. tubs, $6.05; 20-lb. pails, $2.50; 10-lb. tins in cases, $7.60; 5-lb. tins, $7.65; 3-lb. tins, $7.75.

## NOVA SCOTIA MARKETS.

Halifax, October 27, 1902.

THERE is remarkable activity in the autumn grocery trade, and both wholesalers and retailers are kept very busy, having all the business they can possibly attend to. Travellers on the road are sending in large orders, and especially good reports of the state of trade generally. Payments are being met with exceptional promptness, and a healthy tone prevails in this line of business. The retailers report their weekly and monthly bills paid on time. They give as a reason for this that work is plentiful and wages are paid regularly.

* * *

There have been a number of minor changes in the market, but none of serious enough character to affect trade. Beans are still quoted high, but the opinion prevails that the high price will soon bring enough stock into the market to ease prices. Some grades of pickles are advancing, the reason given being the smaller production of onions and cucumbers. The advance is 25c. per doz. for bottled and 50c. per gal. for bulk. Flour remains firm and the tendency is to advance.

* * *

There is now a large trade in molasses. A good many of the retailers bought only short supplies during the summer, and now that the season for a greater use of this article has come in, they are stocking up more largely. Sugar remains unchanged. The demand is lighter than a month ago. The new sugar put on the market by the Redpath sugar refinery, at 20c. per 100 lb. below other quotations, is listed as "granulated." It is meeting with fairly good favor. It is coarser in grain and slightly off color, being slightly more yellow than extra granulated. The reason assigned for the new grade is to meet the competition of foreign granulated and beet sugars.

* * *

There is an improvement in the fish business. Good quantities are being taken in by the exporters, but the prices are abnormally low. Considerable codfish is still coming forward from Newfoundland. The markets in the South have not improved. That in Brazil especially is said to have reached the lowest point ever before known. The pack of the lobster canneries is said to be up to the average this season, but there is considerable complaint with reference to the Prince Edward Island pack, where the catch was large, and due care was not taken in packing.

* * *

The butter and cheese markets are both firm on account of favorable reports coming from England, where Canadian butter and cheese is in great demand, and has recently advanced considerably.

* * *

Farm produce is coming in steadily, and good prices are being realized. Potatoes are quoted at 40 to 45c.; oats at 38c.

R. C. H.

## JAVA TEA.

As foreshadowed in the British Consular report for 1900, the season's production of Java tea in 1901 exceeded any of its predecessors. The bulk was almost entirely shipped to Holland and London, though regular small parcels of specially prepared tea were forwarded to ports in the Persian Gulf. Overproduction reached a climax in the 1900 crop, both in India and Ceylon, and far more tea was produced than consumption required. The low prices, however, stimulated demand for the article. Attempts are being made by Java planters to prepare their tea in tabloid form, which is considered in some quarters to be most suitable for the markets in Russia. Statistics of exports for the last four years are as follows:

| | Lb. |
|---|---|
| 1898 | 12,110,724 |
| 1899 | 12,841,702 |
| 1900 | 15,406,984 |
| 1901 | 16,750,872 |

## NEW PEPPER FROM AFRICA.

There has just been laid before the French Academy of Medicine the result of an analysis made by Dr. Barille of a new pepper of African origin, recently imported from Kissi, on the Liberian frontier of Guinea. This product, which has already been given the name of Kissine pepper, grows abundantly in this region in a wild state. It is not akin to any known species, and, being very rich in piperine and volatile oil, can be used both as a spice and as a condiment. Its grains, generally very small, are characterized by a pedicule at their base. They give a reddish-brown powder, highly perfumed, and of a peculiar aromatic savor. French journals speak of this article as another interesting and valuable addition to the already long list of French colonial products.

## CHANGES IN STRATFORD.

W. L. Scott, grocer, Stratford, Ont., has sold out to J. C. Jones, formerly of Jones Bros., of the same town. Mr. Scott intends going to Vancouver. Jones Bros. have dissolved partnership; R. S. Jones continuing.

## CANNING OF CANADIAN OYSTERS.

IN the past the canning of oysters in Canada has been an unprofitable business owing to Baltimore packers being able to can at a very much less cost. Two years ago N. & M. Rattenbury, of Charlottetown, commenced the canning of Island oysters, and it is understood that they are the only firm competing with the American packers in Canada. Recently there has been an advance in bulk oysters and it is announced that a further advance must occur in the near future. It is thought that this will enable Canadian packers to go into canning more largely and will help them to get a footing in the market. A Montreal journal, in referring to the matter, says that the advance is owing to scarcity. Dealers in Baltimore, Norfolk and New Haven all report that the beds are becoming limited, and that, as a result, they have been compelled to advance their prices fully 25 per cent. Up to the present, wholesale dealers in Montreal have only advanced their price 20 per cent., quotations to retailers this week being $1.40 per gal. for standards and $1.60 for selects. These prices will shortly be raised to $1.60 and $1.80 respectively.

The propagation of the oyster is becoming a leading feature among growers, and the supply must more and more depend upon the cultivated beds rather than upon the natural growth. Meantime, the consumption is rapidly increasing, and as this will be greatly added to by the demand from the west, it looks as though the day for cheap oysters had passed, at least for the time being.

Malpeque, P.E.I., oysters, however, are very plentiful, and are selling at $3 to $6 per bbl., select hand-picked ones bringing the outside figure. It is expected that these will remain at the present quotations all season unless very stormy or severe weather should set in and continue long enough to interfere with the fishing operations on the coast, which event would, of course, have the effect of stiffening prices.—Mail, Halifax.

## THE SECOND STEAMER FOR AFRICA.

The Elder-Dempster steamer Melville, which sails from Montreal for South Africa on November 18, is filling up rapidly with freight. So far, she will carry 2,000 tons of flour, 4,000 cases of butter, 3,000 barrels of apples and 2,000 cases of ham, in addition to cottons and woollens and agricultural machinery. The prospects are that she will go out as well filled up as did the Ontarian. Inquiries are already being received by Jas. Thom, manager of The Furness-Withy Company, for tonnage in their steamer sailing from St. John in December.

We would refer our readers to the advertisement of The Eby, Blain Co., Limited, showing a cut of their handsome warehouse with the recent alterations, claimed to be now the finest in Canada.

# Fancy Fruits for Xmas Trade

EXPORTERS OF **APPLES**

Cable Address: "HUB."

We are direct importers of: Malaga Grapes, Florida, Mexican and California Oranges, California, Florida and Messina Lemons, Florida Tomatoes, Strawberries, Grapes, etc. We carry all kinds of Nuts, Dates, Figs, Apricots and Prunes, and solicit your orders and correspondence.

Our place is headquarters for OYSTERS AND FISH.

REMEMBER THE NAME AND ADDRESS:

## HUSBAND BROS. & CO.

82 Colborne Street, TORONTO.

T. H. SMITH N. CARMICHAEL

# Smith & Carmichael

WHOLESALE PRODUCE, FRUIT AND COMMISSION MERCHANTS

*Butter, Eggs, Cheese, Lard, Poultry Live and Dressed, Honey, Potatoes, Apples, Sweet Potatoes, Bananas, Lemons, Oranges, Malaga Grapes.*

We are buyers and sellers, and solicit correspondence.

SPECIAL PRICES ON ALL LINES OF FRUIT.

70 Colborne St., TORONTO

# New Crop

Walnuts, Almeria Grapes, Cranberries,
Almonds, Sweet Potatoes, Prunes,
Filberts, Onions, Eleme Figs.

ALSO CALIFORNIA ALMONDS AND WALNUTS.

WE CAN FURNISH ANY QUANTITY FANCY APPLES.

**Do Not Fail to Ask for Quotations.**

## McWILLIAM & EVERIST,

'PHONE { MAIN 645 OFFICE. " 3394 WAREHOUSE, TORONTO, 25-27 Church Street.

CODES: A B C, Scattergoods, Economy. Cable Address: "WHITCO."

# WHITE & CO., - TORONTO.

Warehouse, 64 Front East. Auction Room, cor. Scott and Esplanade.

Wholesale Fruit and Produce.

IMPORTERS. EXPORTERS. AUCTIONEERS

EXCLUSIVE DISTRICT AGENTS OF:

EARL FRUIT CO., CALIFORNIA—Oranges, Lemons and California Vegetables.
CALIFORNIA FRUIT DISTRIBUTORS--Deciduous Fruits.
CANADA-JAMAICA STEAMSHIP CO.--Bananas, Oranges, Cocoanuts, Pineapples.

LONG ESTABLISHED.

Wholesale dealers in: Oranges, Lemons, Cranberries, Bananas, Cocoanuts, Almeria Grapes, Figs, Nuts, Dates, Jams, Oysters, Finnan Haddies, Butter, Eggs, Lard, Cheese, etc. Consignments solicited. Cold storage on premises, capacity 25,000 cubic feet. We are desirous of opening foreign connections. Correspondence invited.

BANKERS: Canadian Bank of Commerce, Market Branch.

# ESTABLISHED IN 1842.

# WE REPRESENT THE FOLLOWING EUROPEAN AND AMERICAN FIRMS:

**Gonzalez Staub & Co., Cognac,** Fine Brandies, Fine Champagne.

**Boulestin & Co., Cognac,** Very Finest Brandies imported.

**C. Pluchon & Co., Cognac,** Very good Brandies.

**J. Prunier & Co., Cognac,** Good Brandies.

**P. Liet & Fils, Guimps, Cognac,** Good Brandies with special brands.

**P. Hoppe, Schiedam,** Distiller of the celebrated "Night Cap" Gin. The best ever handled by hotelkeepers.

**P. Hoppe, Amsterdam,** Distiller of Holland Finest Liquors and Cordials, in ordinary and fancy bottles.

**E. Martinazzi & Co., Torino,** One of the best and largest distillers of "Fine Vermouth."

**Dubonnet, Paris,** Maker of the finest and best appetizer and tonic, "Quinquina," in litre and ½-litre bottles.

**Vichy Liqueurs, Paris,** the finest digestive liquor aux sels de Vichy. Highly recommended by physicians.

**James Ainslie & Co., Leith,** Distillers of the celebrated "Glenlion" brand of Scotch Whiskies. Purveyors to the Royal Navy. One of the most reliable and oldest houses. Established in 1819.

**James L. Denman & Co., Limited, Glasgow,** "Big Ben," finest blend of Scotch Whisky, as supplied to the House of Commons.

**Dandicolle & Gaudin, Limited, Bordeaux, and London, Eng.,** Packers and shippers of high-class table delicacies: Mushrooms, Peas, Haricots, Asparagus, Artichokes, Pates de foi gras, in tins and glass, Cherries, Vinegar, Wines and Liquors.

**Greenbank Works, The United Alkali Co., Limited, St. Helens, Eng.,** Manufacturers of the well-known "Greenbank" and "Red Heart" Lye, Caustic Potash, and Chloride of Lime, best disinfectant.

**The Williams Bros. Co., Detroit, U.S.A.,** Packers of Fine Pickles, Jams, Catsup, Sauce, Preserves, Mustard and "Waldorf" Baked Beans in Tomato Sauce.

**Brusson jeune, Villemure, Haute-Garonne, France,** Manufacturer of the finest and best French Alimentary Pastes, made with best hard wheat "Tangarock." Daily capacity, 44,000 lbs.

---

**Sole proprietors of the celebrated, well-known brands, "Beaver," "Owl Chop" Japan Teas. Ceylon Teas, Packages. Distributors of the "Bee" Brand Black Teas.**

**We strongly recommend you all these Brands, which are superior to many others, although prices are less. Our stock is large and well assorted. Our prices are the lowest. We are Sellers.**

# L. CHAPUT, FILS & CIE,

**Wholesale Grocers.**
**Importers Teas, Wines and Liquors.**

**= Montreal**

## PLEASURES OF THE ROAD.

By "Roadster," in an English paper.

IF there were beneath the sun one single trade or profession whose members were unanimous in its praise, what a rush there would be for it! How paterfamilias would sigh with relief; how the "young gentleman just left school" would apply in his best copperplate for admission to its ranks. But there is not, and this side Utopia never will be, such a city of refuge for "our boys." Up and down the social scale, barrister and butcher, sailor and sweep, all sing the same sad song—"My dear sir, make the lad anything but that; a bare living is the most he can hope for. I assure you nowadays the competition," etc. Of all excuses and drawbacks, the universal scapegoat is that same "competition"—a word so welcome as almost to take rank with "that blessed word Mesopotamia!"

So the bagman, who, whatever be his faults, is at least up to date, comes forward with his little "wail." And the intelligent foreigner in the present, or Macaulay's New Zealander in future ages, will see in his mind's eye a feeble remnant of dispirited men trudging their way, repulsed from shop after shop; here by a notice that "Messrs. Penny & Post see no travellers"; there by a firm whose proprietary articles are all "our own make"; leaving town after town orderless and spiritless, and sneaking at night to their frugal meal and hard bed "in the worst inn's worst room."

A painful picture! If only it were attested by the railway carriage, the street, and the commercial-room. But they seem such "jolly companions every one" these poor "wailers." So jovial and hail-fellow-well-met among themselves; so affable and cheerful with any stranger who finds himself a bagman's vis-a-vis. Are they all forced, the cheerful smiles as they swing from customer to customer, or chaff "Boots" as he puts the bags inside the 'bus, and slams the door—three minutes to catch the train half a mile away! They grumble, it is true, as they sit in conclave at the commercial dinner, or over the evening "fish and tea"; but for men who "haven't taken a line to-day, sir," they speak with marvellous smoothness, and, moreover, display a lively interest in the vagaries of the Stock Exchange which one hardly looks for in men on the verge of despair and ruin.

There are undoubtedly many doing badly on the road; some because they deserve to do badly; others, for whose "best" adverse circumstances are too strong. A small number—as in all other trades—are doing superlatively well. And between these opposite extremes, the main body are doing "as well as can be expected."

It may be said of "the road," as the late George Robins once said of a desirable property brought under his hammer, "For any gentleman requiring this sort of thing, this is just the sort of thing he requires." Does a man like change of scene and society? The road will certainly give it him. Does he weary of the same daily walk to business, the same faces week after week behind the counter or the desk? Is it his taste to sleep one night in a city caravansera, and the next to be the only "gentleman in the parlor" of the one hotel in a country town where they study economy and dispense with gas on moonlight nights? And does he find that his appreciation of "home" is kept more lively by being a "week-end" visitor only? Then "the road" is, of all places, the place for him.

He may be so qualified, and yet not succeed as a traveller. For that he must have a genius for perseverance, and many things besides, a persuasive manner and a taking tongue among the number. But for a man with a talent for travelling, what I have hinted at as pleasures of the road will, if they do not actually smooth his path, yet lift him gently over many a rough place. And there are other alleviations of his lot. A "cranky" customer seen at oftenest weekly or monthly, is not so sharp a thorn in the flesh as a bullying manager or an uncongenial fellow-clerk. You pull yourself together, bow before the storm of grumbles or snubs, and 10 minutes later are outside in the sun, and rid of him till next journey. Even the fussiest of firms can only get at you through the medium of the correspondence clerk and the mailbag, and must confine the hourly interviews and complaints to those "inside." The man who stands behind his own counter soon loses, if success comes slowly, the pride of possession which he first felt. Waiting for trade is weary work. The bagman never waits—except for trains. He pushes forward, working shop after shop, street after street, now a small town, now a city, always hoping, and not infrequently finding that things are better "a little bit further on."

Travellers and tradesmen alike will tell you how the road swarms with unsuccessful brothers of the bag. Very likely; there are failures in every business and profession, but the unsuccessful traveller is always en evidence; the publicity of his work and the breadth of his field of action make this unavoidable. When wheat and chaff grow on separate stalks wholesale houses will send out none but successful men, and we shall probably miss the "cheery failures" whom a modern writer has described as the cream of social life. Meanwhile, threshing machines are not yet out of date, and a great army of weary countermen and clerks chorus the song of Capt. Macheath, and cry, "Let us take the road."

## A VETERAN SPICE MERCHANT.

The oldest man in the spice business in Canada is Mr. S. H. Ewing, of the firm of S. H. Ewing & Sons, who entered the Montreal Coffee and Spice Co in the year 1848. Ten years later (1858) he, with his father, Mr. S. Ewing, sr., bought out this concern, and the business was then known as S. Ewing & Son. In the 60's Mr. S. H. Ewing's brother was admitted into partnership under the style of S. H. & A. S. Ewing, which continued until the year 1900, when the former severed his connection with the firm, and entered into partnership with his two sons, S. W. & A. H. Ewing, forming the firm of S. H. Ewing & Sons, of which firm the veteran merchant is still an active member. Notwithstanding his years, he is alert on all matters pertaining to the business, and still continues to take a keen interest in the doings of the commercial world.

## SATURDAY A HOLIDAY.

As Saturday, November 1, is a holiday throughout Quebec with the members of the Roman Catholic faith, all the French business places will be closed, as well as all others who are required to observe All Saints' Day.

## BROOM CORN CROP POOR.

Emil E. Boeckh, of United Factories, Limited, was interviewed by our representative a few days ago on the question of broom corn.

"Yes, the crop is certainly very inferior this year," replied Mr. Boeckh, "but good corn can be bought, and that is the only kind we purchase. We do not intend to raise the price of brooms if we can avoid it, although we would be justified in doing so, owing to the inferior crop and great scarcity of labor. Brooms will certainly be no cheaper, however, for some time to come."

## CLOSING AT SEVEN.

For some time past the grocery clerks of Montreal have been endeavoring to get their employers to close the stores early on one night of the week, and at last they have succeeded, at least with a good number of the grocers. Thursday was the day chosen, and all those grocers whose signatures were obtained will hereafter close at 7 o'clock on Thursday nights. At Point St Charles and in the west end all the grocers agreed to the new arrangement. Others of the trade in the city may follow their example shortly.

## A LETTER PER CHEESE POST.

The following, signed by Archer Cunningham, Luton, England, recently appeared in the columns of a London trade journal: "When cutting a Canadian cheese last week I came across a small glass bottle, and on opening up found it contained a letter addressed to Mr. George Bradbeer, Clifton, Bristol, to be forwarded on to him. This I did, and had a reply saying that his son was out in Canada having a course of actual cheese-making, and he was glad to get news from him in this very unusual way. I thought perhaps this might interest your numerous readers."

# SEASON'S SPECIALTIES:

**Christie's Plum Pudding, Short Bread, and Dandy Oyster.**

Manufactured by

**Christie, Brown & Co., LIMITED**

TORONTO and MONTREAL.

# Pure Gold Jelly Powder

# Pure Gold Flavoring Extracts

# Pure Gold Baking Powder

WE MAKE THE DEMAND, YOU SELL THE GOODS EASILY.

# LEAKS IN GROCERY STORES.

COMMERCIAL TRAVELLERS, as a rule, are observant of the ways in which a business is conducted, and are quick to notice any leakage in the business. They often come in contact with grocers and know much about the grocery business. One of them, in The Kansas City Journal of Commerce, says something about these leaks.

He is responsible for the statement that there are probably more leaks in the retail grocery business than in any other; leaks which if not stopped will most certainly lead to ruin. In many cases these leaks are visible and can easily be repaired. Some times these leaks are invisible to the grocer, but perfectly plain to all his friends and neighbors.

It is with the hope that what I say in this letter will cause some grocer to find his particular leak and stop it that causes me to write it. There are many kinds of leaks, so many that out of their multiplicity I can only mention a few and then not tell you half.

Carelessness is the principal leak in every business. When I was a boy, my father kept a grocery, and, of course, I worked for him. One cold night, being in a hurry to close up and go home, I opened a door between the storeroom and a back room in which were kept molasses, vinegar, and such like goods, and, without looking, threw a heavy box in, closed the door and went home.

The next morning I was awakened by the rythmic rise and fall of a barrel stave upon my warm and pulsating body. The box, which in my carelessness I had tossed into the warehouse, had alighted directly upon the faucet of a barrel of molasses that sold at $1.25 per gallon, broken it short off and all night in a sweet, dreamy stream that molasses had meandered until it was too tired to meander any longer.

That was carelessness.

At another time I helped to unload a barrel of molasses by sliding it down a plank; the plank was too thin, consequently broke; the barrel descended rapidly, also broke when it struck the ground, one end flying out; the molasses flew, too, in a raging torrent down the street.

That was carelessness, too.

Here is an instance where all your neighbors see the leak.

A grocer rises before the swallows begin to twiter. He starts to market to "lay in" his daily supply of vegetables. He thinks a "swallow" will do him good. He stops at a saloon where the "swallowers" never sleep, and his dime is swallowed by the barkeeper's till—the profit on a dollar's worth of sugar. He gets to the market square and meets a friend. They invest 20 cents each this time and the profit on $4 worth of sugar has gone down the "red lane."

A few more dimes will go the same way before he reaches home. Thank goodness, all grocers don't leak that way. Some grocers allow the sales to go down with a "dull thud" and stay there, being either ashamed to take out the extra weight in the presence of the customer, or he wishes to appear in a generous role.

Keep that kind of leak going and some day his business will go down with a "dull thud" and stay there. Selling at cost and not counting time, twine and paper is a drip that is often overlooked. If you sell a dollar for a dollar you lose money. Holding open on Sunday is a leak in the physical system which should be plugged at once. Holding open late at night waiting for a possible customer, thus wasting gas and the best hours of the night for recuperation is another way to leak.

Some grocers do not check up the orders closely when they are sent out and the driver says something was "short."

Was it, or was it a leak?

The grocer doesn't know; probably the driver does.

Another leak that often becomes a torrent impossible to check is the habit of giving credit without looking closely into the past of your customer. Should this man, just after moving into the neighborhood, ask you to lend him $10 on his simple word to pay, would you let him have it? I don't think you would, yet you'll let him "run a book" and scratch around yourself to get enough money to pay your jobber for the same goods. See the point? Another drip, drip, drip, is the habit some grocers have of displaying their fruits where the passerby can pick at them. He loses lots that way in a day and the picker always picks the ripest and largest, too.

Do you use a No. 4 sack when a No. 2 would do? Some also tear off more paper than necessary and some seem to think that twine is free. Do you always sell the oldest goods first, or do you pile the fresh with the old, thus putting them all, like old dog Tray, in "bad company?"

Forgetting to cover the cans and coffee bins, in consequence of such a negligence the strength leaks out, thus deteriorating both quality and quantity and driving your customers elsewhere to seek better goods. Did you ever think that when you leave the ice chest open one minute longer than necessary it entails a big loss on you in the course of the day? When you buy out of season goods, such as oats, wheats and other cereals in the summer time you are leaking badly, because they become wormy or musty and must be thrown away. Very few of them are guaranteed.

Leaks are occasioned sometimes by buying in too large quantities. An inducement is offered if the merchant will buy so much and he bites. The consequence being that before he has disposed of the lot it has evaporated; mice have made their habitation within his heart; weevils have eaten out the core and his profit has gone drop by drop.

The idea of buying large quantities of anything may work to the merchant's advantage occasionally, but nine times out of ten it only succeeds in tying up a large sum of money when that sum could be used in other ways several times, thereby stopping a leak instead of causing one.

A few cents invested in mosquito netting will keep your shelf goods from becoming fly-blown and dirty and help keep your stock looking bright and attractive.

Trying to transfer oil from one can to another without using a funnel is apt to cause a leak—and a fire. Using a half-gallon measure in place of all measures is a senseless leak. Some grocers argue that it is the same thing if you fill it twice for a gallon and that if you fill it half full it is a quart, etc. It is not the same thing; it is always more.

Do you allow your horse to stand in the sun? That's a leak in his vitality. Always let him stand with his head uphill and the brakes on. Don't wait for his shoe to come off. Have it tightened at once and save a leak in the time when you want him in a hurry.

Do you fail to discount your bills? You have no idea what a broad stream your failure in this particular makes at the end of the year. It will nearly pay your rent.

Allowing your account with the jobber to run behind is a leak on your credit that takes lots of damming to keep it deep enough to prevent its drowning you.

Some grocers always hire cheap help. Cheap help results in cheap service. Pay your help decent wages and take away the temptation of pilfering and you won't have any leak there.

Having leaky measures and faucets, keeping stuff on hand simply to draw trade. It does draw, but draws it to your neighbor.

Count your loaves of bread when the baker's man leaves them. Don't trust him to figure the amount. Weigh your meat. Packing houses are as apt to make mistakes as anybody else. See that you get the amount of ice that you pay for.

When your oil man puts in your oil it doesn't take much time to stay by the can and see it run in. I have heard of oilmen who have carried two buckets back but one of them was always empty, yet the grocer paid for two full ones. Finally take this as it is meant, not as censure, but as advice from one who "has been through the mill."

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**TORONTO, CANADA.**

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## *LILY WHITE GLOSS STARCH*

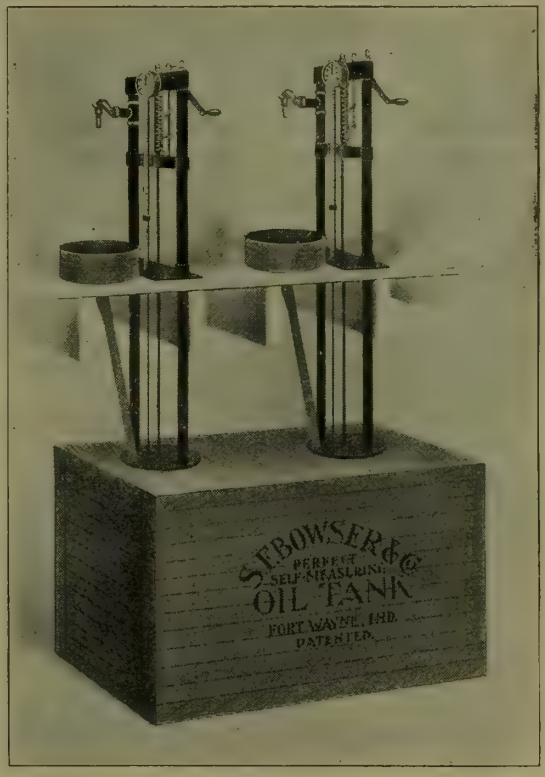
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**Beautiful 6-lb. Trunks and Tins.**
**100-lb. Kegs—extra large crystals.**

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**Cereal Food Specialties** of every make and description in stock in packages and in bulk. We carry the finest bulk rolled oats in the Dominion. Write for prices.

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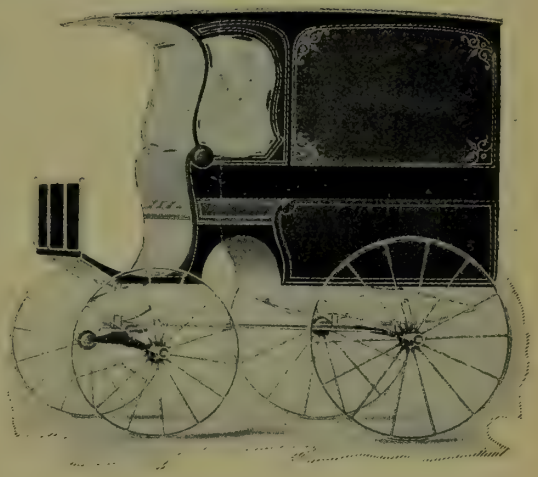
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RETURNED DEC 20 1902

# THE CUT-RATE GROCER.*

**His Methods and His End.**

A GOOD definition of grocer might be "a person selling food"; that is to say, supplying such articles as the public need for eating, the necessary staples as well as the luxuries of living, which, with perhaps the exception of fresh meat and fish, are supposed to be kept on sale by the modern grocer.

There is an old saying that the way to a man's heart is through his stomach. A certain married lady of long experience once advised her younger sister in the proper treatment of a husband, to simply "feed the brute." Society must be fed, and not only so, but insists on being well fed. Nearly half of the laws on our statute books are for the regulation or protection of articles of food. The great trusts and mergers in transportation derive probably over 60 per cent. of their income from handling the goods a grocer sells. Perhaps fully two-thirds of the world's commerce consists of handling foodstuffs, and nearly all the world's prairies, valleys and hillsides that are cultivated are for its production.

On the other hand, it is stated nine-tenths of our diseases are caused by improper or impure food.

The business of the grocer, then, is quite an important factor in our industrial and economic system, as well as in our social well being and health, and should be conducted on careful principles and with good judgment. The grocer is the last one in the long list engaged in handling food products before they are delivered to the kitchen of the consumer. On his capability, judgment and honesty depends, to a great extent, the physical welfare of society.

To give a few passing thoughts to his qualifications is well worth a few minutes of our time, which so many of us have gathered here in convention to learn and profit by exchange of ideas and gather knowledge by each other's experience.

As I just stated, capability, judgment and honesty are three of the necessary qualifications of a grocer. Capability is the outgrowth of practice, having learned and to some extent mastered the many details of the trade. I remember while clerking in a dry goods store, as a young man, I asked an older clerk how it was one could never get a bolt of Irish linen back again in the original folds after once opening. His answer was: "Because ye never learned." I silently resented the answer at the time, but it stuck to me, and I have since seen its truth, and have tried to apply it to my chosen trade.

Judgment is founded on learning and knowing how, but is a higher qualification; it seems to be inborn with some, while to others it seems unattainable. For instance, when a boy just out of school I, with others, had an opportunity of competing for a position in a large wholesale importing house, by writing an answer to a question. A house in a rival coast city had sent a consignment of sugar to this house, and the question was: What should be done with it? Only one boy wrote an answer: "Ship it back," which secured him the position. Business judgment.

The other day a firm of Seattle brokers, one that didn't deal in smaller matters than carloads, found it necessary to dispose of a consignment of "Royal" baking powder in small 10-cent lots to retail dealers at about 20 per cent. below cost, in order, it was stated, to save storage. Some lots were bought, while to others a slim bank account came to their assistance in the place af good judgment.

But above capability and above good judgment is that last qualification— honesty, without which no grocer will or should succeed. Honest to his customers to give them full value, and honest enough with himself to make a fair profit without recourse to tricks. We laugh at the drummer's story of the deacon who asked his apprentice if the floor had been swept, if the sugar had been sanded and the vinegar watered before having family prayer in the back room where the grocer lived. But the deacon grocer of our day sells a 75 per cent. glucose syrup labelled "Pure Candy Drips," and no one is any wiser. The pure jelly contains more potato starch than either fruit or sugar—but the public want cheap goods, so the modern grocer stretches his honesty as far as the law and the manufacturer lets him. But there is a limit which no honest man will overstep.

The insane clamor of the public for bargains and cheap goods is met by the so-called cut-rate grocer, the subject of our discussion.

The cut-rate grocer is usually a man who "never learned" the grocer's trade, who couldn't tell a Santos coffee from a Salvador, or a Ceylon tea from young hyson if the label were off; nor a piece of breakfast bacon from English belly—he has gone into the business to make money, and in order to attract the public to his store he usually advertises some one or more leading staples, well known and fully labelled, at a little below cost. The bargain hunter is attracted and not only buys but tells his neighbor—your customer—how cheap Arbuckle's coffee, for instance, is sold at Mr. Green's new grocery. They are nearly always new grocers. Your friend, the customer, doesn't go there to buy. She wouldn't leave her old place, but she tells you how very queer it is you can't sell goods as cheap as Mr. Green does, and she enumerates his prices. You try to show her that you cannot possibly sell those goods at cost, but that your new competitor probably intends making it up on something else, and she says: "Oh, no-o; why he gives one pound of sugar more for $1 than you do—and flour, why Mrs. Jones, my next-door neighbor, bought a sack at 90c., while you have been charging me $1 right straight along, and——" What's the use of arguing. You heave a sigh and get kind of nervous (if you are just a small concern), as you dare not get mad, for fear of losing a good customer. But if you are bigger, you don't care so much, and perhaps get a little huffy and tell her those are your prices and if she thinks she can do better she better try Green—and she doesn't. In nine cases out of ten she will stay right with you; maybe kick a little, but she likes you, and that is the reason she stays.

But others, who are not your regular customers will drop in and ask: "How do you sell Arbuckle's coffee?" "How many pounds of sugar for a dollar?" And when you tell them, they turn around and walk out—and you begin to wonder if it's epidemic and you the only high-priced store in town. Some clerk suggests that maybe we better give an extra pound of sugar on the dollar, and you frown and wait awhile. You have all been there. What makes people who are not your customers come to you if they can get the low rates at Green's? Well, I will tell you. As a rule, they don't like Green. They don't like the appearance of the goods in his store, but the price is an attraction; and the people would rather it was some other store.

Now, as to Mr. Green. He is usually a man who has tried several vocations. He has dealt in real estate, been a contractor, a speculator, done some teaming and is now trying his hand at groceries. He has had a tip from a friend where he can buy cheap, and he has a little money. He can undersell anybody; why, he can get canned goods, for instance, from 30 to 50c. per dozen cheaper than a jobber would sell you by the carload. He doesn't know that the extra vent in the can top means a "do-over," and if he knows it he doesn't care. The same with his dried fruit. If it has been steamed once or

*Address delivered at Convention of State of Washington Grocers by C. H. Hanson.

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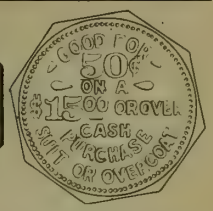
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# Cranston Aluminum Due Bills Cost

**Something of Course, but Practically Nothing in Proportion to the Benefit Received From Their Use.**

The following assortments of Trade Due Bill Checks made of aluminum or brass are recommended: The favorite shapes are **Octagon, Round, Scalloped or Square.**




**$81.00 Face Value, any shape, Cost $10.00**

| No. A. | | | Face Value | List Price |
|---|---|---|---|---|
| 100 good for 1c. in Mdse | | | $1 00 | $2 00 |
| 100 | " | 5c. " | 5 00 | 2 00 |
| 100 | " | 25c. " | 25 00 | 3 00 |
| 100 | " | 50c. " | 50 00 | 3 50 |
| | | | $81 00 | $10 50 |
| Less Assortment Dis. | | | | 50 |
| Net | | | | $10 00 |

**$91.00 Face Value, any shape, Cost $12.00**

| No. B. | | | Face Value | List Price |
|---|---|---|---|---|
| 100 good for 1c. in Mdse | | | $1 00 | $2 00 |
| 100 | " | 5c. " | 5 00 | 2 00 |
| 100 | " | 10c. " | 10 00 | 2 50 |
| 100 | " | 25c. " | 25 00 | 3 00 |
| 100 | " | 50c. " | 50 00 | 3 50 |
| | | | $91 00 | $13 00 |
| Less Assortment Dis. | | | | 1 00 |
| Net | | | | $12 00 |

**$191.00 Face Value, any shape, Cost $15.00**

| No. C. | | | Face Value | List Price |
|---|---|---|---|---|
| 100 good for 1c. in Mdse | | | $1 00 | $2 00 |
| 100 | " | 5c. " | 5 00 | 2 00 |
| 100 | " | 10c. " | 10 00 | 2 50 |
| 100 | " | 25c. " | 25 00 | 3 00 |
| 100 | " | 50c. " | 50 00 | 3 50 |
| 100 | " | 100c. " | 100 00 | 4 00 |
| | | | $191 00 | $17 00 |
| Less Assortment Dis. | | | | 2 00 |
| Net | | | | $15 00 |

**$232.00 Face Value, any shape, Cost $20.00**

| No. E. | | | Face Value | List Price |
|---|---|---|---|---|
| 200 good for 1c. in Mdse | | | $2 00 | $3 50 |
| 200 | " | 5c. " | 10 00 | 3 50 |
| 200 | " | 10c. " | 20 00 | 4 50 |
| 200 | " | 25c. " | 50 00 | 5 50 |
| 100 | " | 50c. " | 50 00 | 3 50 |
| 100 | " | 100c. " | 100 00 | 4 00 |
| | | | $232 00 | $24 50 |
| Less Assortment Dis. | | | | 4 50 |
| Net | | | | $20 00 |

We make other shapes and assortments as required. We cannot make less than 100 of any one coin. TERMS:—2 per cent. 10 days or net 30 days. Cheques must be made payable at par in Galt; or C. O. D., all charges prepaid; or if cash in full accompanies order, we send all charges prepaid and guarantee everything O. K., or money refunded. Send for samples or order at once.

**THE CRANSTON NOVELTY CO., GALT**

This is a Money-Maker for Merchants.

## REFRIGERATORS.



Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches.

Write for our catalogue, guarantee test and testimonials which are free.

**Eureka Refrigerator Co.**

WILBERT HOOEY, MANAGER.

Phone Park 513. 54 Noble St., TORONTO.

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1. The weight of the article in pounds and ounces.
2. The price per pound.
3. The total value of the article in dollar and cents.

It is a mechanical wonder, marvelous in its Simplicity, Sensitiveness, Accuracy and Rapidity of Operation. Made in many styles and sizes for all kinds of stores. Write to-day for illustrated catalogue.

**Toledo Computing Scale Co.**

**DEAN & McLEOD,**

Canadian Agents, HAMILTON, ONT.

## WANTED EGGS BUTTER

Highest Prices. Prompt Returns.

**THOS. PIZER**

General Produce Merchant.

1432 Queen St. W. TORONTO.

## "Sarnia" OIL LAMP

Equal to best American Oil. GROCERS ALL SELL IT.

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

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McLAREN'S

**COOK'S FRIEND BAKING POWDER.**

**The Best Grocers make a point of Keeping it always in Stock.**

## Confectionery

Now is the time to place your orders for the Christmas trade. We make everything in the candy line, from the Finest Bon-Bons and Chocolates to the old-fashioned Sugar Sticks and Bull's Eyes. A big line of one-pound and half-pound fancy boxes, to retail from 10c. up.

## The Canada Biscuit Co., LIMITED

KING ST. WEST AND BATHURST ST., CARS PASS OUR WORKS.

KING and BATHURST STS., TORONTO.

twice to kill the sugar weavil and grubs, what's the odds? He makes larger margin with his cut-rate price than you, the honest grocer, can possibly do on straight goods. Well, yes, he hurts trade some. I suppose I am about up to my subject—that's his influence. Customers get dissatisfied, and either you will meet his prices—and fail, or you will stick to the association price—which good business judgment has dictated—and lose trade. "Oh, I don't know!" Your best trade will stay with you. They have learned to trust you and they like you. Some who leave will come back again. Those who stay with him and trade—well, I don't know what influence he will have on them. He may assist the physician, the health officer, the coroner, and the undertaker in their line of business. I know not, merely hint at it, as I have no authority for such statement. As a rule, he doesn't last long; he doesn't get rich fast, and it's but a passing wonder when his store closes or changes hands. If we were to imagine him to remain with us, it would naturally demoralize the grocery trade.

## NO SMOKING.

What appears to us to be a very sensible request on the part of Wm. Metcalfe & Co., retail grocers, Berlin, Ont., is this placard, posted in a conspicuous place in their neatly-arranged and highly-creditable store:

> NOTICE.
>
> This is not a smoking car. Please leave your pipe and cigars on the gate-post. Tobacco smoke injures our goods.

It is not roughly put to the men customers, and yet it conveys the intended meaning and impresses it upon the minds of those who read perhaps in a greater degree than would the cold "no smoking" notice.

The men folk who carelessly smoke in grocery stores do not know how readily groceries absorb odors.

It is a merchant's duty to his customers to make a study of the little things that help to protect his goods.

## PERSONAL MENTION.

Mr. George Hepburn, secretary E. W. Gillett Co. Limited, is taking a few weeks vacation and occupying himself in the Lindsay district duck and partridge shooting.

An important change has been made in The Hudson's Bay Co. Mr. George E. Sharpe, manager of the Calgary branch, has been appointed assistant general-manager, and Mr. J. G. Edgar, for some time bookkeeper at this branch, has been appointed manager of the Calgary branch. The employes of The Hudson's Bay Co. waited upon the retiring manager at Calgary recently and presented him with an address and a beautiful fur coat. The presentation was made by Mr. T. T. Bowes, the oldest employe in the store.

## FOR SALE.

FOR SALE—IN ONE OF THE LARGEST cities in Canada, a first-class grocery business. Stock all fresh and well assorted. A splendid opening for a first-class grocer. Stock, fixtures, and rolling stock complete worth in the vicinity of $2,300. As the owner is anxious to sell at once it will be sold at a snap. Full information by addressing Box 42, CANADIAN GROCER, Toronto. (44)


Operating MONKLAND MILLS, BROOMFIELD MILLS, FERGUS ELEVATOR, and MAPLE CREEK RANCH, ASSA., N.W.T.

CABLE ADDRESS: "MONKLAND."

**James Wilson & Sons**

*Fergus, Ontario, Canada*

Grain Merchants and Manufacturers of Standard Granulated and Rolled Oatmeal, Rolled Oats, Corn Meal, Pot Barley, Pearl Barley, Split Peas, Pease Meal, and Chopped Feed of all kinds.

**Anderson & Coltman,**

LIMITED,

Canned Goods Brokers,

5 Philpot Lane,

and at
64 STANLEY STREET, LIVERPOOL.

**London, E.C.**

Before Purchasing Your

**Cider Vinegar**

send for samples and prices of the pure Vinegar made by the undersigned from the celebrated Norfolk Co. apples, noted for being the best in Ontario. Also

PURE BOILED CIDER and CHOICE EVAPORATED APPLES.

THE PORT DOVER EVAPORATING CO.
*PORT DOVER, ONT.*

Taylor & Pringle Co., Limited

OWEN SOUND, ONT.

Their QUEEN QUALITY PICKLES are swell.

Write them.

FOR High-grade Pickles, Mixed Pickles, Chow Chow, Sweet Pickles, Catsup, etc.

**MEAFORD ROLLER MILLS**

Manufacturers of following Choice Brands of FLOUR . . . . .

"Lily White," "Ideal,"
"Snow Flake," "Red Rose,"
Also Choice Pastry Flour.

Correspondence Solicited.

**W. MOORE & SONS,** MEAFORD, ONTARIO, CANADA.

**The Simister Company**

LIMITED

CHEESE MANUFACTURERS,
DEALERS, and EXPORTERS,

Telegraphic address: "SIMISTER," INGERSOLL.

Ingersoll, Ontario, Canada

# British Provision Merchants and Brokers

## South Africa

The undersigned is open to represent first-class Canadian Packers of Canned Goods and Grocers' Sundries for the South-African Markets. All goods sold for Cash against Bill of Lading. Twenty years' experience of the South-African Markets.

**Wm. C. Rudkin,**
Manufacturers' Agent,
**29 Gracechurch St., LONDON, ENG.**

## Turpin & Sons

Established 1852.
A B C Code, 5th Edition.

*Castle Gate,*
*Nottingham,*
*ENGLAND.*

**IMPORTERS OF PROVISIONS and CANNED GOODS.**

ESTABLISHED 1886

## Griffin & Culverwell

**PRODUCE BROKERS**

3 Bristol Bridge, **BRISTOL, ENG.**

We are in a position to accept Canadian agencies for General Produce, Provisions, Oatmeal, Peas, and Canned Goods. Correspondence and consignments invited.

**Telegraphic Address: "Griffin, Bristol."**

## Geo. & Jno. Nickson & Co.

Limited

Liverpool, London, and Manchester

**AGENTS FOR**

Cudahy Packing Co., S. Omaha, etc.
Laing Packing Co., Montreal.
Louisville Packing Co., Louisville, Ky.

**PRODUCE MERCHANTS, IMPORTERS AND BROKERS**

## Dowdall Brothers

**BUTTER MERCHANTS AND AGENTS**

**Cannon St., Manchester, Eng.**

Correspondence and Consignments invited.
Telegraphic Address: "DOWDALL," Manchester.

Telegraphic Address: "Ronchetti, London."
A B C Code.

## G. C. Ronchetti, Limited

Provision Brokers
Butter and Eggs

**26 West Smithfield, E.C.** **And at Bristol**

LONDON

Established 1834

## George Little, Limited

**General Provision Merchants**

**84 Corporation Street, Manchester, Eng.**

Invite Correspondence, and Consignments of...

**BACON, CHEESE, BUTTER, EGGS.**

Established 50 years

**Telegraphic Addresses:** {LIVERPOOL, "Waiting," LONDON, "Ajax." GLASGOW, "Ragg."

## Whiteley, Muir & Co.

*15 Victoria Street,*
*Liverpool, - - ENGLAND.*

**CONSIGNEES FOR BACON, HAMS, LARD, AND BUTTER AND CHEESE.**

## Thomas Boyd & Co.

**COMMISSION MERCHANTS**
**28 KING STREET**

**Liverpool, England**

All descriptions of Produce received on Consignment, and advances made. Correspondence invited.
References exchanged.

## SANDIE & HULL

**LIVERPOOL AND LONDON**

GENERAL PRODUCE, PROVISION, DRIED FRUIT AND CANNED GOODS AGENTS.

**Import and Export Commission Merchants.**

CORRESPONDENCE INVITED and CONSIGNMENTS SOLICITED.

**Offices: VICTORIA STREET, LIVERPOOL**
**12 IDOL LANE, LONDON.**

Cable Address: "Resolute," Liverpool. "Epsilon," London.
Codes Used: Lieber, A I, A B C, Fourth and Fifth Editions.

## HINTS TO BUYERS.

Contributors are requested to send news only not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

THE "Ozo" Co., Limited, have just received a large quantity of Japan teas, and, in spite of the higher prices, they report good sales.

H. P. Eckardt & Co. are showing samples of very fine Eleme figs.

The Davidson & Hay, Limited, have some special offers in Young Hyson teas.

H. P. Eckardt & Co. report a good demand for Goodwillie's preserves.

The Davidson & Hay, Limited, are just in receipt of a consignment of gunpowder tea.

MacLaren's Imperial Cheese Co., Limited, expect their fall shipment of Gorgonzola cheese next week.

The Davidson & Hay, Limited, have just received a large shipment of cleaned currants.

The Davidson & Hay, Limited, have a choice shipment of evaporated apricots and peaches in 25-lb. boxes.

A. F. MacLaren's Imperial Cheese Co., Limited, are in receipt of a car of "Aunt Jemima's" pancake flour.

MacLaren's Imperial Cheese Co ,Limited, have received their first fall shipment, and expect another in about 10 days.

Buyers of candied and drained peels should communicate with H. P. Eckardt & Co., who are selling them at specially low prices.

The R. & J. H. Simpson Co., Guelph, Ont., report having booked a large number of orders for new Valencia and Sultana raisins; also new figs for future delivery at reduced prices.

The "Ozo" Co., Limited, sole selling agents for The Michael Lefebvre Vinegar Works and Brosseau & Co., have had to refuse orders for pickles for fall shipment.

The R. & J. H Simpson Co., wholesale grocers, Guelph, Ont., have a carload of new cleaned Filiatra and Vostizza currants in cases and half-cases to arrive in a week or 10 days, which they are offering at interesting prices.

## RETAIL MERCHANTS' CONCERT.

The Toronto Branch of the Retail Merchants' Association of Canada will celebrate the King's birthday by holding a concert in Massey Hall, Toronto, on the evening of November 10, at which several talented and popular entertainers will render selections.

## PALMERSTON PORK PACKING CO.

The Palmerston Pork Packing Co., of Palmerston, Ont., is a new firm, which started into the packing business a little over two years ago. The house is remarkably well situated, being surrounded by the best hog-raising district in Canada. The firm has been exporting a large quantity of bacon to England, and has also secured a strong foothold on the Canadian market. The meat has been received with favor wherever it has been sent. The company at the present time are making arrangements to handle beef and all sorts of provisions.

## CATALOGUES, BOOKLETS, ETC.

CHRISTMAS GOODS CATALOGUE.

The new Nerlich catalogue contains many lines of interest to the dealers who handle Christmas specialties. In addition to a very large showing in fancy goods, toys and dolls, a special fancy china department has been added, where is listed a big variety of fancy cups and saucers, plate sets, bread and butter plates, cake plates, berry sets, etc.

A post card to Nerlich & Co., Toronto, will bring any dealer a copy of this catalogue.

## OUR GOODS IN GREAT BRITAIN.

AN interesting letter has been received at the office of the Canadian Manufacturers' Association from J. H. Moore, who is connected with the Canadian exhibit at the Wolverhampton Art and Industrial Exhibition, in which he indicates very clearly the standing which Canadian goods already have in the Mother Country.

Mr. Moore writes in part:

"I have been very busy since May with our Exhibition, introducing our Canadian products in the Midlands. This is a very densely populated district. We have done some good work in introducing Canadian foodstuffs, hay, cheese, tinned goods, butter. A good deal of stuff is palmed off on the public here as Canadian, when it is really American. On one occasion I asked for Canadian bacon, and was offered Swift's and then Cudahy's, both United States makes, of course. Many of the dealers are ignorant, and some are dishonest, so a lot of missionary work must be done in England and also in other countries, where you will find very shrewd and sharp Yankees always hard at it, quietly working up the American products, which many are led to believe are Canadian.

"My hard work in England and Scotland has led me to the conclusion that Canada does not supply one-quarter as much as she could and should. In London I find United States firms represented by the hundreds, many with large stocks of goods, doing a very large business.

"A directory is published of Americans in London, a book of over 300 pages, nicely bound. When I return to London I am going to arrange if possible for a directory of Canadians in London."

## GROCERS DISCUSS TIMELY SUBJECTS.

TORONTO RETAILERS.

THE regular monthly meeting of the Grocers' Section of the Retail Merchants' Association of Canada was held in their board room, Medical building, on Monday evening, October 27, 1902, F. C. Higgins, the chairman, presiding.

A communication was received from the Grocers' Section of the Toronto Junction Branch endorsing the proposition of having certain makes of soap placed upon the "Price Restrictive Plan."

The trade improvement committee brought in their report regading the agreement with the Wholesale Grocers' Guild, which sets forth those places to whom the retailers have no objection to their selling direct to, but outside of those places they are not to sell at retail.

The question of having a standard for vinegar was still in the hands of the committee, and they were negotiating with the Government regarding it. A full report will be brought down at the next meeting.

Under the head of new business, some complaints were placed before the meeting, stating that certain millers were selling flour direct to the public. The matter was left to the general secretary to correspond and find out if the practice would be discontinued.

Complaints were also brought in regard to the weight of the bags of charcoal, as they range all the way from 6 to 10 lb. in a bag. This matter will also be dealt with by the general secretary.

The scheme recently adopted by a company to place advertisements on the walls and ceiling of the merchant's premises was discussed, and, upon motion, which was unanimously agreed to, a committee was appointed, consisting of Messrs. Good, Coulter, Walker and Nettleton, to consider the agreement that the company desire the merchants to sign, and bring in a report at the next meeting.

A complaint was also made of a certain fruit grower in Port Dalhousie, who has been in the habit of sending fruit to Toronto having large fruit at the top and small fruit underneath. As no notice has been taken by the grower of the letters sent to him the matter was ordered to be handed over to the fruit inspector, and the name of the grower to be made known to all the members.

A committee was then appointed to meet the Fruit Section and discuss the present system of shipping oysters in pails, and the method of selling them by the measure.

A report of this will be brought in at the next meeting.

The membership committee reported a large number of new members during the month.

TO THE

# RETAIL TRADE OF CANADA.

## YOUR ATTENTION!

Messrs. Joseph Tetley & Co., of London, Eng., Colombo, Ceylon, and New York, the packers of the well-known "Elephant" Brand of Packet Teas, have decided to offer to the retail trade the following blends of India and Ceylon, in bulk, as follows:

| MARKED | | |
|---|---|---|
| J T & CO. No. 8 | Choice Pekoe Souchong, | 18c. |
| J T & CO. No. 7 | Choice Pekoe, - - | 22c. |
| J T & CO. No. 6 | Choice Pekoe, - | 25c. |
| J T & CO. No. 5 | Choice Broken Pekoe, - | 27½c. |
| J T & CO. No. 4 | Choice Orange Pekoe, | 30c. |
| J T & CO. No. 3 | Choice Orange Pekoe, | 35c. |
| J T & CO. No. 2 | Choice Orange Pekoe, | 40c. |
| J T & CO. No. 1 | Extra Choice Orange Pekoe, | 50c. |

**Packed in 25 and 50-lb. Uniform Boxes.**

It is a well-known fact that the firm of Joseph Tetley & Co. are recognized as one of the largest buyers of these teas, and with their long experience, immense purchases and most improved machinery are in a position to put you on the ground, No. 1 floor in the tea bnsiness. **Strength, Pungency and Flavor.**

ALWAYS THE SAME. THINK WHAT THAT MEANS!

SEND A SAMPLE ORDER. TERMS AS USUAL.

## SNOWDON, FORBES & CO.,

449 St. Paul St., = MONTREAL.

# HUDON, HEBERT & CIE.

**IMPORTING WHOLESALE GROCERS AND WINE MERCHANTS. . . . .**

## MONTREAL, CANADA.

**SOLE AGENTS IN CANADA FOR:**

WRIGHT & GREIG, LIMITED, - GLASGOW, SCOTLAND.

**SCOTCH WHISKIES.**

BOUTELLEAU & CIE., - - BARBEZIEUX, FRANCE.

**BRANDIES.**

VIOLET FRERES, - - THUIR, FRANCE.

**BYRRH WINE**

WYNAND FOCKINK, - - AMSTERDAM, HOLLAND.

**FINE LIQUEURS.**

TALBOT FRERES, - - BORDEAUX, FRANCE.

**FRENCH DELICACIES.**

**SOLE AGENTS IN EASTERN CANADA FOR:**

H. CORBY, - - BELLEVILLE, CANADA.

**DISTILLER OF CANADIAN WHISKIES.**

H. J. HEINZ - - - PITTSBURG, PA., U.S.A.

**57 VARIETIES PICKLES AND CONDIMENTS.**

# SUCCESSFUL GROCERS SELL SUCCESSFUL ARTICLES.

Selling successful articles is the most powerful factor in encouraging new trade and maintaining the old. The dealer who overlooks quality in his eager search for profit cannot expect to command a good and profitable trade. It is because

# Jonas' Flavoring Extracts

have proven a success from the beginning that prosperous dealers enjoy selling them. They are ready sellers—they are not shelve-stickers—they move quickly from dealer to consumer. Why? Because our aim to manufacture extracts of **unequalled strength, purity** and **richness**—the three most essential elements in high-class extracts—has been strictly adhered to ever since the first bottle was produced thirty-one years ago.

No better means could possibly be devised for impressing upon the minds of your customers the fact that you are a first-class grocer than by selling **JONAS' FLAVORING EXTRACTS.** The dealer who trifles with the inferior kind is certain to lose many good customers whose good-will and trade could be secured by selling Jonas' extracts. Successful grocers handle and sell **JONAS' FLAVORING EXTRACTS ! !**

Manufactured by

## HENRI JONAS & CO.

MONTREAL

# CURRENT MARKET QUOTATIONS

October 30, 1902.

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, St. John, N.B., and Halifax. The prices are solicited for publication, and are of such quantities and qualities as are usually ordered by retail dealers on the usual terms of credit. For Winnipeg market report and prices, see page 125

Goods in large lots and for prompt pay are generally obtainable at lower prices.

All quotations for staple products are under the direct control of the Editors, who call daily upon all the leading houses in the principal centres.

| BUTTER, CHEESE AND EGGS | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| Dairy, choice, large rolls, lb. | $..... | $0 18 | $ 15 | $0 16 | $..... | $0 16 |
| " " pound blocks | 17 | 18 | 17 | 18 | 16 | 18 |
| " tubs, best | 15½ | 16 | 15 | 16 | 17 | 18 |
| " tubs, inferior | 14 | 15½ | 11 | 13 | 14 | 16 |
| Creamery, boxes | 19 | 19½ | 19 | 19½ | 20 | 23 |
| " prints | ... | 20 | 19 | 20 | 22 | 24 |
| Cheese, new, per lb | 11½ | 11¾ | 11¼ | 11½ | 11 | 11½ |
| Eggs, new laid, per doz | 19 | 20 | 17 | 19 | 17 | 18 |
| **CANNED GOODS** | | | | | | |
| Apples, 3's | ..... | ..... | 90 | 1 00 | 1 00 | 1 10 |
| " gallons | ..... | 2 50 | 2 25 | 2 50 | 2 00 | 2 20 |
| Asparagus | 2 20 | 2 25 | 2 00 | 2 40 | ..... | ..... |
| Beets | 1 00 | 1 00 | 90 | 1 00 | ..... | 1 10 |
| Blackberries, 2's | ..... | 1 30 | 1 50 | 1 70 | 1 50 | 1 80 |
| Blueberries, 2's | ..... | 1 15 | ..... | ..... | 95 | 1 00 |
| Beans, 2's | 80 | 90 | ... | 90 | 90 | 95 |
| Corn, 2's | 82½ | 85 | 82½ | 95 | 90 | 90 |
| Cherries, red, pitted, 2's | 2 25 | 2 30 | 2 10 | 2 25 | 2 30 | 2 40 |
| " white | 2 25 | 2 30 | 2 00 | 2 25 | ..... | ..... |
| Peas, 2's | .. | 85 | 82½ | 87 | 85 | 90 |
| " sifted | 95 | 1 05 | 90 | 1 00 | 1 10 | 1 15 |
| " extra sifted | 1 05 | 1 15 | 1 20 | 1 25 | 1 20 | 1 25 |
| Pears, Bartlett, 2's | 1 50 | 1 60 | 1 50 | 2 00 | 1 75 | 1 80 |
| " 3's | 1 90 | 2 00 | 2 00 | 2 40 | 2 00 | 2 25 |
| Pineapple, 2's | 2 00 | 2 40 | 2 25 | 2 50 | 2 15 | 2 25 |
| " 3's | 2 25 | 2 40 | 2 50 | 2 60 | 2 50 | 2 60 |
| Peaches, 2's | 1 75 | 1 85 | 1 75 | 1 90 | ..... | 1 75 |
| " 3's | 2 60 | 2 70 | 2 50 | 2 75 | 2 70 | 2 80 |
| Plums, green gages, 2's | 1 30 | 1 35 | 1 10 | 1 25 | 1 30 | 1 60 |
| " Lombard | 1 20 | 1 25 | 1 00 | 1 10 | 1 30 | 1 50 |
| " Damson, blue | 1 00 | 1 25 | ..... | 1 00 | 1 10 | 1 30 |
| Pumpkins, 3's | ..... | 1 00 | ... | 95 | 90 | 1 00 |
| " gallon | ..... | ..... | 2 10 | 2 25 | 2 10 | 2 25 |
| Raspberries, 2's | 1 40 | 1 50 | 1 60 | 1 80 | 1 70 | 1 75 |
| Strawberries, 2's | 1 50 | 1 75 | 1 60 | 1 75 | 1 50 | 1 75 |
| Succotash, 2's | 1 00 | 1 25 | ..... | 1 15 | 1 10 | 1 15 |
| Tomatoes, 3's | .. | 1 30 | ..... | ..... | 1 25 | 1 30 |
| Lobster, talls | 2 75 | 3 20 | ..... | 3 25 | 2 50 | 3 25 |
| " 1-lb. flats | 3 00 | 3 75 | 3 50 | 3 70 | ..... | 1 25 |
| " ½-lb. flats | 1 75 | 1 85 | 1 75 | 1 80 | ..... | 1 75 |
| Mackerel | 1 00 | 1 10 | 1 15 | 1 25 | 1 35 | 1 45 |
| Salmon, sockeye, Fraser | 1 47½ | 1 52½ | 1 50 | 1 52½ | 1 50 | 1 75 |
| " " Northern | ..... | ..... | 1 40 | 1 45 | 1 15 | 1 25 |
| " " Horseshoe | | | 1 50 | 1 52½ | ..... | ..... |
| " Cohoes | 1 00 | 1 15 | 1 05 | 1 15 | 1 00 | 1 10 |
| Sardines, Albert, ¼'s | 12 | 12½ | 0 13 | 14 | 14 | 15 |
| " " ½'s | 20 | 21 | 20 | 21 | 20 | 21 |
| " Sportsman, ¼'s | 11¼ | 12 | ..... | 12½ | ..... | 12 |
| " " ½'s | 19 | 20 | ..... | 21 | 20 | 21 |
| " key opener, ¼'s | 9 | 11 | 10½ | 11 | 16 | 18 |
| " " ½'s | ..... | 18 | 18½ | 23 | 10 | 11 |
| " P. & C., ¼'s | 20 | 22½ | 23 | 25 | 23 | 25 |
| " " ½'s | 27½ | 30 | 33 | 36 | 33 | 36 |
| " Domestic, ¼'s | 4 | 4¼ | 4 | 4½ | 3½ | 4¼ |
| " " ½'s | 7 | 8 | 9 | 11 | ..... | ..... |
| " Mustard, ¾ size, cases 50 tins, per 100 | 7 50 | 11 00 | 8 50 | 9 00 | 3 50 | 4 00 |
| Haddies | ..... | 1 00 | 1 00 | 1 10 | 85 | 1 00 |
| Kippered Herrings | 1 00 | 1 85 | 1 00 | 1 55 | 85 | 1 00 |
| Herring in Tomato Sauce | 1 00 | 1 55 | 1 00 | 1 70 | ..... | 2 00 |
| **CANDIED PEELS** | | | | | | |
| Lemon, per lb | ..... | 10½ | 10 | 12½ | 12 | 13 |
| Orange, " | ..... | 11 | 11 | 13 | 12 | 13 |
| Citron, " | | 15 | 15 | 18 | 15 | 17 |
| **GREEN FRUITS** | | | | | | |
| Oranges, Sorrentos, per case | 3 75 | 4 00 | ..... | ..... | ..... | ..... |
| " Jamaicas, per bbl | | ..... | 5 00 | 5 25 | ..... | 5 00 |
| " " per case | ..... | ..... | | 2 50 | ..... | ..... |
| Quinces, per basket | ... | ..... | 0 25 | 0 35 | ..... | 60 |
| Lemons, Messina, per box | ..... | 4 00 | 4 00 | 5 50 | 4 00 | 5 00 |
| Bananas, Firsts, per bunch | 1 00 | 1 50 | 1 25 | 1 75 | 1 00 | 2 00 |
| Apples, per bbl | 1 50 | 3 00 | 1 00 | 2 00 | 2 00 | 3 00 |
| Tomatoes | ..... | ..... | ..... | 0 40 | 60 | 70 |
| Pears | .... | 0 40 | 0 30 | 0 50 | ..... | 60 |
| Peaches | ..... | ... | 0 35 | 0 50 | ..... | ..... |
| Jersey Sweet Potatoes, per bbl | ..... | 3 25 | 2 10 | 3 00 | ..... | 4 00 |
| Canteloupes, per crate | ..... | 3 50 | ..... | ..... | ..... | ..... |
| Malaga grapes, per bbl | ..... | .. | 6 00 | 6 50 | ..... | ..... |
| Crabapples, per basket | | | ..... | 0 30 | ..... | ..... |
| Apples, per basket | 0 20 | 0 30 | 0 10 | 0 25 | | ..... |
| Can. Grapes, per basket | 0 .0 | 0 22 | 0 15 | 0 40 | 30 | 50 |
| Peppers, green, per basket | ..... | ... | | 0 40 | ..... | ..... |
| Peppers, ripe | ..... | | 50 | 0 60 | ..... | ..... |
| Cranberries, per bbl | 8 00 | 9 50 | ..... | 9 00 | 7 00 | 8 50 |
| Butternuts, per basket | ..... | .... | .. | 0 25 | ..... | |
| **SUGAR** | | | | | | |
| Granulated St. Law'ce and Red | ..... | 3 80 | ..... | 3 85 | ..... | |
| Granulated, Acadia | ..... | 3 70 | ..... | 3 83 | ..... | 3 90 |
| Paris lump, bbls. and 100-lb. bxs | ..... | 4 30 | ..... | 4 40 | 4 50 | 4 75 |
| " in 50-lb. boxes | ..... | 4 40 | ..... | 4 53 | 4 75 | 5 00 |
| Extra Ground Icing, bbls. | ..... | 4 20 | ..... | 4 70 | ..... | ..... |
| Powdered, bbls | ..... | 4 00 | ..... | 4 45 | 5 50 | 5 80 |
| Phœnix | ..... | 3 60 | ..... | 3 68 | ..... | ..... |
| Cream | ..... | 3 55 | ..... | 3 63 | ..... | ..... |
| Extra bright coffee | ..... | 3 65 | ..... | 3 83 | ..... | ..... |
| Bright coffee | ..... | 3 45 | ..... | 3 63 | ..... | ..... |
| Bright yellow | ..... | 3 50 | ..... | 3 58 | ..... | 3 60 |
| No. 3 yellow | ..... | 3 45 | ..... | 3 53 | ..... | ..... |
| No. 2 yellow | ..... | 3 25 | ..... | 3 33 | ..... | ..... |
| No 1 yellow | ..... | 3 15 | ..... | 3 23 | ..... | 3 30 |

| HARDWARE PAINTS AND OILS | Montreal. | | Toronto. | | St. John Halifax. | |
|---|---|---|---|---|---|---|
| Wire nails, base | ..... | $2 55 | ..... | $2 55 | ..... | $3 20 |
| Cut nails, base | ..... | 2 35 | ..... | 2 45 | ..... | 2 85 |
| Barbed wire, per 100-lb. | ..... | 3 00 | ..... | 3 00 | 3 50 | 3 75 |
| Smooth Steel Wire, base | ..... | 2 60 | ... | 2 60 | ..... | ..... |
| White lead, Pure | ..... | 5 87½ | 5 00 | 5 25 | ..... | 6 80 |
| Linseed oil, 1 to 2 bbls., raw | ..... | 83 | ..... | 70 | ..... | 75 |
| " " boiled | ..... | 86 | ..... | 73 | ..... | 74 |
| Turpentine, single bbls | ..... | 67 | ..... | 75 | ..... | 77 |
| Benzine, in bbls., per gal | ..... | ..... | ..... | 18¾ | ..... | 78 |
| **SYRUPS AND MOLASSES** | | | | | | |
| Syrups— | | | | | | |
| Dark | ..... | 1⅞ | ..... | ..... | ..... | ..... |
| Medium | ..... | 2⅛ | 30 | 32 | ..... | ..... |
| Bright | ..... | 2⅜ | 35 | 37 | ..... | |
| Corn Syrup, barrel, per lb | ... | 3 | ..... | 3 | ..... | ..... |
| " " ½ bbls. " | ..... | 3⅛ | ..... | 3⅛ | ..... | ..... |
| " " kegs " | ..... | 3¼ | ..... | 3¼ | ..... | ..... |
| " " 3 gal. palls, each | ..... | 1 40 | ..... | 1 40 | ..... | ..... |
| " " 2 gal. " | ..... | 1 10 | ..... | 1 10 | ..... | ..... |
| Honey | ..... | ..... | ..... | 30 | ... | ..... |
| " 25-lb. palls | ..... | 1 05 | ..... | 1 00 | ..... | ..... |
| " 38-lb. palls | ..... | 1 0 | ... | 1 40 | ..... | ..... |
| Molasses— | | | | | | |
| New Orleans, medium | 22 | 30 | 25 | 30 | 28 | 30 |
| " " Open kettle | .. | . | 40 | 40 | ..... | ..... |
| Barbadoes | 23 | 24 | ..... | 32 | 24 | 28 |
| Porto Rico | ..... | 38 | 38 | 42 | 30 | 32 |
| **CANNED MEATS** | | | | | | |
| Comp, corn beef, 1-lb. cans | 1 55 | $1 65 | $1 55 | 1 65 | $1 55 | $1 60 |
| " " 2-lb. cans | 2 75 | 3 00 | 2 85 | 3 00 | 2 80 | 2 90 |
| " " 6-lb. cans | 7 90 | 9 60 | ..... | 8 25 | 8 75 | 9 25 |
| " " 14-lb. cans | 16 50 | 23 00 | ..... | 19 50 | 20 00 | 21 00 |
| Minced collops, 2-lb. can | ..... | 2 75 | ... | 2 60 | 2 50 | 2 80 |
| Lunch tongue, 1-lb. can | 3 00 | 3 90 | ..... | 3 00 | 3 00 | 3 25 |
| " " 2-lb. can | 6 00 | 7 90 | ..... | 7 00 | 6 80 | 7 60 |
| English brawn, 2-lb. can | 2 40 | 2 75 | ..... | 2 45 | 2 75 | 2 80 |
| Camp sausage, 1-lb. can | ..... | ..... | ..... | 2 50 | 2 50 | ..... |
| " " 2-lb. can | ..... | ..... | ..... | 4 00 | 4 00 | ..... |
| Soups, assorted, 1-lb. can | 1 15 | 1 50 | ..... | 1 50 | 1 40 | |
| " " 2-lb. can | 2 40 | 2 45 | ..... | 2 20 | 2 25 | |
| Soups and Boull, 2-lb. can | 1 75 | 2 50 | ..... | 1 80 | 1 75 | |
| " " 6-lb. can | 3 50 | 5 85 | ..... | 4 50 | 4 25 | 4 50 |
| Sliced smoked beef, ½'s | 1 65 | 1 70 | 1 65 | 1 70 | ..... | 2 00 |
| " " 1's | 2 75 | 3 10 | 2 80 | 2 95 | ..... | 3 25 |
| **FRUITS** | | | | | | |
| Dried— | | | | | | |
| Currants, Provincials, bbl | ..... | ... | ..... | ... | ..... | ..... |
| " Filiatras, cases | ..... | 5¾ | ..... | 5½ | ..... | ..... |
| " ½-cases | 5½ | 5⅝ | 5½ | 6 | ..... | ..... |
| " Patras, cases | ..... | 6 | 6 | 6½ | ..... | ..... |
| " ½-cases | ..... | 6 | 6¼ | 7 | ..... | ..... |
| Amalias | ..... | 6½ | 7 | 7 | 7⅛ | ..... |
| Vostizzas, cases | ..... | 6½ | 7 | 7 | 8 | 6½ |
| Dates, Hallowees | ..... | 4¼ | ..... | 4½ | ..... | ..... |
| " Sairs | ..... | 3½ | ..... | 4¼ | ..... | 4½ |
| Figs, Elemes | ..... | 1 00 | 11 | 15 | 8 | 4 |
| " Mats, per lb | 8 | 8¼ | ..... | 4 | ..... | 10 |
| " Tapnets | ..... | 8 30 | ..... | 4 | ..... | ..... |
| " Naturals | ..... | ..... | ..... | 8 | ..... | ..... |
| Prunes, California, 30's | ..... | 9 | ..... | ..... | 10 | 12 |
| " " 40's | ..... | 8½ | 8½ | 10 | 9 | 9½ |
| " " 50's | ..... | 8¼ | 8 | 8¼ | 8½ | 9 |
| " " 60's | ..... | 8 | 7½ | 8 | 8 | 8½ |
| " " 70's | ..... | 7¼ | 6¾ | 7½ | 7½ | 8 |
| " " 80's | ..... | 7 | 6½ | 7 | 7 | 7½ |
| " " 90's | ..... | 6¼ | 5¼ | 5½ | 6½ | 7 |
| " " 100's | ..... | 5 | ..... | 5 | 6 | 6½ |
| " Bosnia, A's | ..... | ..... | ... | 5 | ..... | ..... |
| " " B's | ..... | ..... | 7½ | 8 | ..... | ..... |
| " " U's | ..... | 5 | 6¼ | 6½ | ..... | ..... |
| " French, 50's | ..... | ..... | ..... | ..... | ..... | ..... |
| " " 110's | ..... | 5 | ..... | ..... | ..... | ..... |
| Raisins, Fine off stalk | 6½ | 7½ | 7¾ | 9 | ..... | 8 |
| " Selected | 7¾ | 8 | 8½ | 9 | ..... | 8¼ |
| " Selected layers | 7½ | 8¼ | .... | 9 | 8½ | 8¾ |
| " Sultanas | ..... | 9½ | 10 | 16 | ..... | ..... |
| " California, 2-crown | 5 | 5½ | ..... | ..... | ..... | ..... |
| " " 3-crown | 7¼ | 7⅝ | ..... | ..... | 8½ | 9 |
| " " 4-crown | 7¾ | 8 | ... | ... | 9 | 9½ |
| " " 1's seeded, 3-cr. | 9¾ | 10½ | 8½ | 10 | 9½ | 10⅝ |
| " Empire clusters | 1 50 | 1 60 | ..... | 2 60 | | 2 00 |
| " Black baskets | ..... | ..... | ..... | 2 25 | 2 00 | 2 25 |
| " Extra clusters | ..... | ..... | ..... | 3 35 | ..... | 2 50 |
| " Dehesa clusters | ..... | ..... | ..... | 3 10 | 3 00 | 3 50 |
| " Royal B. clusters | 3 25 | 3 30 | ..... | 5 00 | | ..... |
| " Connoisseurs cl'str's | ..... | ..... | ..... | 2 10 | ..... | ..... |
| " Excelsior clusters | ..... | ..... | ..... | 4 60 | ... | ... |
| Evaporated apples | ..... | ..... | ..... | 7½ | 7 | 7½ |
| Dried " | ..... | ..... | ..... | 5½ | ..... | ..... |
| **PROVISIONS** | | | | | | |
| Dry Salted Meats— | | | | | | |
| Long clear bacon | .... | 12 | 11 | 11½ | .... | ..... |
| Smoked meats— | | | | | | |
| Breakfast bacon | ..... | 15½ | 14½ | 15 | | |
| Rolls | ..... | 12½ | 12 | 14½ | 11 | 12 |
| Medium Hams | ..... | 14 | 13½ | 14 | 14 | 15 |
| Large Hams | ..... | 13 | 12½ | 13 | ..... | ..... |
| Shoulder hams | ..... | 13 | 11 | 11½ | ..... | |
| Backs | ..... | 15 | 14½ | 15 | ..... | ..... |
| Meats out of pickle 1c. less. | | | | | | |
| Barrel Pork— | | | | | | |
| Canadian heavy mess | ..... | 23 00 | ..... | 21 0 | 23 00 | 23 50 |
| " short cut | 21 50 | 22 00 | 23 00 | 23 50 | 23 00 | 20 00 |
| Plate beef | 12 50 | 13 50 | | 5 00 | 15 00 | 16 00 |
| Lard, tierces, per lb | ..... | 11 | 10¾ | 11 | 11 | 11½ |
| Tubs | ... | 11½ | 11 | 11¼ | 11½ | 11¾ |
| Palls | ..... | 11¼ | 11¼ | 11½ | 11¾ | 12 |
| Compounds | ..... | 8¼ | 8¾ | 10¼ | ..... | ..... |

RETURNED to Trades Publishing Co. Montreal.






**Two Yorkshire Carcasses.**

In this cut it is specially interesting to note the quality of the bacon, as indicated by the general shape. In No. 1 the short thick head and heavy jowl suggest the excessive fat that can be seen over the back; this one is not a prime type of bacon hog. In No. 2 the long tapering ham and head and the light jowl indicate a type that, with proper feeding, will produce a first-class article of bacon.


# Good Bacon Needed

## The HERBAGEUM fed hog is peculiar in that

He always weighs more than his appearance would indicate.
He never becomes stunted or suffers from weakness in back and legs.
He is as good at five months as other hogs are at seven, and
He makes the very choicest of firm, sweet, well-flavored bacon, such as the pork-packers require.
His blood is always pure, and pure blood offers the greatest known resistance to hog cholera.
It is safe and profitable to feed Herbageum every day to every animal on the farm. Lice and ticks cannot live where it is used.

WRITE

## The Beaver Manufacturing Co.,

Sole Manufacturers — GALT, Canada.


| COFFEE | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| Green— | | | | | | |
| Mocha | ..... | 24 | 23 | 28 | 25 | 30 |
| Old Government Java | ..... | 27 | 22 | 30 | 25 | 30 |
| Rio | ..... | 10 | 7 | 12 | 12 | 13 |
| Santos | ..... | ..... | 9½ | 10½ | ..... | ..... |
| Plantation Ceylon | ..... | 29 | 26 | 30 | 29 | 31 |
| Porto Rico | ..... | ..... | 22 | 25 | 24 | 28 |
| Gautemala | ..... | ..... | 22 | 25 | 24 | 25 |
| Jamaica | ..... | 18 | 15 | 20 | 18 | 22 |
| Maracaibo | ..... | 18 | 18 | 18 | 12 | 13 |
| **NUTS** | | | | | | |
| Brazil | 14 | 15 | 15 | 16 | ..... | 15 |
| Valencia shelled almonds | 29 | 31 | 30 | 35 | 30 | 35 |
| Tarragona almonds | ..... | 11 | ..... | 11½ | 12 | 13 |
| Formegetta almonds | ..... | ..... | ..... | 10½ | ..... | ..... |
| Jordan shelled almonds | ..... | 42 | 40 | 43 | ..... | ..... |
| Peanuts (roasted) | 8½ | 13 | 9 | 10½ | 9 | 10 |
| " (green) | 6¾ | 7¾ | 8 | 10 | ..... | ..... |
| Cocoanuts, per sack | ..... | 3 25 | ..... | 3 75 | 3 50 | 4 00 |
| " per doz | ..... | ..... | ..... | 60 | 60 | 70 |
| Grenoble walnuts | 10 | 11 | ..... | 13½ | 11 | 12 |
| Marbot walnuts | ..... | 10 | 11½ | 12 | ..... | ..... |
| Bordeaux walnuts | ..... | 9 | ... | 8 | 8½ | 9 |
| Sicily filberts | ..... | 9½ | 11 | 11½ | 8½ | 9 |
| Naples filberts | ..... | ..... | ..... | ..... | 10 | 11 |
| Pecans | 17 | 17½ | 13 | 15 | 13 | 14 |
| Shelled Walnuts | ..... | 18 | 21 | 23 | ..... | 25 |
| **SODA** | | | | | | |
| Bi-carb, standard, 112-lb. keg | 1 65 | 1 80 | 2 00 | 2 25 | 1 70 | 1 75 |
| Sal soda, per bbl | 70 | 75 | 80 | 90 | 85 | 90 |
| Sal Soda, per keg | 95 | 1 00 | ..... | 1 00 | 95 | 1 00 |
| **SPICES** | | | | | | |
| Pepper, black, ground, in kegs | | | | | | |
| pails, boxes | 16 | 18 | ..... | 18 | 14 | 15 |
| " in 5-lb. cans | 14 | 17 | ..... | 19 | 15 | 16 |
| " whole | 15 | 17 | ..... | 19 | 12 | 13 |
| Pepper, white, ground, in kegs | | | | | | |
| pails, boxes | 26 | 27 | 26 | 27 | 24 | 26 |
| " 5-lb. cans | 25 | 26 | 25 | 26 | 20 | 22 |
| " whole | 23 | 25 | 23 | 25 | 20 | 22 |
| Ginger, Jamaica | 19 | 25 | 22 | 25 | 20 | 25 |
| Cloves, whole | 12 | 30 | 14 | 35 | 18 | 30 |
| Pure mixed spice | 25 | 30 | 25 | 30 | 25 | 30 |
| Cassia | 13 | 18 | 20 | 40 | 16 | 20 |
| Cream tartar, French | ..... | 25 | 24 | 25 | 20 | 22 |
| " " best | ..... | 28 | 25 | 30 | 25 | 30 |
| Allspice | 10 | 15 | 13 | 16 | 16 | 18 |
| **WOODENWARE** | | | | | | |
| Palls No. 1, 2-hoop | ..... | 1 65 | ..... | 1 55 | ..... | 1 90 |
| " " 3-hoop | ..... | 1 80 | ..... | 1 70 | ..... | 2 05 |
| " half, and covers | ..... | 1 65 | ..... | 1 60 | ..... | 1 75 |
| " quarter, jam and covers | ... | 1 15 | ..... | 1 10 | .... | 1 45 |
| " candy, and covers | 2 50 | 2 90 | ..... | 2 40 | ..... | 3 20 |
| Tubs No. 0 | 10 00 | 10 15 | ..... | 8 50 | ..... | 11 00 |
| " 1 | 8 00 | 8 15 | ..... | 7 00 | ..... | 9 00 |
| " 2 | 7 00 | 7 15 | .... | 6 00 | ... | 8 00 |
| " " 3 | | 6 15 | ..... | 5 25 | .... | 7 00 |

| PETROLEUM | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| Photogene | ..... | .... | 17 | 17½ | ..... | .... |
| Canadian water white | 14½ | 15½ | ..... | 16 | ..... | ..... |
| Sarnia water white | 16 | 17 | 16½ | 17 | 18 | 18½ |
| Sarnia prime white | ..... | 18 | 15 | 15½ | 17½ | 18 |
| American water white | ..... | 19 | 17½ | 18 | 18 | 18½ |
| Pratt's Astral (barrels extra) | 18½ | 19 | 17 | 17½ | 19 | 19½ |
| Lily White (Canadian) | ..... | ..... | 14½ | 15½ | ..... | ..... |
| Silver Lead (American) | ..... | ..... | 16 | 16½ | ..... | ..... |
| Crystal Spray (W. W. Amer.) | ..... | .. | 18 | 18½ | .... | .... |
| Pennoline (choice fcy. brand) | ..... | ..... | 19 | 19½ | ..... | ..... |
| Black— **TEAS** | | | | | | |
| Congou—Half-chests Kaisow | 13 | 60 | 12 | 60 | 11 | 40 |
| Moning, Paking | 17 | 40 | 18 | 50 | 15 | 4 |
| Caddies Paking, Kaisow | 35 | 55 | 35 | 55 | 30 | 50 |
| Indian—Darjeelings | 20 | 40 | 20 | 40 | 18 | 40 |
| Assam Pekoes | 18 | 25 | 18 | 25 | 17 | 24 |
| Pekoe Souchong | 35 | 42 | 35 | 42 | 34 | 40 |
| Ceylon—Broken Pekoes | 20 | 30 | 20 | 30 | 20 | 30 |
| Pekoes | 17½ | 40 | 17 | 35 | 17 | 35 |
| Pekoe Souchong | | | | | | |
| China Greens— | | | | | | |
| Gunpowder—Cases, extra first | 42 | 50 | 42 | 50 | ..... | ..... |
| Half-chests, ordinary firsts | 22 | 28 | 22 | 28 | ..... | ..... |
| Young Hyson—Cases, sifted extra firsts | 42 | 50 | 42 | 50 | ..... | ..... |
| Cases, small leaf, firsts | 35 | 40 | 35 | 40 | ..... | ..... |
| Half-chests, ordinary firsts | 22 | 38 | 28 | 38 | ..... | ..... |
| Half-chests, seconds | 17 | 19 | ..... | 23 | ..... | ..... |
| " thirds | 15 | 17 | 16 | 18 | ..... | ..... |
| " common | 13 | 14 | 14 | 15 | ..... | ..... |
| Pingsueys— | | | | | | |
| Young Hyson, ½-chests, firsts | 28 | 32 | 23 | 32 | 30 | 40 |
| " " " seconds | 16 | 19 | 18 | 19 | ..... | ..... |
| " Half-boxes, firsts | 28 | 32 | 28 | 32 | ..... | ..... |
| " " seconds | 16 | 19 | 18 | 19 | ..... | ..... |
| Japans— | | | | | | |
| ½-chests, finest May pickings | 38 | 40 | 38 | 40 | ..... | ..... |
| Choice | 32 | 36 | 33 | 37 | ..... | ..... |
| Finest | 28 | 30 | 30 | 32 | ..... | ..... |
| Fine | 25 | 27 | 27 | 30 | ..... | ..... |
| Good medium | 22 | 24 | 25 | 28 | ..... | ..... |
| Medium | 19 | 20 | 21 | 23 | ..... | ..... |
| Good common | 16 | 18 | ..... | 20 | ..... | ..... |
| Common | 13 | 15 | ..... | 19 | ..... | ..... |
| Nagasaki, ½-chests, Pekoe | 16 | 22 | ..... | ..... | ..... | ..... |
| " " Oolong | 14 | 15 | ..... | ..... | ..... | ..... |
| " " Gunpowder | 16 | 19 | ..... | ..... | ..... | ..... |
| " " Siftings | 7½ | 11 | ..... | ... | ..... | ..... |
| **RICE, SAGO, ETC.** | | | | | | |
| Rice—Standard B | 3 00 | 3 10 | ..... | 3½ | 3 25 | 3 40 |
| Patna, per lb | 4 25 | 4 50 | 4¾ | 5 | 5 | 6 |
| Japan | 4 40 | 4 90 | 5½ | 6 | 5 | 6 |
| Imperial Seeta | 4 60 | 4 90 | 4⅝ | 5⅜ | 5 | 6 |
| Extra Burmah | ..... | ..... | 4¼ | 4⅜ | 4 | 5 |
| Java, extra | ..... | 5¾ | 6 | 6⅜ | 6 | 7 |
| Macaroni, dom'ic. per lb., bulk | 3¾ | 4¼ | ..... | 7½ | ..... | ..... |
| " imp'd, 1-lb. pkg., French | 8 | 12 | 9 | 10 | ..... | ..... |
| " " Italian | 8 | 10 | 11 | 12½ | ..... | ..... |
| Sago | 3¼ | 3⅝ | 3¾ | 4 | 4¼ | 5 |
| Tapioca | .... | 3½ | 3¼ | 3¾ | 4½ | 5 |

MADE IN CANADA.

FROM

Manitoba Wheat.

That Cereal Breakfast Food, "Wheat Marrow," makes "a perfect breakfast" for dyspeptics, for children, and for those in robust health. It is a brain and nerve, bone and muscle builder.

It contains four-fifths of the elements necessary to sustain life. It is unlike any other Cereal Food on the market. It is truly "a perfect breakfast food."

Wheat Marrow

PAYS YOU 50 PER CENT.

Put up in Boxes of 24 Cartons . . .

WM. MACK,

Express Roller Mills. CORNWALL.

RETURNED NOV 1 1902




ROBERT NOBLE

Norval, Ont.

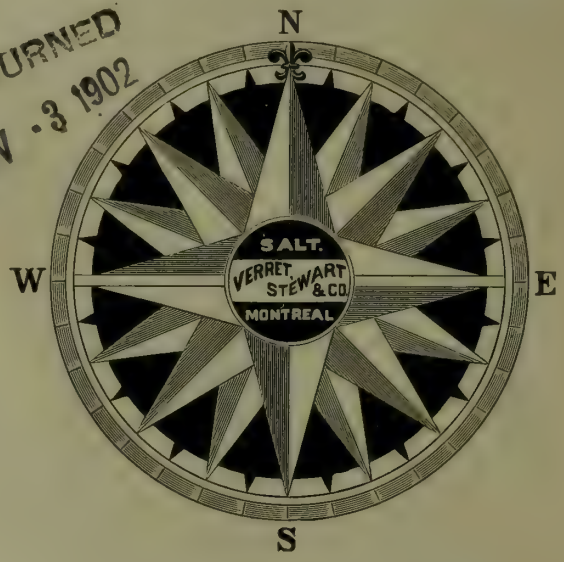
CHOICE FAMILY AND BAKERS' FLOUR

from Ontario and Manitoba Wheat.

FEED, SEEDS and GRAIN.

RETURNED NOV 3 1902

Representing in Canada THE SALT UNION, of England.




Representing THE CANADIAN SALT CO. makers of Windsor Salt.

WE SHIP TO ALL POINTS

VERRET, STEWART & CO.

WHOLESALE DEALERS IN SALT,

MONTREAL.

# Graham's Jams, Jellies and Marmalade

are well known all over the Dominion as a **standard of quality.** When ordering try them.

AGENTS:
GEO. J. CLANCY & CO.
59-61 Front St. E., TORONTO.

***Canada Preserving Company,***
HAMILTON.

# LISTEN!

We are offering goods at the uniform Association prices.
We solicit your patronage on **the merit of our goods.**
We guarantee the quality of any line of goods packed by us **equal to the best brands packed on the Continent of America.**
We are ready to support this statement with samples. **Don't be sidetracked.**
Your wholesale house will supply our best brands if you insist upon it. If not, write for quotations.

## Delhi Canning Co., Limited, -:- Delhi, Ont.

# JUST ARRIVED

FROM THE CELEBRATED FIRM OF . . . .

## BERTRAND & CIE,

**of LYONS, FRANCE,**
—Established 1823.—

WHO HAVE OBTAINED HIGHEST AWARDS AT ALL EXHIBITIONS.

**1,500 Boxes (25 lb. each) Macaroni and Spaghetti.**
**500 " Vermicelli.**
**50 " Assorted Alphabet and Animal Macaroni.**

Your customers will surely be pleased with these goods and you will be pleased with the profit derived from selling them. For further particulars write to

# HENRI JONAS & CO.,
Montreal.

## OTTAWA TRADE GOSSIP.

TRADE is still good among retailers. Wholesalers are all busy delivering fall goods, which are coming in every day. New currants arrived this week. Prices in several staple lines have changed. Flour is 10c. per bbl. higher. Beans are worth $2.35. Sugar advanced last week. Cheese is a little lower on this board. Eggs have advanced 1 to 1½c. The price of fine Filiatra currants in ½-boxes is 4½c. Raisins are said to be higher, prices quoted for selected Valencias being 8 to 9c., and fine off-stalk, 7½ to 8½c. Strong bakers' flour has advanced from $3.70 to $3.80, and patent from $4 to $4.10 per bbl. Rolled oats are expectied to go higher. They are selling at $3.60 per bbl., but the price of oats is now 32 to 34c., so that an advance is looked for. Bulk pickles are being sold readily in quantities at $2.50 per gal. Some lines of bottled goods, especially the cheaper ones, are higher. Pickles that were $1 per doz. are now selling at $1.25.

* * *

Butter is a good price on the local market, good lots are worth 18 to 20c. Creamerp is scarce at 22c. Eggs are now selling at 18c. by the case. Cheese sold on the Ottawa Board last week for 11⅛c., which was a little lower than last week. There was only about 770 boxes boarded, and only 200 boxes were sold at that price. The buyers would not go higher, as they said the quality made at this season of the year did not warrant it. There will only be about three more meetings this season.

* * *

Everyone interested is talking tomatoes. The lowest price mentioned as to their value in round lots is about $1.45, one retail merch- being known to have disposed of 100 cases at that figure. Very few have any extra quantity to sell, and it looks like as if the price will be still higher.

Corn and peas are firm at 85 to 90c. Salmon is now quoted at $1.45 for good brands, such as was bought to arrive for $1.20 and $1.25.

* * *

Teddy Starling, "the only Ted," is here getting orders for winter supplies for T. A. Lytle & Co. Mr. Starling is well liked in Ottawa, so that he finds his business growing every trip.

Joseph Martel, of Hull, is selling out his property and business owing to ill health.

L. A. Carscallen, of The Wilson, Lytle, Badgerow Co., is in the city booking orders for winter.

## HAS A SORT OF CONVINCING SOUND.

If there is one thing a woman will stop and admire more than any other in a newspaper it is the picture of a strong, heroic, handsome fellow, dressed in a suit of clothes that enhances the strong points in the masculine figure and face. Not only does the woman admire the picture, but ardently longs to associate with a man dressed like the man in the picture.

Every time you make an impression upon a woman by some striking cut used in your newspaper advertisement, you may be sure her men friends are going to hear about it. And if your advertisement cuts are regularly striking and strong you will soon have a reputation among the women that will be worth all the trouble and expense the advertising entails.—Cahn-Wampold's Chat.

## FISHING AT THE MAGDALENS.

Reports from the Magdalen Islands state that the fishing there has been excellent this year. Herrings and lobsters have been somewhat scarce, but the cod fishing has been of the best. About 11,000 barrels of mackerel, which are worth about $132,000, have been taken.

## FIRE IN A WINE CELLAR.

On Sunday afternoon, October 26, a fire broke out in the establishment of Lawrence A. Wilson & Co., wholesale wine merchants, 87 St. James street, Montreal, and the bottled stock was considerably damaged by fire, and some damage was also caused by water. The fire started in the flooring near the furnace, but did not get beyond the cellar, where it originated.

## TRINIDAD COCOA INDUSTRY.

GORDON, GRANT & CO., Trinidad, in their last commercial review, report as follows regarding the cocoa industry of that island: "The first small deliveries of the new crop have appeared within the last few days, and supplies will now gradually increase, but shipments will be unimportant until next month. The crop prospects continue to be favorable, but the bulk of the fruit on the trees will not be ripe until December or January. The small supplies marketed during the fortnight have been eagerly competed for at $12.75 to $13 for ordinary to good red, and $13.25 to $13 50 for estates grades, with an upward tendency notwithstanding the depressing advices from consuming centres. Shipments for the fortnight amount to 1,122 bags, of which 298 bags went to the United States, and for the year ending September 30 exports amount to 169,910 bags, as compared with 137,015 bags for the corresponding period in 1901. Shipments thus show an increase of 32,895 bags as compared with last year, and about 7,000 bags ahead of any previous year. Although this record crop may to some extent be attributed to the exceptionally favorable season following the small crop of 1901, it must be borne in mind that new cultivation is constantly coming into bearing. Every year large tracts of Crown lands are being taken up for cocoa growing, and the output must necessarily increase. In the older districts, however, the general tendency is towards decreasing crops."

## ADULTERATED FOODS.

THE result of the series of experiments conducted by Mr. Hersey, the analyst for the city of Montreal, in connection with the adulteration of catsups and other such articles with injurious substances for coloring and preserving purposes, has been that Hon. M. E. Bernier, Minister of Inland Revenue for the Province of Quebec, was notified on October 24 that large quantities of goods containing colorings and preservatives injurious to the health were being imported into this country. As the chief analyst of the Dominion Government is subject to Mr. Bernier's control, it is thought that the matter will thus be given a public exposure, and goods from foreign countries unfit for human consumption will be kept out of the country.

At a meeting of the Hygiene Committee of the Montreal City Council it was pointed out that the medical health officer had power to deal with such cases in the city by confiscating the articles adulterated and prosecuting the offenders. The officer was requested to write to the American Government giving the names of such brands of adulterated catsups as had been sent here. The attention of the Government of the Province of Quebec will also be called to the great quantity of adulterated foods sold in that Province contrary to the law.

Twenty-four samples of tomato catsups were examined by Mr. Hersey, 12 made in Canada and 12 in the United States. All of those of American origin were bad, Of the Canadian 12, 10 were bad, and only 2 found to be free from deleterious substances.

In those which were condemned, the analyst states that not only were dyes used for coloring purposes, but other chemicals were employed as well in order to preserve the goods. As all sorts of tomatoes, good and bad and old and young, are used in making these catsups, it is difficult to prevent them from going to the bad quickly, and the appearance of the casup would be spoiled were it not for the dyes.

A quantity of candy was also examined. The dyes extracted from this were used to color white silk. A quarter of a yard was dyed a rose color from candy of a similar hue, while another quarter of a yard was dyed green from the dye in green candy.

Dr. Laberge, the Medical Health Officer of Montreal, stated that he would take legal action against a couple of Canadian manufacturers, in order to find out what jurisdiction the city has in such cases. He does not intend to injure Montreal manufacturers to the advantage of those in other cities, so will move cautiously.

Jones Bros., of the Maple Leaf Grocery Store, Wellington street, Stratford, have dissolved partnership and the business will e continued by R. S. Jones.

# Counter Check Books

**The necessity of using a carbon leaf entirely dispensed with by** the use of our Automatic Counter Check Book. Write for prices and samples.

## The Morton Co., Limited

**Sole Manufacturers**

TORONTO, CANADA.



$1 **Learn to Write Showcards** $1

A full course of instruction by mail for **Merchants, Window Trimmers** and **Clerks.** This full course of Instructions and 34 plates of model Alphabets and Figures, "designed by the leading artist sign-writers," put up in book form, will be mailed post-paid to any address on receipt of **$1.00.** If you wish to be an up-to-date card-writer it will make you one.

Write,

**W. EDWARDS,**

Carleton Place, Ont.

## Do you wish to make money?

If so, read this, it will interest you.

## Did you ever give me a trial order?

## If not, why not?

# S. J. MAJOR

**DIRECT IMPORTER OF**

**Groceries, Liquors, Tobaccos, etc.**

from the best Houses in Europe, United States, etc.

Ask for quotations which are cheerfully furnished on application, or *wire at my own expense.*

My customers may rely on their orders being promptly filled.

**18, 20 and 22 York St., and 5 Canal St.,** **Ottawa**

**Branch at Buckingham, Que.**




# Comparison is a friend of ours

even in the matter of Clothes Pins. Compare the ones you have to waste time and labor in counting out to the neat paper packages of Clothes Pins all ready for your customer to carry away—packages containing either four or six dozen—all selected, perfect Pins.

## Cane's "Star" Brand Clothes Pins

are known from coast to coast as the most reliable and most durable Pins on the market—unrivalled in material and making they are the delight of the alert buyer.

**We boom business by offering business boomers.**

## UNITED FACTORIES, Limited,

**Head Office: Toronto.**

**OPERATING:**
**Boeckh's Toronto Factories.**
**Bryan's London Factories.**
**Cane's Newmarket Factories.**

**MONTREAL BRANCH: 1 and 3 DeBresoles St.** **LONDON BRANCH: 71 Dundas St.**



# 10 Carloads Paradise and Haycastle Currants

**CASES AND HALF-CASES.**

Just arrived. The quality of these celebrated brands is finer than ever. We have seen nothing to equal it. See our travellers' samples—get quotations. It will do your trade good to have such superior currants to offer your customers.

**W. H. GILLARD & CO.,** Wholesale Grocers, **HAMILTON.**

---

**JERSEY CREAM YEAST CAKES—THE ONLY YEAST WITH CREAM IN IT.**

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

We have pleasure in informing the Grocery Trade that we have secured the services of **Miss Snellgrove,** to demonstrate "Social" Goods, and will be pleased to make arrangements with merchants who would like us to use their stores. We intend to introduce our famous

## English Breakfast "Social" Tea and "Social" Coffee

Kindly see our travellers when they call if you are interested.

Both 30 and 40c. Grades.

## LUMSDEN BROS.

TORONTO——————and——————HAMILTON

**JERSEY CREAM YEAST CAKES—THE ONLY YEAST WITH CREAM IN IT.**

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

---

# Nothing Like It.



# "IMPERIAL"
# White Wine Vinegar

FOR

## PICKLES, SAUCES, Etc.



Ask grocery travellers to show samples. Note the perfect clearness and delightfully smooth, even flavor. Guaranteed pure spirit vinegar—full government strength. Just the price of ordinary vinegar. Why not have the very best?

# FRUIT TRADE DEPARTMENT.

## WALNUT CROP OF FRANCE IN 1902.

WRITING from Havre under date of October 2, the American consul says: It is somewhat early to give exact information regarding this year's walnut crop in France, as owing to unfavorable weather conditions it has been retarded. All the advices I have received agree that on account of the inclement weather which prevailed during last spring and the first part of the summer, there will be a reduced production of walnuts, some placing the crop at 30 per cent. below that of a normal year. If the present fine weather will last it is thought that the quality of the nuts will be good.

To form an estimate of this year's walnut crop, in the following tables are given the production of table walnuts in the principal nut-growing departments of France for the past five years, the value of the crops, and the average value per 110.23 lb.

The statistics of 1897 to 1900, inclusive, are official; those for 1901, are estimated.

PRODUCTION OF TABLE WALNUTS IN FRANCE FROM 1897 TO 1901.

| Department. | 1897. Tons.† | 1898. Tons.† | 1899. Tons.† | 1900. Tons.† | 1901.* Tons.† |
|---|---|---|---|---|---|
| Dordogne | 5,000 | 3,000 | 3,000 | 3,000 | 6,500 |
| Lot | 6,755 | 6,748 | 6,725 | 6,405 | 10,000 |
| Correze | 4,000 | 4,000 | 2,801 | 3,783 | 2,500 |
| Charente | 408 | 550 | 650 | 875 | 3,000 |
| Isere | 2,824 | 2,140 | 2,077 | 2,347 | 5,000 |

* Estimated. † Ton of 1,000 kilograms (2,204.6 lb.)

VALUATION OF WALNUT CROP.

| Department. | 1897. Total value. | 1897. Per 110.23 lb. | 1898. Total value. | 1898. Per 110.23 lb. | 1899. Total value. | 1899. Per 110.23 lb. | 1900. Total value. | 1900. Per 110.23 lb. |
|---|---|---|---|---|---|---|---|---|
| Dordogne | $482,500 | $4 82½ | $405,300 | $6 75½ | $405,300 | $6 75½ | $347,400 | $5 79 |
| Lot | 286,817 | 2 12 | 286,450 | 2 12 | 201,685 | 1 93 | 321,403 | 2 51 |
| Correze | 308,800 | 3 86 | 262,480 | 3 28 | 162,178 | 2 89½ | 418,903 | 4 95 |
| Charente | 34,605 | 4 25 | 42 460 | 3 86 | 55,198 | 4 25 | 77,682 | 4 44 |
| Isere | 414,195 | 7 33 | 375,422 | 8 75 | 361,572 | 8 70 | 451,308 | 9 65 |

It is estimated that the Department of are official; those for 1901 are estimated. nuts this year.

It is also too early to give definite prices for the new crop of walnuts. I have heard of some sales being based on the following prices:

The above are prices for the nuts delivered at the orchards.

The Journal Commercial et Maritime, of Marseilles, of September 26 last, gave the following quotations per 100 kilograms (220.46 lb) f.o.b. Marseilles: Grenoble commercial, 92 to 95 francs ($17.76 to $18.34); cornes, 70 francs ($13.51); and marbots, 80 francs ($15.44).

The rate of freight on walnuts from Havre to New York by the steamers of the Compagnie Generale Transatlantique (French Line) is 20 francs ($3.86) per cubic meter; by the American Line via Southampton, 30 francs ($5.79) plus 10 per cent. per 600 kilograms (1,322.76 lb); by the Barber Line, 25 francs ($4.82½) per 1,000 kilograms (2,204.6 lb).

| | | Francs. | |
|---|---|---|---|
| Cornes: | | | |
| First quality | per 220.46 lb.. | 62= | $11 97 |
| Second quality | do.... | 50= | 9 65 |
| Marbots: | | | |
| First quality | do.... | 72= | 13 90 |
| Second quality | do.... | 62 to 66= | $11 97 to 12 74 |

The above prices are f.o.b. Bordeaux.

| | | Francs. | |
|---|---|---|---|
| Chabertes | per 220.46 lb.. | 70= | $13 51 |
| Mayettes | do.... | 80= | 15 44 |
| Parisien | do.... | 80= | 15 44 |
| Franquette | do.... | 80= | 15 44 |

## THE USEFUL APPLE.

A FRUIT, which no matter how many we use, yet we never grow tired of, is the apple. For ages this product has been valuable to man as a food and is to-day preferred by many before the orange, the banana, the pineapple, for eating purposes. In her "Table and Kitchen Talks," Lida Ames Willis thus eulogizes the apple:

In point of usefulness the apple undoubtedly holds the same relation to fruits that wheat holds to grains. While in the South it may have a rival in its sweet sister, the orange, it adapts itself to more variations than the latter, which is more in the nature of a beverage than solid food material.

The apple is firmer than most fruits owing to the greater proportion of cellulose and to this and to the presence of malic acid they owe their laxative properties, properties shared also by cider or apple wine. They are rich in pectin and thus, with few exceptions, form jelly. The ratio of sugar to acid varies in different varieties; that in the sweetest kind of dessert apple may be as high as 22.1, while in cooking apples it is never higher than 8.1.

Few other fruits will flourish so far north as the apple, although it is a fruit of semi-tropical nature. It has the additional advantage of keeping in excellent condition the year round and can be transported and stored for months without loss of flavor.

The dessert apples hold first rank and include quite a number of well-known varieties; the pipkin, which was a frequent and particular luxury at Royal tables in Shakespeare's time and to which he often refers, is perhaps the best example of the dessert apple. The name being derived from the fact that this fruit was raised from the pips of seeds. The dessert apple must be fragrant, delicate in flavor, tender, juicy, and very digestible; for eating uncooked they must also be perfectly ripe, and the very thinnest paring removed, as the more nutritious as well as the aromatic portion of the apples lies near the surface. There is, for this reason, a very noticeable difference in flavor between apples baked or stewed in their skins and those previously pared. While uncooked apples, when well ripened, are a most valuable addition to the diet at any season, they had better precede the meal than follow it, and are, in fact, better eaten alone or with only good wheat or white bread. They must always be thoroughly masticated, especially when eaten by children. In many instances it is advisable to scrape the apple, using a silver knife, and spread the pulp on buttered entire wheat or white bread; then children, or those who do not sufficiently masticate their food, cannot swallow the apple in great lumps, which are sure to cause unpleasant results, and the apple is blamed.

Cooking apples are more acid and less digestible and should never be given raw to children. Cooking, however, often develops in them a flavor finer than the dessert apple possesses. Many apples which would not be the least palatable eaten raw develop a peculiar richness and piquancy cooked in their skins. The thrifty cook gladly welcomes the apple harvest, which provides a delightful addition to her winter store of foods.

# LIGHT WEIGHTS AND FALSE MEASURES.

By H. J. Holmes.

An enormous number of London shopkeepers apparently yearn to accumulate wealth quickly by swindling their customers.

This statement receives ample substantiation from last year's report of the Public Control Department of the London County Council. From it we learn that the total number of unjust weight and measure appliances seized during the 12 months reached the imposing figures of 63,950 !

The amount of hard cash of which the public was robbed by such means can only be conjectured, but must have been a small fortune.

The L. C. C. employs a staff of officials whose duty it is to run to earth the perpetrators of this cruel system of fraud—cruel because its victims are mostly of the poorer class, who must feel acutely the loss of even the smallest sum.

As is well known, all weights, measures, and weighing instruments should, before being used in trade, bear the official stamp which records their honesty. Nearly 3,000,000 appliances of the sort were duly marked in the London district last year. But it is one thing that they are correct when they leave the L.C.C. official residence; quite another matter whether they will be allowed to remain so !

It requires the persistent efforts of 91 inspectors to limit the possibilities of the various appliances being tampered with, as the large number of seizures testify. And it must not be concluded that all the shop-keeping rogues are brought to book; some succeed in evading Nemesis for years. If eventually caught, their only punishment for the first two offences is being mulcted in a comparatively small fine—which, considering all things, they can well afford.

The dodges of the dishonest shopkeepers to evade detection are seemingly without limit. Swindling is a paying game, and those who practise such a lucrative profession can afford to devote much time to the study of the art of not being found out.

There is an instructive collection of swindling relics in the possession of Mr. Webb, the chief of the Newington Weights and Measures district office.

The collection of seized appliances includes a specimen of one of the most barefaced devices ever discovered, even in daring London. It is a machine once used for weighing tea. To the customers' side of the scales a string was attached, running down a hollow socket and through a hole in the counter, a weight being fastened to the end of the string. The weight could be supplemented by a pull of the shopman's fingers when considered necessary! A big point about this contrivance was that the string could be detached at a moment's notice on the advent of the L.C.C. inspector.

Mr. Webb's collection also includes several pairs of scales possessing very valuable idiosyncrasies—for the trader. Some have the happy knack of insuring that a purchaser only receives thirteen or fourteen ounces for every pound-weight paid for! The weights used may be genuine enough, but the scales are so constructed that when, say, a one-pound weight is placed in a certain position near the side of the pan, the scale containing the goods descends several ounces short.

A customer could thus be swindled of from one ounce to four ounces in every pound, according to the distance from the centre of the pan that the shopman's conscience allowed him to place his weight.

How regretful must have been the parting between a certain marine-storekeeper and the useful dial-scale which favored him either in buying or in selling. The registering hand was so fitted as to move backward or forward by a touch of the finger. In buying goods, the ingenious proprietor naturally kept the dial register low; in selling he merely, with a casual and unobserved touch of his forefingers upon the back of the dial, pushed the hand on a few points.

As for fraudulent weights, Mr. Webb's collection forms an admirable object lesson of the lengths to which a thorough, enterprising shopkeeper will go.

There are scores of weights, for the most part bearing the official stamp of honesty, but each one in itself yielding ample proof that it has done its part in the art of swindling the public. From the quarter of a pound right up to the half hundredweight we are able to see how fraudulent even an officially stamped weight may become in the hands of unscrupulous traders.

Holes are drilled or cut in the metal, and filled with cork, wood, paper, or other light material. Sometimes a thin coating of lead hides the "faker's" work, but in other cases the cork or wood filling was undisguised when the weights were seized.

As for measures, there are many examples of how these are tampered with in order to defraud the public. False bottoms, dinged sides, drooping spouts, and worn-down tops are constantly used as the means of giving short measure. Costers are habitual offenders in this connection. The economical housewife who makes her purchases from itinerant hawkers does not always save money by the transaction.

The L.C.C. detective is often to be found hot on the trail of the dishonest coal-hawker, at whose hands the poor people who buy fuel in small quantities suffer much. It is a good thing to find this class of offence growing less. Not that the average coal-hawker is becoming more honest, but he has learnt to dread the sudden appearance of the little black van which bears a relentless inspector with his undeniable standard scales, empowered to test the weight of every bag of coal on the hawker's cart.

It is generally conceded that, so far as its powers go, the L.C.C. leaves no stone unturned in this branch of its multitudinous duties to save the public from the shopkeeping and hawking swindler; and that the Council's efforts in this direction are ably backed up by one of the most carefully organized bodies of men in the United Kingdom.—Royal Magazine.

## THE SHORT BEAN CROP.

Under date of October 27, Samuel Glenn & Son, Chatham, Ont., write: "The Canadian Grocer" as follows regarding the selection of beans : "The acreage planted was smaller than for some years, the heavy rainfall of July reduced this about 30 per cent., and just as harvest was well under way we had three weeks of almost incessant rains. A large portion of the crop lay in the fields until almost unfit for shipping purposes. Of these we have had some samples which will waste fully half, some not quite so bad, but the larger portion still worse. Probably 25 per cent. of the crop was harvested after these rains and will, we think, waste fully one-quarter, so you will see the new crop will be very short. We think 20 per cent. of the 1901 crop was carried over. Of these a large quantity have changed hands during the past three weeks at $1.70 to $1.85, but most of farmers are holding for more money. Taking balance carried over from 1901, and marketable beans af this year's growth, we do not think we have 50 per cent. of a full crop. The situation is strong, and we look for higher prices as the season advances."

## ANY OLD DISCOUNT.

A large New York department store had an advertisement offering three percentages of discount. First they said they would save you from fifteen to fifty per cent. Further on—"We'll save you from twenty to forty per cent." At the end they said: "A third less than elsewhere is a fair average on which to base your calculations."—Chat.

"Send me another case of RED ROSE TEA, if it is as good as it was before."

"RED ROSE is the best tea I ever had. I hope you will keep it up to the standard."

DOZENS of times I have received letters, and also had customers speak to me personally in the way I have written the paragraphs above.

Why do they write or talk this way?

Why do they think that there is any danger of the quality not being kept up to the standard?

There must be some reason, and I think the old saying, "A burnt child dreads the fire," answers the questions fully.

All these dealers have handled other teas—they must have got BURNT in some way, and naturally fear they may suffer the same way with RED ROSE TEA. Well, perhaps they will, but another saying—"Don't cross a stream until you come to it" will fit in very well here.

What has put RED ROSE TEA where it is to-day? Just the fact that it is "GOOD TEA," the VERY BEST GOOD TEA that you or anyone else can buy.

**"It will stay right there."**

# T. H. ESTABROOKS

**Tea Importer and Blender,**

**ST. JOHN, TORONTO, WINNIPEG.**

# LAPORTE, MARTIN & CIE.

## Wholesale Grocers

and Importers of

## Teas, Wines and Liquors

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### SELLING AGENTS FOR

| | | | |
|---|---|---|---|
| Ph. Richard | - - | Cognac | - - Brandies |
| Mitchell Bros. Co. | - | Glasgow | - - Scotch Whiskeys |
| Mitchell & Co., Limited | | Belfast | - - Irish Whiskey |
| Sir Thomas J. Lipton | - | London | - - Ceylon Teas |
| Vve. Amiot | - - | Saumur | - - Sparkling Wines |
| Blandy Bros. | - - | Madeira | - - Wines |
| Cardinal & Co. | - - | Reims | - - Champagnes |

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Shipping Facilities Unsurpassed.

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**Mail Orders Carefully Filled.**

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66 to 78 ST. PETER STREET — **MONTREAL, CANADA.**




# As to Mustard

You cannot give people who eat

# Mustard

anything but the best.

That means

and that also means

Which is packed in

**KEEN'S**

**D.S.F.**

**SQUARE TINS.**


## Current Market Quotations for Proprietary Articles

October 30, 1902.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. of a change is made, either an advance or decline, it is referred to in the market reports, as a matter of news whether manufacturers request it or not.

### BAKING POWDER.

| Cook's Friend— | Per doz. |
|---|---|
| Size 1, in 2 and 4 doz. boxes | $ 2 40 |
| " 10, in 4 doz. boxes | 2 10 |
| " 2 in 6 " | 80 |
| " 12, in 6 " | 70 |
| " 3, in 4 " | 45 |
| Pound tins, 3 doz. in case | 3 00 |
| 12oz. tins, 3 " " | 2 40 |
| 5-lb. tins, ½ " " | 14 00 |

| Diamond— | W. H. GILLARD & CO |
|---|---|
| 1 lb. tins, 2 doz. in case | per doz. 2 00 |
| ½ lb. tins, 3 " " | " 1 25 |
| ¼ lb. tins, 4 " " | " 0 75 |

IMPERIAL BAKING POWDER.

| Cases. | Sizes | Per Doz. |
|---|---|---|
| 4 doz. | 10c. | $0 85 |
| 3 " | 6-oz. | 1 75 |
| 1 " | 12-oz. | 3 50 |
| 2 and 3 doz. | 12-oz. | 3 40 |
| 2 and 3 doz. | 16-oz. | 4 35 |
| ½ doz. | 2½-lb. | 10 50 |
| 1 doz. | 2½-lb. | 10 40 |
| ½ and 1 doz. | 5-lb | 19 50 |

MAGIC BAKING POWDER




| Cases. | Sizes. | Per Doz. |
|---|---|---|
| 4 doz. | 5c. | $ 40 |
| 4 " | 4-oz. | 60 |
| 4 " | 6-oz. | 75 |
| 4 " | 8-oz. | 95 |
| 4 " | 12-oz. | 1 40 |
| 2 " | 12 oz. | 1 45 |
| 4 " | 16-oz. | 1 65 |
| 2 " | 16-oz. | 1 70 |
| 1 " | 2½-lb. | 4 10 |
| 1 " | 5-lb | 7 30 |
| 2 " | 6-oz. } | Per case. |
| 1 " | 12-oz. } | $4 55 |
| 1 " | 16-oz. } | |

JERSEY CREAM BAKING POWDER

| | |
|---|---|
| ⅛ size, 5 doz. in case | 40 |
| ¼ size, 4 doz. in case | 75 |
| ½ " 3 " " | 1 25 |
| 1 " 2 " " | 2 25 |

VIENNA BAKING POWDER.

| | Per doz. |
|---|---|
| 1 lb. tins, 4 doz. in box | $2 25 |
| ½ lb. tins, 4 " " | 1 25 |
| ¼ lb. tin, 4 " " | 75 |
| 3 oz. in paper, 4 doz. in box | 70 |
| 5 " " 4 " " | 35 |

### BLACKING.

SHOE POLISH.

| Henri Jonas & Co. | Per gross |
|---|---|
| Jonas' | $9 00 |
| Froments | 7 50 |
| Military dressing | 24 00 |

### BLUE.

| | |
|---|---|
| Keen's Oxford per lb | $0 17 |
| In 10 box lots or case | 0 16 |
| Reckitt's Square Blue 12-lb. box | 0 17 |
| Reckitt's Square Blue, 5 box lots | 0 16 |
| Gillett's Mammoth, boxes, 1 gross | 9 00 |
| Nixey's "Cervus" in squares, per lb. | 0 16 |
| " " in bags, per gross | 1 25 |
| " " in pepper boxes, according to size | 0 02 0 10 |

### BLACK LEAD.

| | |
|---|---|
| Reckitt's per box | 1 15 |
| Box contains either 1 gro., 1 oz. size: ½ gro., 2 oz. or ¼ gro. 4 oz. | |
| Nixey's refined, per 9-lb. box of 12 | |
| 1 doz. chip boxes | 1 50 |
| Nixey's, as supplied the King, per 9-lb. box of 12 doz. block | 1 50 |
| Nixey's Silver Moonlight Stove Polish, in blocks 13-3 and 6-oz. size. Full price list on application. | |

### CORN BROOMS

| Boeckh Bros & Company | doz. net. |
|---|---|
| Bamboo Handles, A, 4 strings | 4 35 |
| " " B, 4 strings | 4 10 |
| " " C, 3 strings | 3 85 |
| " " D, 3 strings | 3 60 |
| " " F, 3 strings | 3 35 |
| " " G, 3 strings | 3 10 |
| " " I, 3 strings | 2 85 |

### BISCUITS.

CARR & CO. LIMITED.
Frank Magor & Co., Agents

| | |
|---|---|
| Cafe Noir | 0 15 |
| Ensign | 0 12¾ |
| Metropolitan mixed | 0 09 |

### CANNED GOODS.

MUSHROOMS.

Henri Jonas & Co.

| | |
|---|---|
| Mushrooms, Rione | $15 50 |
| " 1st choice Dutheil | 18 50 |
| " 1st choice Lenoir | 19 50 |
| " extra Lenoir | 22 00 |

Per case, 100 tins.

FRENCH PEAS—DELORY'S

Henri Jonas & Co.

| | |
|---|---|
| Moyen's No 2 | $9 00 |
| " No. 1 | 10 50 |
| ½ Fins | 12 50 |
| Fins | 14 00 |
| Tres fins | 15 00 |
| Extra fins | 16 50 |
| Sur extra fins | 18 00 |

FRENCH SARDINES.

Henri Jonas & Co.

| | |
|---|---|
| ¼ Trefavennes | $9 50 |
| ¼ Rolland | 9 50 10 00 |
| ¼ Delory | 10 50 |
| ¼ Club Alpins | 2 50 |

### CHOCOLATES & COCOAS.

| Cocoa—The Cowan Co. Limited. | |
|---|---|
| Hygienic, 1-lb. tins, per doz | $7 25 |
| " ½-lb. tins " | 3 75 |
| " ¼-lb. tins " | 2 25 |
| " fancy tins " | 0 90 |
| Hygienic, 5-lb tins, for soda water fountains, restaurants, etc. per lb | 0 55 |
| Perfection, ½-lb. tins, per doz | 3 00 |
| Cocoa Essence, sweet, ½-lb. tins, per doz | 2 25 |
| Chocolate— | per lb. |
| Queen's Dessert, ¼'s and ½'s | $0 40 |
| " 6's | 0 42 |
| Mexican Vanilla, ¼'s and ½'s | 0 35 |
| Royal Navy Rock " " | 0 30 |
| Diamond " " | 0 25 |
| " 8 s | 0 28 |

| Chocolate— Fry's | per lb. |
|---|---|
| Caraccas, ¼'s, 5-lb. boxes | 0 42 |
| Vanilla, ¼'s | 0 42 |
| "Gold Medal" Sweet, ¼'s, 6 lb. bxs | 0 29 |
| Pure, unsweetened, ½'s, 6 lb. bxs | 0 42 |
| Fry's "Diamond," ¼'s, 14 lb. bxs | 0 24 |
| Fry's "Monogram," ⅛'s 14 lb. bxs | 0 24 |

| Cocoa— | per doz |
|---|---|
| Concentrated, ¼'s 1 doz. in box | 2 40 |
| " ½'s, " | 4 50 |
| " 1 lbs. " | 8 25 |
| Homoeopathic, ¼'s 14 lb. boxes | .... |
| " ½ lbs. 12 lb. boxes | .... |
| Epps's cocoa, case of 14 lbs., per lb. | 0 35 |
| Smaller quantities | 0 37½ |

JOHN P. MOTT & CO.'S

R. S. McIndoe, Agent, Toronto.

| | |
|---|---|
| Mott's Broma per lb | 0 30 |
| Mott's Prepared Cocoa | 0 28 |
| Mott's Homeopathic Cocoa (¼'s) | 0 32 |
| Mott's Breakfast Cocoa (in tins) | 0 40 |
| Mott's No. 1 Chocolate | 0 30 |
| Mott's Breakfast Chocolate | 0 28 |
| Mott's Caraccas Chocolate | 0 40 |
| Mott's Diamond Chocolate | 0 28 |
| Mott's French-Can. Chocolate | 0 18 |
| Mott's Navy or Cooking Chocolate | 0 28 |
| Mott's Cocoa Nibbs | 0 35 |
| Mott's Cocoa Shells | 0 05 |
| Vanilla Sticks, per gross | 0 90 |
| Mott's Confectionery Chocolate | 0 21 0 43 |
| Mott's Sweet Chocolate Liquors | 0 19 0 30 |

CADBURY'S.

| Frank Magor & Co., Agents. | per doz |
|---|---|
| Cocoa essence, 8 oz. packages | $1 65 |
| Mexican chocolate, ¼ and ½ lb. pkgs. | 0 40 |
| Rock Chocolate, loose | 0 40 |
| " 1-lb. tins | 0 42 |
| Nibs, 1-lb. tins | 0 35½ |

WALTER BAKER & Co., LIMITED.

| | per lb |
|---|---|
| Premium No. 1 chocolate, 12-lb boxes. | $ 32 |
| Vanilla chocolate 6-lb boxes | 47 |
| German sweet, 6-lb. boxes | 27 |
| B'kfast cocoa, ½-lb. tins, plain; 6-lb. boxes | 51 |
| Cracked cocoa, ½-lb. pkgs. 12-lb. bxs. | 35 |
| Caracas sweet chocolate, 6-lb. boxes | 37 |
| Soluble chocolate (hot or cold soda) 1-lb. cans | 45 |
| Vanilla chocolate wafers, 48 to box, per box | 1 56 |

### COCOANUT.

| L. Scheer Co. | per lb. |
|---|---|
| 1-lb. packages, 15 and 20-lb. cases | $0 26 |
| ½-lb. " " " " | 0 27 |
| ¼-lb. " " " " | 0 28 |
| ½ and 1-lb. pkgs., assorted, 15 and 30-lb. cases | 0 26½ |
| ¼ and ½-lb. pkgs. assorted, 15 and 30-lb. cases | 0 27½ |
| 5c. package, 4 doz. in case, per doz. | 0 45 |

| Imperial—Large size jars, per doz | $ 8 25 |
|---|---|
| Medium size jars | 4 50 |
| Small size jars | 2 40 |
| Individual size jars | 1 00 |
| Imperial Holder—Large size | 18 00 |
| Medium size | 15 00 |
| Small size | 12 00 |
| Roquefort—Large size, per doz | 2 40 |
| Small size | 1 40 |

# Take Your Share.

There is no sense in letting business go by. If you stock James' "Dome" lead it will sell itself, but you can't expect to sell it if you don't carry it in stock. Sales this year double last year's. Why? Because the goods are right.

**W. G. A. LAMBE & CO.,** Canadian Agents.

## Try my Gum

RETURNED NOV 19 1902

**IT IS PEPSIN**

Good, Sweet and Pure

AND IS MANUFACTURED BY



## I. D. Bradshaw & Co., Toronto, Chewing Gum and Wax Paper Mfrs.


### COFFEE.

JAMES TURNER & CO.

| | per lb. |
|---|---|
| Mecca | 0 32 |
| Damascus | 0 28 |
| Cairo | 0 20 |
| Sirdar | 0 17 |
| Old Dutch Rio | 0 12½ |

E. D. MARCEAU, Montreal.

| | per lb. |
|---|---|
| "Old Crow" Java | 0 25 |
| " Mocha | 0 25 |
| "Condor" Java | 0 30 |
| " Mocha | 0 30 |
| 15-year-old Mandheling Java and hand-picked Mocha | 0 50 |
| 1-lb. Fancy tins choice pure coffee, 48 tins per case | 0 20 |
| Madam Huot's Coffee, 1-lb. tins | 0 31 |
| " " " 2-lb. tins | 0 30 |

100 lb. delivered in Ontario and Quebec.

### CONDENSED MILK.




Borden's Condensed Milk Co.

| | |
|---|---|
| "Eagle" Brand | $1 65 |
| "Gold Seal" Brand | 1 30 |
| "Peerless" Brand Evaporated Cream | 1 20 |

### CLOTHES PINS.

UNITED FACTORIES LIMITED.

| | |
|---|---|
| Clothes Pins (full count), 5 gross in case, per case | 0 57 |
| 4 doz. packages 12 to a case) | 0 72 |
| 6 doz. packages (12 to a case) | 0 92 |

### COUPON BOOKS—ALLISON'S.

For sale in Canada by—The Eby, Blain Co., Limited, Toronto C. O. Beauchemin & Fils, Montreal

$1, $2, $3, $5, $10 and $20 books.

| | Unnumbered | Covers and Coupons numbered. |
|---|---|---|
| In lots of less than 100 books. 1 kind assorted | 4c. | 4½c. |
| 100 to 500 books | 3½c. | 4c. |
| 500 to 1,000 books | 3c. | 3½c. |

Allison's Coupon Pass Book

| | |
|---|---|
| 1 00 books | 3 cents each |
| 2 00 books | 3 cents each |
| 3 00 books | 3 cents each |
| 5 00 books | 4 cents each |
| 10 00 books | 5½ cents each |
| 15 00 books | 6½ cents each |
| 20 00 books | 7½ cents each |
| 25 00 books | 8 cents each |
| 50 00 books | 12 cents each |

### EXTRACTS.

HENRI JONAS & Co.

| | Per gross. |
|---|---|
| 8 oz. London Extracts | $6 00 |
| 2 oz. " " (no corkscrews) | 5 50 |
| 2 oz. " " | 9 00 |
| 2 oz. Spruce essence | 6 00 |
| 2 oz. " " | 9 00 |
| 2 oz. Anchor extracts | 12 00 |
| 4 oz. " " | 21 00 |
| 1 oz. " " | 36 00 |
| 1 lb. " " | 70 00 |
| 1 oz. Flat " | 9 00 |
| 2 oz. Flat bottle extracts | 18 00 |
| 2 oz. Square " | 21 00 |
| 4 oz. " " corked) | 36 00 |
| 8 oz. " " " | 72 00 |
| | Per doz. |
| 8 oz. " glass stop extracts | 3 50 |
| 8 oz. " " " | 7 00 |
| | Per doz. |
| 2½ oz. Round quintessence extracts | 2 00 |
| 4 oz. Jockey decanters " | 3 50 |

### FOOD.

| | Per doz. |
|---|---|
| Robinson's Patent Barley ½ lb tins | 1 25 |
| " " " 1 lb. tins | 2 25 |
| " " Groats, ½ lb. tins | 1 25 |
| " " " 1 lb. tins | 2 25 |

### GINGER ALE & SODA WATER

| | per doz. |
|---|---|
| Cantrell & Cochrane's Imported Ginger Ale and Club Soda Water | $1 40 |

### JAMS AND JELLIES.

SOUTHWELL'S GOODS. Frank Magor & Co., Agents.

| | per doz |
|---|---|
| Orange Marmalade | 1 50 |
| Clear Jelly Marmalade | 1 50 |
| Strawberry W. F. Jam | 2 00 |
| Raspberry " " | 2 00 |
| Apricot " " | 1 75 |
| Black Curran " | 1 85 |
| Other Jams, W. F. | 1 65 1 90 |
| Red Currant Jelly | 2 75 |

Jams— T. LIPTON & CO.

| | |
|---|---|
| 12-oz. glass jars, per doz | $0 95 |
| 1 lb. glass jars 2 doz. in case, per doz | 1 50 |
| 2½-lb. tin pail, 2 doz. in crate, per lb. | 0 09 |
| 5-lb. tin pails, 3 pails in crate, per lb | 0 06 |
| 7-lb wood pails, 6 " " " | 0 06 |
| 14-lb. wood pails, per lb | 0 06 |
| 30-lb " " " | 0 06 |

Jellies—

| | |
|---|---|
| 1-lb. glass jars, per doz | $1 50 |
| 7-lb. wood pails, per lb | 0 09 |
| 14-lb. " " " | 0 09 |
| 30-lb. " " " | 0 09 |

### LICORICE.

YOUNG & SMYLIE'S LIST.

| | |
|---|---|
| 5-lb. boxes, wood or paper, per lb | $0 40 |
| Fancy boxes (36 or 50 sticks) per box | 1 25 |
| "Ringed" 5 lb. boxes, per lb | 0 40 |
| "Acme" Pellets, 5 lb. cans, per can | 2 00 |
| "Acme" Pellets, fancy boxes 40) per box | 1 50 |
| Tar, Licorice and Tolu Wafers, 5 lb. cans, per can | 2 00 |
| Licorice Lozenges, 5 lb. glass jars | 1 75 |
| " " 20 5 lb. cans | 1 50 |
| "Purity" Licorice 10 sticks | 1 45 |
| " " 100 sticks | 0 73 |
| Dulce large cent sticks, 100 in box | |

### LIQUORS.

OLOROSO IN CASES.

Ph. Richard.

| | |
|---|---|
| S.O. Quarts, 12's | $22 50 |
| F.C. " " | 15 00 |
| F.C. 1-15 bottles, 180's | 2 00 |
| V.S.O.P " " | 12 00 |
| V.S.O.P. pints, 24's | 13 00 |
| V.S.O.P. ½-pints, 48's | 14 00 |
| V.S.O.P. 1-15 bottles, 180's | 20 00 |
| V.S.O. quarts, 12's | 10 00 |
| V.S.O. 1-15 bottles, 180's | 18 00 |
| V.O. quarts, 12's | 8 50 |
| V.O. pints, 24's | 9 50 |
| V.O. ½-pints, 48's | 10 50 |
| V.O. 1-15 bottles, 180's | 14 0 |
| V.O. decanters, 12's | 0 5 |
| V.O. " pints, 20's | 13 00 |
| V.O. flasks, Imp. pints, with thumblers | 9 75 |
| V.O. " Reputed " " 24's | 10 50 |
| V.O. " no " 24's | 9 50 |

Chas. Conturier.

| | |
|---|---|
| Quarts, 12's | 7 00 |
| ½ bottles, 24's | 8 00 |
| ¼ " 48's | 9 00 |
| 1-15 bottles, 180's | 13 50 |
| Flasks, 24's | 8 00 |
| ½ Flasks, 48's | 9 00 |
| Flasks Imperial pints, Copsule, 16's | 8 00 |

F. Marion & Cie.

| | |
|---|---|
| Quarts, 12's | 6 00 |
| ½ bottles, 24's | 7 00 |
| ¼ " 48's | 8 00 |
| Flasks, reputed 24's | 7 00 |
| Flasks, ½-pints, 48's | 8 00 |
| 1-15 bottles, '80's | 12 50 |
| Flasks, Imp. pints with thumblers, 16's. | 8 00 |

Cognac In Wood.

Ph. Richard.

| | Gals. | ½ Oct's. | Oct's. | Bbls. | Hhds. |
|---|---|---|---|---|---|
| Couturier | $4 00 | $3 95 | $3 85 | $3 80 | .... |
| Marion | 3 75 | 3 60 | 3 50 | 3 40 | .... |
| Ph Richard V.S.O.P | 5 50 | 5 35 | 5 25 | 5 00 | .... |
| Richard V.O. proof. | 4 25 | 4 10 | 4 00 | 3 90 | 3 80 |
| Richard 5 up. proof V. O. | 4 00 | 3 80 | 3 70 | 3 50 | 3 40 |
| Richard Fine champagne | 6 00 | 5 90 | .... | .... | .... |

Gin—Pollen & Zoon, in Cases.

| | |
|---|---|
| Red, 15's | $10 00 |
| Green, 12's | 5 00 |
| Poney, 12's | 2 50 |

Gin Pollen & Zoon, in Wood.

| | Gals. | ½ Oct's. | Oct's. | Bbls. | Hhds. |
|---|---|---|---|---|---|
| Gin, P. & Z. | $3 15 | $3 05 | $3 05 | $3 00 | $2 95 |

Mitchell Bros. Limited Scotch.

1 case. 5 cases.

| | | |
|---|---|---|
| Heather Dew, ordinary qts. 12's | $ 7 00 | $ 6 75 |
| Heather Dew, stone jars, Imperial, 12's | 12 50 | 12 25 |
| Heather Dew, oval flasks, quart, 12's | 11 25 | 11 00 |
| Special Reserve, oval, pts. 24s. | 11 75 | 11 50 |
| " ordinary qts., 12's | 9 00 | 8 75 |
| Special Reserve, ½ bottles, pints, 24s | 10 00 | 9 75 |
| Extra Special Liqueur, flagon, 12's | 9 50 | 9 25 |
| Extra Special Liqueur, ordinary bottles, 12's | 9 50 | 9 25 |
| Heather Dew, flasks, 48's | 12 00 | 11 75 |
| " " ½ flasks, 60's | 9 00 | 8 75 |
| Mullmore, Imperial oval quart flasks, 12's | 10 00 | 9 75 |
| Mullmore, flasks, Imperial pints, 24's | 10 50 | 10 25 |
| Mullmore, flasks, ordinary pints, 24's | 7 75 | 7 50 |
| Mullmore, ½ flasks, ordinary, 48's | 9 00 | 8 75 |
| Mullmore, ordinary quarts, 12's | 6 50 | 6 25 |
| Mullmore ordinary pints 24's | 7 50 | 7 25 |

Scotch Whiskey in Wood.

| | Gals. | ½ Oct's. 9 gals. | Oct's. 17 gals. | Bbls 40 gals. |
|---|---|---|---|---|
| Special Reserve | $4 50 | $4 25 | $4 15 | $3 90 |
| Heather Dew "A" | 4 00 | 3 85 | 5 | 3 65 |


**RECKITT'S Blue and Black Lead** ALWAYS GIVE YOUR CUSTOMERS SATISFACTION

| Extra Special Liqueur | 5 00 | 4 90 | 4 80 | 4 75 |
|---|---|---|---|---|
| Old Scotch | 3 5 | 3 70 | 3 65 | 3 50 |

Whiskey in Cases.

Mitchell Bros., Limit d—Irish

| | |
|---|---|
| Cruiskeen Lawn, stone jar, 12's | $12 50 |
| Old Irish, flasks, Imp. quarts, 12's | 11 25 |
| " Special, quarts, 12's | 9 00 |
| " " Imp. pints, 24's | 11 75 |
| " round bottles, quarts, 12's | 6 50 |
| " round ½-bottles, pints, 24's | 8 00 |
| " 10-oz. flasks, 48's | 12 00 |
| " 5-oz. flasks, 60's | 9 00 |

Irish Whiskey in Wood.

| | Gal. | ½-Oct. | Oct. | Bbl |
|---|---|---|---|---|
| Mitchell, "Special Old" | $4 50 | $4 40 | $4 35 | $4 10 |
| Mitchell, "Old" | 4 00 | 3 90 | 3 75 | 3 65 |
| " "B" | 3 50 | 3 40 | 3 30 | 3 25 |
| " "O" | 3 00 | 2 | 2 80 | 2 75 |

Champagne Wine in Cases.

| | |
|---|---|
| Duc de Pierland, quarts, 12's | $14 00 |
| " " pints, 24's | 15 00 |
| Cardinal, quarts, 12's | 12 50 |
| " pints, 24's | 13 50 |
| Vve. Amiot Carte d'Or, quarts, 12's | 16 00 |
| " " " pints, 24's | 17 00 |
| " " d'Argent, quarts, 12's | 0 50 |
| " " " pints, 24's | 11 50 |

Blandy Bros Wine.

Blandy's Madeira Wine, in cases.

| | |
|---|---|
| Very Superior, quarts, 12's | 8 50 |
| Special Selected, quarts, 12's | 10 00 |
| London Particular, quarts, 12's | 13 00 |

Blandy's Malaga, in cases.

| | |
|---|---|
| Pale Sweet Blue Label, quarts, 12's | 7 50 |
| " White Label, quarts, 12's | 10 00 |

Blandy's Sherry, in cases.

| | |
|---|---|
| Manzanilla, quarts, 12's | 8 50 |
| Morosa, quarts, 12's | 11 00 |

Blandy's Port Wine, in cases.

| | |
|---|---|
| Good Fruity, quarts, 12's | 7 50 |
| Invalid Special, quarts, 12's | 12 00 |

Blandy Bros'. Wine in Wood.

| | Gal. | Octave. |
|---|---|---|
| Madere, No. ½ | $3 50 | $3 00 |
| " No. ¾ | 4 50 | 4 00 |
| Malaga Pale Sweet | 3 00 | 2 75 |

Canadian Whiskies.

| | In barrels. per gal. |
|---|---|
| Gooderham & Worts, 65 O.P. | $ 4 50 |
| Hiram Walker & Sons " | 4 50 |
| J. P. Wiser & Son " | 4 49 |
| J. E. Seagram " | 4 49 |
| H. Corby " | 4 49 |
| Gooderham & Worts, 50 O.P. | 4 10 |
| Hiram Walker & Sons " | 4 10 |
| J. P. Wiser & Son " | 4 09 |
| J. E. Seagram " | 4 09 |
| H. Corby " | 4 09 |
| Rye, Gooderham & Worts | 2 20 |
| " Hiram Walker & Sons | 2 20 |
| " J. P. Wiser & Son | 2 19 |
| " J. E. Seagram | 2 19 |
| " H. Corby | 2 19 |
| Imperial, Walker & Sons | 2 90 |
| Canadian Club, Walker & Sons | 3 60 |

| | Less than one bbl. per gallon. |
|---|---|
| 65 O. P. | $4 55 |
| 50 O. P | 4 15 |
| Rye | 2 25 |

## LYE (CONCENTRATED).

GILLETT'S PERFUMED.

| | Per case. |
|---|---|
| 1 case of 4 doz | $ 3 60 |
| 3 cases " | 3 50 |
| 5 " | 3 40 |

## MINCE MEAT.

| | |
|---|---|
| Wethey's Condensed, per gross net | $12 00 |
| " per case of doz. net | 3 00 |

## MUSTARD.

COLMAN'S OR KEEN'S.

| | |
|---|---|
| D. S. F., ¼ lb. tins, per doz. | $1 40 |
| " ½ lb. tins, " | 2 50 |
| " 1 lb. tins, " | 5 00 |
| Durham 4 lb. jar, per jar | 0 75 |
| " 1 lb. " | 0 25 |
| F. D., ¼ lb. tins, per doz. | 0 85 |
| " ½ lb. tins | 1 45 |

HENRI JONAS & Co.

| | Per gross |
|---|---|
| Pony size | $7 50 |
| Imperial, medium | 9 00 |
| Imperial, large | 12 00 |
| Tumblers | 12 00 |

| | Per gross |
|---|---|
| Mugs | 13 20 |
| Pint jars | 18 00 |
| Quart jars | 4 00 |

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—

| | | |
|---|---|---|
| ¼-lb. tins | per lb. | 0 35 |
| ½-lb. tins | " | 0 33 |
| 1-lb. tins | " | 0 32½ |
| 4-lb. jars | per jar | 1 20 |
| 1-lb. jars | " | 0 35 |

"Old Crow," 12-lb. boxes—

| | | |
|---|---|---|
| ¼-lb. tins | per lb. | 0 25 |
| ½-lb. tins | " | 0 23 |
| 1-lb. tins | " | 0 22½ |
| 4-lb. jars | per jar | 0 70 |
| 1-lb. jars | " | 0 25 |

## OLIVE OIL

| | per case |
|---|---|
| Barton & Guestier's quarts | $8 00 |
| " " pints | 9 00 |

## ORANGE MARMALADE.

T. UPTON & CO.

| | |
|---|---|
| 1-lb. glass. 2 doz. case, per doz. | $1 00 |
| 7-lb. pails and 5 lb. tins | 0 06 |
| 14 and 30-lb. pails | 0 06 |

## PICKLES.

STEPHENS'.

A. P. Tippet & Co., Agents.

| | |
|---|---|
| Patent stoppers (pints) per doz. | 2 30 |
| Corked (pints), " | 1 90 |

## SODA.—COW BRAND.




Case of 1 lbs. containing 60 pkgs. per box, $3.00.
Case of ½ lbs. (containing 120 pkgs. per box, $3.00.
Case of 1 lbs. and ½ lbs. (containing 30 1 lbs. and 60 ½ lb. packages) per box, $3.00.
Case of 5c. pkgs (containing 96 pkgs) per box, $3.00.




EMPIRE BRAND.

Brunner, Mond & Co.

Case 120 ½-lb. pkts. (60 lb.) per case $2 70.

Case 96 10-oz. pkts. (60 lb.) per case $2.80.

"MAGIC" BRAND.

| | per case |
|---|---|
| No. 1, cases, 60 1-lb. packages | 2 75 |
| " 2, " 120 ½-lb. packages | 2 75 |
| " 3, " {30 1-lb. packages / 60 ½-lb. packages} | 2 75 |

## SOAP




A. P. TIPPET & CO., AGENTS
Maypole Soap colors per gro. $10.20.
Maypole Soap. black per gro. $15.30
Oriole Soap, per gross, $10.20.

| | |
|---|---|
| Gloriola Soap, per gross | 12 00 |
| Straw Hat Polish, per gross | 10 20 |

## STARCH.

EDWARDSBURG STARCH CO., LTD.

| Laundry Starches— | per lb. |
|---|---|
| No. 1 White or Blue, 4-lb carton | 0 06½ |
| No. 1 " " 3-lb. " | 0 06½ |
| Canada Laundry | 0 05½ |
| Silver Gloss, 6-lb. draw-lid boxes | 0 08 |
| Silver Gloss, 6-lb. tin canisters | 0 08 |
| Edwards'g Silver Gloss, 1-lb. pkg. | 0 08 |
| Kegs Silver Gloss, large crystal | 0 07 |
| Benson's Satin, 1-lb. cartons | 0 08½ |
| No. 1 White, bbls. and kegs | 0 05¾ |
| Benson's Enamel, per box, $1 50 to | 3 00 |
| Culinary Starch— | |
| Benson & Co.'s Prep. Corn | 0 07¼ |
| Canada Pure Corn | 0 05¾ |
| Rice Starch— | |
| Edwardsburg No. 1 white, 1-lb. car | 0 10 |
| Edwardsburg No. 1 White or Blue, 4-lb. lumps | 0 08½ |

BEE STARCH.

| | |
|---|---|
| Cases, 64 pkgs. 48's | $5.00 |
| ¼ Cases, 32 pkgs. 24's | 2.50 |

Packages 10c. each.

BRANTFORD STARCH WORKS, LIMITED.

Ontario and Quebec.

| Laundry Starches— | |
|---|---|
| Canada Laundry, boxes of 40 lbs. | $0 05½ |
| Acme Gloss Starch— | |
| 1-lb. cartons, boxes of 40 lbs. | 0 06 |
| Finest Quality White Laundry— | |
| 3-lb. Canisters, cases of 48 lbs. | 0 06½ |
| 4-lb. " " " | 0 06⅝ |
| Barrels, 200 lbs. | 0 05¾ |
| Kegs, 100 lbs. | 0 05¾ |
| Lily White Gloss— | |
| 1-lb. fancy cartons cases 30 lbs. | 0 08 |
| 6-lb. toy trunks, 8 in case | 0 08 |
| 6-lb. enameled tin canisters, 8 in case | 0 08 |
| Kegs, ex. crystals, 100 lbs | 0 07 |
| Brantford Gloss— | |
| 1-lb. fancy boxes, cases 36 lbs. | 0 08½ |
| Canadian Electric Starch— | |
| Boxes of 40 fancy pkgs, per case | 3 00 |
| Celluloid Starch— | |
| Boxes of 45 cartons, per case | 3 10 |
| Culinary Starches— | |
| Challenge Prepared Corn— | |
| 1-lb. packages, boxes 40 lbs. | 0 05¾ |
| No. 1 Brantford Prepared Corn— | |
| 1-lb. packages, boxes 40 lbs. | 0 07¼ |
| Crystal Maize Corn Starch— | |
| 1-lb. packages, boxes 40 lbs. | 0 07¼ |

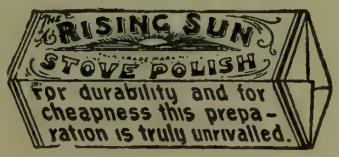
## STOVE POLISH.







No. 4—3 dozen in case, per gross .. 4 80
" 6—3 dozen in case, " " ... 8 40




| | Per gross |
|---|---|
| Rising Sun 6-oz. cakes, ½-gross boxes | 8 50 |
| Rising Sun, 3-oz. cakes, gross boxes | 4 50 |
| Sun Paste 10c. size, ¼ gross boxes | 10 00 |
| Sun Paste, 5c. size, ¼ gross boxes | 5 00 |







## TEAS.

SALADA CEYLON.

| | Wholesale | Retail |
|---|---|---|
| Brown Label, 1's | 0 20 | 0 25 |
| " " ½'s | 0 21 | 0 26 |
| Green Label, 1 and ½s | 0 22 | 0 30 |
| Blue Label, 1s, ½s, ¼s and ⅛s | 0 30 | 0 40 |
| Red Label, 1s and ½s | 0 36 | 0 50 |
| Gold Label, ½s | 0 44 | 0 60 |

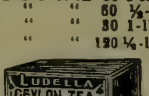



Ceylon Tea, in 1 and ½ lb. lead packages black or mixed.

| | |
|---|---|
| Black Label, 1-lb., retail at 25c. | 0 19 |
| " " ½-lb., " " " | 0 20 |
| Blue Label, retail at 30c. | 0 22 |
| Green Label 40c. | 0 28 |
| Red Label 50c. | 0 35 |
| Orange Label, retail at 50c. | 0 42 |
| Gold Label 80c. | 0 55 |




| | |
|---|---|
| Cases each 60 1-lbs. | 0 35 |
| " " 30 ½-lbs. | 0 35 |
| " " 120 ¼-lbs. | 0 36 |




LUDELLA CEYLON, 1's AND ½'s PKGS.

| | Wholesale | Retail |
|---|---|---|
| Blue Label, 1's | 0 18½ | 0 25 |
| Blue Label, ½'s | 0 19 | 0 25 |
| Orange Label, 1's and ½'s | 0 21 | 0 30 |
| Brown Label, 1's and ½'s | 0 28 | 0 40 |
| Brown Label, ¼'s | 0 30 | 0 40 |
| Green Label, 1's and ½'s | 0 35 | 0 50 |
| Red Label, ½'s | 0 40 | 0 60 |

BOWN BRAND

| | Wholesale | Retail |
|---|---|---|
| Red Label, 1-lb. and ½'s | 0 35 | 0 50 |
| Blue Label, 1-lb. and ½'s | 0 28 | 0 40 |
| Green Label, 1-lb. | 0 19 | 0 25 |
| Green Label, ½'s | 0 20 | 0 25 |
| Japan, 1s | 0 19 | 0 25 |

E. D. MARCEAU, Montreal.

| Japan Teas— | |
|---|---|
| "Condor" I 40-lb. boxes | 0 37½ |
| EMD AAA 40-lb. boxes | 0 37½ |
| "Condor" II 40 lb boxes | 0 36 |
| " II 80-lb. " | 0 35 |
| " III 80-lb. " | 0 32½ |
| " IV 80-lb. " | 0 30 |
| " X 80-lb. " | 0 30 |
| " V 80-lb. " | 0 27½ |
| " XXXX 80-lb. boxes | 0 25 |
| " XXXX 30-lb. " | 0 26 |
| " XXX 80-lb " | 0 22½ |
| " XXX 30-lb. " | 0 23½ |
| " XX 85-lb. " | 0 20 |
| " LX lead packets | |
| " Assorted cases (1 and ½ lb.) to retail at 40c. | 0 28½ |
| " L lead packets | |
| " Assorted cases (1 and ½ lb.) to retail at 25c. | 0 19½ |

| Black Teas—"Nectar," in lead packets— | |
|---|---|
| Green label retails 0 26 at | 0 20 |
| Chocolate label " 0 35 " | 0 25 |
| Blue label " 0 50 " | 0 36 |
| Maroon label " 0 60 " | 0 45 |
| Fancy tins—Chocolate, 1-lb. | 0 32½ |
| " " " - Blue, 1-lb. | 0 42½ |
| " " " - Maroon, 1-lb. | 0 50 |
| " " - Maroon, 1-lb. | 1 50 |

| Black Teas—"Old Crow" Blend— | |
|---|---|
| Bronzed tins of 10, 25, 50 and 80 lb. | |
| No. 1 per lb. | 0 35 |
| No. 2 " | 0 30 |
| No. 3 " | 0 25 |
| No. 4 " | 0 20 |
| No. 5 " | 0 17½ |

LIPTON'S TEA (in packages).

| | Price per lb |
|---|---|
| No. 1, cases 50 lb. (50 ½-lb. pkgs. | $ .5 |
| (25 1-lb pkgs | 34 |
| No. 1, cases 50 lb., in 5-lb. tins | 3[illegible] |
| No. 2, cases 50 lb. (50 ½-lb. pkgs. | 29 |
| (25 1-lb. pkgs. | 28 |
| No. 2, cases 50 lb., in 5-lb. tins | 29 |
| No. 3, cases 50 lb., (50 ½-lb. pkgs | 23 |
| (25 1-lb. pkgs. | 22 |
| No. 3, cases 50 lb., in 5-lb. tins | 23 |
| Green Ceylon, No. 1, (50 ½-lb. pkgs | 35 |
| (25 1-lb. pkgs. | 34 |
| Green Ceylon, No. 2, (50 ½-lb. pkgs. | 29 |
| (25 1-lb pkgs. | 28 |

## TOBACCO.

THE EMPIRE TOBACCO CO., LIMITED.

| | |
|---|---|
| Smoking—Empire, 3½s, 5s and 10s | 0 39 |
| Royal Oak, 2 & 3, Sovereign, 8s | 0 52 |
| Something Good, 7s | 0 48 |
| Chewing—Bobs, 5s and 10s | 0 36 |
| Currency, 13¾ oz. bars, spaced 9s | 0 39 |
| Currency, 6s and 10s | 0 39 |
| Old Fox, narrow 10s | 0 39 |
| Snowshoe, 1-lb. bars, spaced 6s | 0 43 |
| Pay Roll, 6s | 0 44 |

## VINEGARS.

E. D. MARCEAU, Montreal.

| | Per gal. |
|---|---|
| EMD, pure distilled, highest quality | 0 30 |
| Condor, pure distilled | 0 25 |
| Old Crow | 0 20 |
| Special prices to buyers of large quantities | |

MICHEL LEFEBVRE.

| | |
|---|---|
| Bull Dog, quadruple strength, regist'd | 0 55 |
| Lion "L" brand, registered | 0 38 |
| Imperial, triple strength, registered | 0 33 |
| Cote D'Or, extra super, registered | 0 30 |
| " household vinegar, registered | 0 28 |
| Crystal Pickling, extra | 0 28 |
| " ordinary | 0 23 |
| White Wine, XXX | 0 25 |
| " " XX | 0 20 |
| " " X | 0 17 |
| Cider, XXX | 0 27 |
| " XX | 0 22 |
| " X | 0 17 |
| Pure English Malt, triple strength | 0 45 |
| " " " double strength | 0 35 |
| " " " single strength | 0 25 |
| Distilled white malt vinegar | 0 50 |

JOHN HOPE & CO., MONTREAL.

| | |
|---|---|
| Sir Robert Burnett & Co.'s English Malt Vinegar | 0 40 |

## WOODENWARE

UNITED FACTORIES, LIMITED.

| | |
|---|---|
| Washboards, Leader Globe | 1 50 |
| " Improved Globe | 1 60 |
| " Standard Globe | 1 80 |
| " Solid Back Globe | 1 95 |
| " Jubilee (perforated) | 1 45 |
| " Crown | 1 35 |

| | Per doz |
|---|---|
| No. 1 2-hoop pails | 1 55 |
| " 1 3 " | 1 70 |
| " 0 Tubs | 8 50 |
| " 1 " | 7 00 |
| " 2 " | 6 00 |
| " 3 " | 5 25 |

## YEAST.

| | |
|---|---|
| Royal yeast, 3 doz. 5c. pkgs. in case | 1 00 |
| Gillett's Cream yeast, 3 doz | 1 00 |
| Jersey Cream yeast cake, [illegible] 5c | 1 00 |
| Victoria " " 3 doz. 5c. | 1 00 |
| " " " 3 doz. 10c. | 1 80 |

NIXEY'S REFINED BLACK LEAD

By Appointment to H.M. the KING of the British Empire.

Sole Manufacturer of "Cervus" Square and Bag and Pepperbox Blues, and "Silver Moonlight" Stove Polish.

W. G. NIXEY, 12 Soho Square, LONDON, ENG.

Canadian Representative: MR. H. T. BAKER.

**A**

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# Your Attention

is called to our **SPECIAL** lines of goods. Our long experience in this business enables us to at all times assure the trade of the very best goods obtainable in the market. Our prices (when quality is considered), are unapproachable for values.

---

## COFFEES

—Mocha, Java, Maracaibo, Rio, Santos, Costa Rica, etc. We are direct importers, and can always quote special values.

## SPICES

—A heavy part of our business, and constantly growing. Exceptional values in Baking Powder, Cream Tartar, Borax and Bi-Carb Soda, and all kinds of Spices, whole and ground.

## TEAS

—Japan, Congou, Indian, Ceylon, Oolongs, Pingsuey, Gunpowder, China Green (wholesale only).

## DRIED AND EVAPORATED FRUITS

Valencia Raisins, Seedless Raisins, Currants, Figs, etc. (wholesale only).

## CORKS AND CAPSULES

Machine and hand cut, all sizes cut to order. Brewers' supplies.

## TORONTO BRANCH: 87 YORK ST.

**We also act as Commission Agents for Consignees. Correspondence Solicited.**

# S. H. EWING & SONS

## MONTREAL.

# CLARK'S Canned MEATS



*The Standard of Excellence*

MANUFACTURED BY

## W. CLARK, MONTREAL

VOL. XVI. MONTREAL AND TORONTO, NOVEMBER 7, 1902 NO. 45

PUBLISHED EVERY FRIDAY

THE CANADIAN GROCER AND GENERAL STOREKEEPER

CIRCULATES IN EVERY PROVINCE

COLMAN'S MUSTARD

BEST ON EARTH

Nothing Like It.



"IMPERIAL"
White Wine Vinegar

FOR

PICKLES, SAUCES, Etc.

Ask grocery travellers to show samples. Note the perfect clearness and delightfully smooth, even flavor. Guaranteed pure spirit vinegar—full government strength. Just the price of ordinary vinegar. Why not have the very best?



If your customers desire a really fine, pure Table Salt, give them

# Rice's Pure

# SALT.

It gives Universal Satisfaction.

R. & J. RANSFORD,

Established 1886

Clinton, Ont.




## LICORICE . . .

We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, plain and corrugated; Acme Licorice Pellets; Y. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLIABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and Golf-Sticks, 100 to box; Blow Pipes, 200 and 300 to box; Manhattan Wafers, 2½-lb. boxes; Curved Stem Pipes, 200 to box. Write for illustrated catalogue.

YOUNG & SMYLIE

Established 1845. BROOKLYN, N.Y.

## Cultivating WEEDS




wouldn't be considered very profitable by the farmers, yet thousands of merchants are cultivating the weeds of business by continuing the Old Style Pass book—errors every day. Forgotten charges. Hundreds of little things make a big aggregate amount. Adopt the modern ALLISON COUPON SYSTEM and throw away your time-wasting devices. Look here—

### If a Man Wants Credit

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

**The Eby, Blain Co., Limited, Toronto.**
**C. O. Beauchemin & Fils, Montreal.**

*ALLISON COUPON CO., Manufacturers, Indianapolis, Indiana.*

IT IS NOT TOO EARLY TO BEGIN YOUR INQUIRIES ABOUT THAT TRIP YOU ARE GOING TO TAKE TO THE

# British West Indies

**this winter. We have just issued a booklet telling what some people saw and did on the same voyage last winter, and if you write us we will send you one.**

THERE IS NO MORE DELIGHTFUL WAY OF SPENDING SIX OR SEVEN WEEKS THAN ON SUCH A TRIP AS THIS. THE WHOLE COST FROM HALIFAX AND RETURN IS $130.00.

**Pickford & Black - Halifax.**




# *First, Last and Always!*

Quality is the keystone to success. "First, last and always" it is *quality* that counts. You can deceive yourself into thinking otherwise, but it doesn't pay in the end. There is no time like the holidays to prove this to your satisfaction. People are seeking for the highest quality *now* as never before ---are you going to disappoint them by selling inferior goods?

## *Moir, Wilson & Co's Scotch Fish*

Herring and Tomato, Herring and Mustard, Kippered Herring, etc. They stand at the very top notch for quality in England, where they are packed.

Every can or tin is as near perfection as money, skill and experience can make it Year after year the Moir, Wilson goods maintain their reputation in the front rank. They are A No. 1 "first, last and always."

## *"Griffin" Brand Dried Fruits*

Seeded Raisins, Prunes, Dried Apricots, Peaches and Pears. The product of the finest orchards on the Pacific Coast. They reach you in the original package, just as they leave the hands of the growers and packers.

They are not shipped in bulk and then put up in fancy packages—they reach you at first hands. Nothing finer can be produced than the "Griffin" Brand. It is the standard for highest quality "first, last and always."

Sold by leading wholesalers everywhere.

*Arthur P. Tippet & Co., Agents,*

*8 Place Royale, Montreal.*

*23 Scott Street, Toronto.*

**WANTED** EGGS BUTTER

Highest Prices. Prompt Returns.

**THOS. PIZER**

General Produce Merchant.

1432 Queen St W. TORONTO.

**FLOUR** MAGOR'S DELICIOUS PATENT FLOUR.

The Purest Flour Made—makes Delicious Bread, Cakes and Pastry.

Prices For Cash Unequalled.

JOHN MAGOR & CO., MONTREAL

MOTT'S DIAMOND CHOCOLATE. JOHN P. MOTT & Co HALIFAX, N.S. ESTABLISHED 1849 IS THE BEST.

For Sale Everywhere.

—:o:—

ASK FOR

**MOTT'S.**




**Downweight is a Thief** Stealing Your Profits Every Time You Use Your Scales. . . .

The Toledo Springless, Automatic, Computing Scale, **"The Scale with Brains,"** is the only scale in the world that positively stops the giving of **DOWNWEIGHT.** It is the only Automatic Computing Scale in the world without springs No hand operation in weighing; no prices to set; no levers to move; no weights to lift; no poises to shift; you simply place the article to be weighed on the scale, and the scale instantly and automatically shows in plain figures:

1. The weight of the article in pounds and ounces.
2. The price per pound.
3. The total value of the article in dollar and cents.

It is a mechanical wonder, marvelous in its Simplicity Sensitiveness, Accuracy and Rapidity of Operation. Made in many styles and sizes for all kinds of stores. Write to-day for illustrated catalogue.

**Toledo Computing Scale Co.**

**DEAN & McLEOD,**

Canadian Agents, HAMILTON, ONT.

**WESTERN** Incorporated 1851

ASSURANCE COMPANY

**Fire and Marine**

| | | |
|---|---|---|
| Capital | - | $2,000,000.00 |
| Assets, over | - | 2,900,000.00 |
| Annual Income | | 3,000,000.00 |

Head Office: TORONTO, ONT.

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President.
C. C. Foster, Secretary.

**REFRIGERATORS.**



Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches.

Write for our catalogue, guarantee test and testimonials which are free.

**Eureka Refrigerator Co.**

WILBERT HOOEY, MANAGER.

Phone Park 513. 54 Noble St., TORONTO.

# "Marguerite" Cigars



are now selling at the rate of 10,000 per day. Last year our sales amounted to 3,566,565, and there has been such a tremendous growth in demand this year that we have had to double the size of our factory and manufacturing facilities.

Get next to *"Marguerite" Cigars* when you want a sure and reliable line. They are of unvarying quality, and that always the best. Far and away the best selling cigar in Canada.

**THE TUCKETT CIGAR CO., Limited, - HAMILTON**

# MY TRIAL ORDER

is so attractive that you would accept it if you knew all about it. Write me at once and I will explain it to you fully, and show you just how advantageous it is for both you and me.

J. Bruce Payne,

Cigar Mfr. GRANBY, QUE.

T. A. Lytle's Mince Meat.

GROCERS become known by the quality of the goods they sell, therefore they should sell only high-grade mince meat.

Our mince meat makes friends for itself whenever used. It can always be relied upon as being good and wholesome. Only the best fruits and meats used in its manufacture.

Done up in convenient sized fibre and wooden pails.

T. A. LYTLE & CO.

124-128 Richmond St., West, TORONTO.

TILLSON'S

28

And all the best of their kind.

10 Kinds of Flour

8 Kinds of Cereal Breakfast Foods

10 Kinds of Feed

The "all-around" equipped Cereal Milling Plant of Canada.

THE TILLSON CO, Limited, Tillsonburg, Ont.

THE POPULARITY OF

# JAPAN TEA

is in a large measure attributable to its *strength and delicacy of flavor.*

It comes from a country where modern ideas prevail—where the soil is most adaptable to the growing of such healthy, strengthening tea.

## Japan Tea is a Winner.

**TO LIVE GROCERS ONLY**

We are putting up and are having a LARGE SALE on our famous . . . .




## "VICTORIA CROSS" CEYLON TEA

BLACK and MIXED.

Every package guaranteed finest grade grown. 25-40-50 cents per lb., in Handsome Lead Packages.

Write us for Samples and Prices.

**J. F. SMYTH & CO.**

Tea Packers. WINDSOR, ONT.

# MAGIC




TRADE MARK

# SODA

OR SALERATUS IS THE BEST.

**E. W. GILLETT** COMPANY LIMITED
TORONTO, ONT.




# IMPERIAL MAPLE SYRUP

The Standard from Ocean to Ocean.

**Merit Acknowledged**
**Superiority Admitted.**

## YOUR MONEY BACK

IF NOT SATISFACTORY.

ROSE & LAFLAMME, Agents
**Montreal.**

---

## YOU WILL FIND IT

IN THE LAUNDRY EVERYWHERE.

# Ivory Gloss Starch

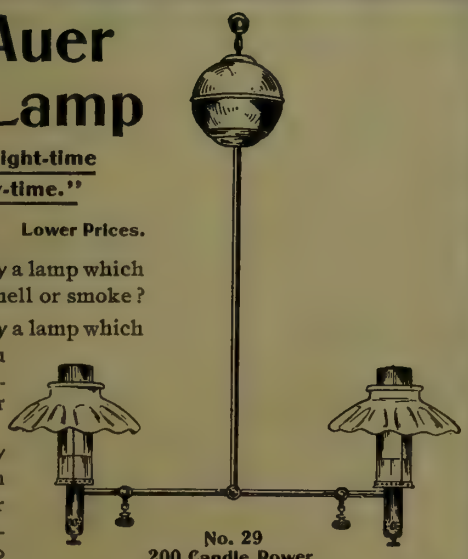
is the POPULAR BRAND because we have made it our primary aim to PLEASE THE CUSTOMER. You can recommend it with perfect safety and it will prove a money-maker.

Brands also manufactured for kitchen purposes.

**THE ST. LAWRENCE STARCH CO.,**
LIMITED
**PORT CREDIT, ONT.**

---

## The Auer Gas Lamp



**"Turns night-time into day-time."**

New Models. Lower Prices.

**Would you buy** a lamp which doesn't smell or smoke?

**Would you buy** a lamp which will save you half your expense for coal oil?

**Would you buy** a lamp which shows your goods in daylight colors?

No. 29
200 Candle Power.

**Would you buy** a lamp which you can return, for full price, if you don't like it?

That's the kind of a lamp we make.

**EVERY LAMP GUARANTEED**

**Write for our Catalogue and Discounts.**

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

---

# MOLASSES

When ready to buy don't forget to ask us for our quotations on a carload delivered at your station; you will be glad you did so.

**The Dominion Molasses Co.,**
Limited
**Halifax - Nova Scotia.**



# 10 Carloads Paradise and Haycastle Currants

**CASES AND HALF-CASES.**

Just arrived. The quality of these celebrated brands is finer than ever. We have seen nothing to equal it. See our travellers' samples—get quotations. It will do your trade good to have such superior currants to offer your customers.

---

**W. H. GILLARD & CO.,** Wholesale Grocers, **HAMILTON.**

---

## WITH THE END

of the coal strike come others to attract public attention.

There is a class of strikers who "strike while the iron is hot, and keep it hot by striking." They are the grocers who exert their energies on lines of

# WOOD'S COFFEES.

Their trade iron is always hot, and they deliver the most telling strokes in the Coffee business.

**THOMAS WOOD & CO.,** 428 St. Paul St., **Montreal**

---

# SUGAR=YELLOW=3c. F.O.B.

**British Refined, in Bags, each 224 lb.**
**Terms, 10 Days, Net Cash.**

# TAPIOCA,

**Medium, Pearle, Bags about 170 lb.,** **$2.60 Net.**

**ARRIVING ABOUT SIX WEEKS.**

Market for Tapioca has advanced since making this contract. We will, however, keep the offer open until November 21st.

TRADE MARK

GROCERS' WHOLESALE CO., LIMITED
UNITY AND QUALITY
HAMILTON.
REGISTERED

# Grocers' Wholesale Company,

We are free sellers and desire correspondence with independent buyers.

# Limited, Hamilton.

**The surest way to miss success is to miss the opportunity.**

# The Canadian Grocer

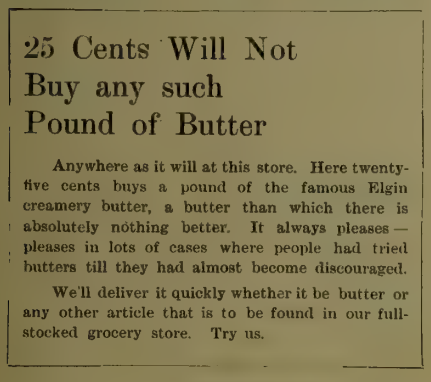
AND GENERAL STOREKEEPER.

Vol. XVI. MONTREAL AND TORONTO, NOVEMBER 7, 1902. No. 45.


## GOOD ADVERTISING.

A LARGE bread manufacturer in Toronto is at present announcing his intention of giving prizes for the best advertisements of his bread, written by the school children of the city. There is no entrance fee ; only the children are advised to try a loaf of the bread before writing their copy, so that they can describe its good qualities accurately.

Here is a man who evidently believes in publicity, and he knows how to get it. It is all well enough to appeal to the men and women who have to purchase the bread, but it is a stroke of policy to start first with the children. Through them the whole family is bound to become interested and outsiders as well. If the




A GOOD BUTTER AD.

average contestant doesn't let everyone within a radius of two miles know what he is doing he is no ordinary child.

This instance is cited here just by way of a hint. There may be merchants throughout the country who will find a helpful idea in this scheme. While it may not be advisable for the great majority of tradespeople to attempt it, yet a good many may be in a position to put it to the test.

* * *

In looking over a pile of newspapers the other day in a vain endeavor to find some bright and interesting grocers' advertisements, the writer came across a considerable white space in the centre of which appeared the important (?) announcement, "This space belongs to Blank, the dry goods merchant."

Looking at this so-called advertisement from a purely utilitarian point of view, what commercial advantage is it going to give Mr. Blank? Is it going to arouse the slightest interest on the part of the public in Mr. Blank's business? Pause, and think to what good purpose that white space might have been used. Surely, Mr. Blank, if he had any business worth advertising at all, might have put something in it to interest the average housewife. But no, he has lost the opportunity.

Advertising is a serious matter and should not be treated with levity. Moreover, it costs money and is expected to bring in returns. If a merchant is going to make an April fool joke of it, like Mr. Blank has done, he will have to take the consequences.

* * *

In last week's issue of The Toronto Moon, some fun was made of the great preponderance of advertising matter in the leading magazines of to-day. The periodicals were viewed from the standpoint of the advertising, as if that portion were the only part worthy of attention. When reference was made to the few pages of reading matter, they were put aside with a few remarks about their lack of interest and their uselessness.

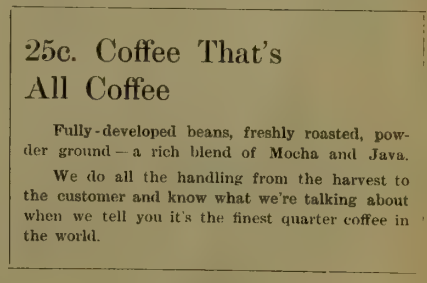
All these may, of course, be pure and simple irony, but it has a vein of truth in it. There is no doubt that the advertising matter in the magazines has more attraction for some people than the literary portion. Even to the magazine reader the pages of advertising have a decided interest; so that all around the advertising matter forms a fair percentage of the total value of a magazine from the standpoint of the average reader.

* * *

"Ad World" is the title of a new monthly published in Montreal devoted to the interests of the advertising public and to the study of modern office methods.

* * *

There are few things that advertising can't do, no matter how good it may be or how wisely placed. It can't restore health and strength to a broken-down business that's drawing its last breath and hasn't enough vitality to take any nourishment. It can't sell enough of a poor article to make it profitable in the long run. It can't sell very much of a good thing if an equally good and well-adver-

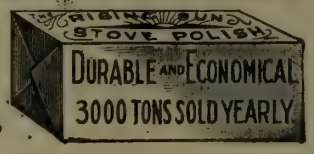



ENTICING.

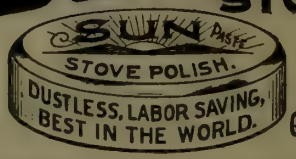
tised thing of the same kind is sold at a lower price. And it can't do the most good anyhow unless it is pretty good itself — unless there's real thought and method in it—business arguments, interesting details, facts.

There are a few things that advertising can and will do—that it is doing right along for those who know how to use it. Advertising of the right sort will help any legitimate business under Heaven that deserves help. Backed by the right goods and prices it will do more to build up a business than any other one force known to the business world. Under its influ-

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE




SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE




Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

ence the small business will grow in that easy, continuous way that pays after spurts and booms are dead and forgotten. It widens and expands the big business along safe, sure lines. It will pull many a business out of the hole when it's a matter of finding a wider market for a good thing and finding it promptly. All this and more advertising has done, and is doing and will do.—American Machinist Mailing Card.

## NEW MINCE MEAT PACKAGE.

The Capstan Manufacturing Co., of Toronto, are putting a delicious package mince meat on the market this season known as "English" pressed mince meat. Their reputation for first-class mince meat in bulk is well known among the trade, and doubtless their new brand in package form will meet with merited success.

## IMPORTANCE OF BEE-KEEPING.

Few people in America realize the importance of the bee-keeping industry, remarks an exchange. It is estimated that Europe produces about $18,000,000 worth of wax and honey, and that a similar sum results from the benefits conferred by the fertilizing habits of the bees. So highly is this industry esteemed abroad that Germany has 1,900,000; Spain, 1,690,000; Austria, 1,550,000; France, 950,000; Holland, 240,000; Russia, 110,000; Denmark, 99,000; Belgium, 200,000; Greece, 30,000. These countries practically consume their own honey crop. There is no reason why our consumption should not be proportionately great. The chief obstacle is the general ignorance of the value of honey as food, and the use of it only as an occasional treat, instead of an article of daily food.

The stock of Mrs. S. Langlois, general merchant, St. Samuel De Gayhurst, Que., has been sold at 69¾ c. on the dollar to L. S. Roberge, of Lambton.

## TRADE IN CACAO AND BRAZIL NUTS.

THE Brazilian nut crop for 1902 is nearly all in the hands of the dealers or in transit from the fields, and an accurate estimate of the total can be made. The crop is nearly double the combined output of the two previous years. The quality has also been unusually good, and the supply has been so judiciously handled that there has been neither a glut nor a shortage in the market during the season. Prices have ruled firm throughout, and at no time has any stock accumulated. The demand from the United States increases steadily. In 1900 the United States took 44 per cent. of the crop and Europe the remainder. In 1901 50 per cent. of the crop was taken by the United States, and this year that country's purchases have amounted to 55 per cent.

The total shipments of nuts from the Amazon up to date have been 6,871 tons, of which Manaos shipped 3,778 tons and Para 3,093 tons. The most conservative estimates of the remainder of the crop place it at about 300 tons, thus making a total for the crop of 1902 of about 7,200 tons. The crop of 1900 was 2,511 tons; that of 1901, 2,808 tons.

### THE CACAO CROP

The cacao market has been steady at average prices, and the demand fully equal to the supply. No crop in this country is subject to such fluctuations as cacao, and for this reason comparisons with previous crops are valueless.

The total shipments from the Amazon for the first six months of 1902 were:

| | Tons. |
|---|---|
| January | 314 |
| February | 310 |
| March | 409 |
| April | 408 |
| May | 562 |
| June | 587 |
| July | 300 |
| Total | 2,800 |

Something more than one-third was taken by the United States, and the balance by Europe. France, as usual, is the largest consumer, with Holland second. The trade with the United States is, however, increasing, and before long that country will doubtless consume the bulk of the cacao product of South America.

## FIFTY PER CENT. MORE APPLES.

THE crop of apples harvested makes final estimate of The American a liberal total, according to the Agriculturist, which, in its report of October 25, places it at 43,000,000 barrels, against 27,000,000 barrels in 1901. The present crop naturally shows some marked contrasts when compared with that of a year ago. In the older-established orchard sections in the Middle and Eastern States the increase over last year's failure is very pronounced. In the Central West there are also sharp gains, while in the Southwest, a territory last year favored by exceptionally good yields, the crop this season is unusually deficient. As for quality, this is far from satisfactory in the Central and Western States. In the east apples range from very poor to exceptionally good, with liberal quantities in the aggregate suitable for autumn and winter storage. The Michigan crop is not a full one, yet there is a liberal surplus, with quality uneven. Ohio has a good many apples for shipment, so with Missouri, while Arkansas and Kansas are far behind last year. New York, the most important apple State, has a big crop, yet less than the bumper yield of 1896. The outturn in that State is very uneven in quality. The crop in New England is very much better than last year when it was a failure. The Canadian crop varies greatly in quality, but the total yield is liberal, with the exception of Nova Scotia, which this season faces a failure. apple buyers were in the field early, and the campaign has been active. Within the past fortnight prices in many instances have shown a slight hardening tendency, particularly for varieties of well-selected apples.

S. H. Caswell & Co., bankers and general merchants, Qu'Appelle Station, Man., are opening a branch at McLean.

# DRIED APPLES

## WANTED.

WRITE US:

**LUCAS, STEELE & BRISTOL,** Wholesale Grocers, **Hamilton**

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKE.

JERSEY CREAM YEAST CAKE—THE ONLY YEAST WITH CREAM IN IT.

## APPLES—"OLD CHURCH" BRAND.

We are now packing apples, and owing to the short pack of Tomatoes they should be good sellers. They will largely take the place of Tomatoes and are a much more wholesome food. Our price to the trade :

Will deliver West to WINDSOR and SARNIA.
Will deliver East to OTTAWA or KINGSTON.
Will deliver North to COLLINGWOOD.
IN LOTS OF 5 CASES—3's or 5 Doz. Gallons.

**3's., 85c. per doz.**
**Gallons, $2.00 per doz.**

Your wholesale grocer can sell at same prices if he cares to handle our goods. Terms, 10 per cent. 10 days, or 30 days net. For all orders by MAIL ONLY we will make a special discount of 5 per cent. 10 days' draft.

Write, wire or 'phone

**Standard Canning Co.,** HAMILTON, ONT.

JERSEY CREAM YEAST CAKE—THE ONLY YEAST WITH CREAM IN IT.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKE.

# SCARCE GOODS—We have them.

**Cases Gallon Blueberries.** Solid Pack.
**Cases 2's Blueberries.** Solid Pack.

---

**Sacks Turkey Natural Figs,** each 56 lbs. This year's pack.
These Figs are in fine shape. Large, fat Figs.

---

**Half-chests Young Hyson Tea,** to retail at 25c.
**Half-chests Young Hyson Tea,** to retail at 30c.
**Half-chests Moyune Young Hyson Tea,** to retail at 40c.
**Half-chests Moyune Young Hyson Tea** (extra fine), to retail at 50c.

This is a nice invoice of good drawing Teas and worth your attention.

---

**James Turner & Co.,** Wholesale Grocers, **Hamilton**

NOW IN STORE

New Cleaned Currants.
New Select Valencia Raisins.
Crosse & Blackwell's Peel.
York Peel.

Get our prices before buying.

THOS. KINNEAR & CO.,

Wholesale Grocers, 49 Front St. East, TORONTO

## TRADE CHAT.

LOCK BROS., commission merchants, Winnipeg, have been incorporated into a joint stock company, with a capital stock of $300,000, to deal in fruits and vegetables. The first directors of the company are: T. K. Lock, W. G. Lock and A. F. Lock.

Symon & Son have opened a new store at Wiarton.

G. Kempt has started a grocery and provision store at Wiarton, Ont.

Several Charlottetown men made $10 a week in the oyster fisheries during their spare time.

Now that the cheese-making season is over, the Stewart cheese factory, P. E. I., has started butter making.

J. P. Webber has opened a grocery store at the corner of Victoria Road and Dominion street, Port Sydney, C. B.

J. J. Barker, the bookkeeper of the Hudson Bay Co., Fort William, has taken the place of Jas. Jackman, the late manager, who has retired.

The Gagetown Cheese Factory, Fredericton, N.B., shipped 228 boxes of cheese weighing 16,427 lb. This is the largest and last shipment of cheese.

The Dominion Paper Box Co., Adelaide street, Toronto, are going to build a factory on King street west, next to the Toronto Lithographing Co.

Refined cotton seed oil has been placed on the free list by an Order-in-Council. Refined cotton seed oil is a substitute for olive oil in canning sardines.

Patrick Gallery, late of Gallery Bros., bakers, Montreal, died on Sunday of Bright's disease. Deceased leaves a widow, two daughters and three sons.

Fraser & Davis, pork packers, Halifax, have started a bean cannery. They are conducting it on a moderate plan as yet, but will make it more extensive next year.

G. E. Davidson will erect a 40,000 bushel elevator, located on the old stock yards at Manitou. It will be up-to-date in everything, and will be completed about the 1st of December.

Leslie & Wilson, of Saskatoon, N.W.T., have completed their mill. It is lighted by electricity. It has large fields for business, the nearest grist mill being 20 miles distance, at the Hague.

It seems likely that Wiarton will get the fish hatchery. The Department have written to the Board of Trade. Messrs. Campbell, Bowman & Haliday are using their influence toward the scheme.

The British apple crop was very poor this season. Last month Canada's export to Great Britain was 100,000 bbls. The cheese trade, too, is increasing. The home factories' output is reported small.

J. D. Roberts has accepted the position of general advertising agent for the Blue Ribbon Tea Co., and will leave for Toronto about December 1st. Chas. Peter, of Winnipeg, takes his place in Vancouver.

Goldie-McCulloch Co., Galt, Ont., will supply the machinery for the Renfrew Roller Mills, Renfrew, Ont. They will be built of brick, with a capacity of 200 bbls. and a full gyrator system, and will have a 50,000 bush. elevator.

The G. T. R. have a big gang of men at work doubling their track from Hamilton. The large ravines are being bridged by new double-track bridges, and Jordon claims the largest one of its kind in Canada, if not in America.

J. Ridout's grocery store, St. John's, Nfld., was robbed November 27. The burglars gained entrance in the rear by taking out a pane of glass. The store was ransacked. Some goods and $8 in a cash box were taken away.

Magdalen Island fishermen have caught this year the largest amount of mackerel for years, estimated at 7,000 barrels, salted. Though not of so good a quality as last year, owing to there being many more buyers, they received higher prices.

The Oakville apple drier, owned by Clarke & Colliner, was destroyed by fire on October 29. The loss is estimated at—building, $1,500, and stock, $3,000. The building was insured for $800, and the stock $300. The cause of the fire is unknown.

A number of the young men of Tara, Ont., met October 27, and presented Charles Macdonald, who has been working for W. A. Gerolamy, but has taken a situation in Winnipeg, with a gold watch-chain and charm to remember the happy days in Tara.

Societe Roquefort Cheese

Large shipment arriving next week direct from Roquefort, France
Special quotations on import orders.

GRUYERE——(Swiss)——CHEESE

Fall shipment just received direct from Switzerland, of excellent quality. Get our quotations.

Agents—A. F. MacLAREN IMPERIAL CHEESE CO., Limited, - TORONTO, CAN.

WE take this opportunity to advise our many friends who have favoured us with their business in Canned Goods, that we will have our deliveries completed within the next ten days. Owing to the exceptional conditions existing this season, it will not be possible to deliver in some specified brands, but we shall **deliver in full all orders we have taken** with "A1" Standard goods.

# TOMATOES,
# CORN AND PEAS

## 100 PER CENT. DELIVERY.

When these deliveries are completed we will have **TOMATOES, CORN, PEAS, BEANS,** etc., to offer, and we would be pleased to have your enquiry for same should you be requiring any.

# THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, **TORONTO.**

# THE PROVISION TRADE

AND COLD STORAGE NEWS.

### COLLEGES FOR BUTCHERS.

A COLLEGE in which the butchering and curing business is taught by experts is thus described in The Springfield Farmer by Andrew Ross, a professor of the Minnesota School of Agriculture :

"This work was made a part of the course in the School of Agriculture, and its object was to give farm boys an opportunity to

LEARN TO DRESS THE ANIMALS

used for meat on the farm and to cut up carcasses into suitable pieces for table use. The work was begun in a very primitive fashion, though it was a very popular line of work from the start. The growth of the school has been rapid, and the quarters for this kind of work have been very crowded. In 1900 the Legislature was asked for an appropriation providing a new building for this work. This was secured and the building put up. The class-room is large enough to seat comfortably 100 or more stndents, and has folding doors opening into the killing-room and into the cutting-room, so that students can remain comfortably seated while observing the demonstration lectures given in both lines of work.

A GOOD COOLING ROOM

and refrigerator have been provided, with ample room for a carload of cattle. The plant is refrigerated by the ammonia process and is complete in every respect. Besides the refrigerator, a good-sized curing-room has been provided, where the temperature may be controlled and valuable experimental work may be done in learning new methods of curing meat. In addition to the curing-room, freezing-rooms have been provided in the basement, where poultry may be stored and kept frozen through the winter ; or where the temperature may be so reduced that the

MEAT MAY BE RIPENED

at different temperatures, thus giving an opportunity for studying experimental methods of curing and preserving fresh meats. A rendering-room has also been provided, with steam-jacket lard kettles, tanking outfit and all the modern equipments for thorough and effective work. These features are essentially necessary where a combination of experimental and education work is carried on. It is not the intention to train the farm boys to be expert butchers, but simply to give them a knowledge of the work sufficient to enable them to properly dress and care for the meat used upon the farm. With that idea in view, home-made arrangements for handling

STOCK IN THE KILLING-ROOM

will be used as much as possible. This also is true of the work done by the students in the cutting-room. This building is, so far as known, the most complete and substantial structure in the United States, used strictly for the purpose of instruction in the proper handling of meat products. Its benefit to the farming class will readily be seen, and when the opportunity for experimental work and the facilities for securing accurate data on live stock problems are considered, it is believed that the money provided for the building is indeed well spent. To make this kind of work of practical use to farm boys, it is necessary for them to experience the difficulties of dressing the different animals used for meat. With that object in view, a demonstration lecture is given by the instructor before

A CLASS OF ONE HUNDRED

or more students, and the details of the operations gone into. A lecture illustrating some phase of the work is given each week. The students are then divided up into squads of five each, and required to come to the slaughter-house, where they actually dress the beef, pork, mutton and poultry used at the school. Each student gets a chance to dress a beef, a hog, a sheep, and a certain amount of poultry. They are in turn required to divide the carasses up into suitable pieces for use at the kitchen of the School of Agriculture. This line of work, while not complete enough to make them very expert, is sufficient to give them the principles of the work, and it can be extended as opportunities arise for dressing animals for home consumption. Besides cutting up the carcasses, the students are required to cure a certain amount of beef and pork, and are given recipes adapted to use on the farm."

### A NEW PORK-PACKING FACTORY.

For the last 15 years John Wheatley, of Charlottetown, and S. Wheatley, of Halifax, have been shipping hogs in large quantities and manufactured them in Halifax ready for the consumer. As the hogs deteriorate in value in transit and mostly arrive in bad order in mild weather, which, under such circumstances, renders it impossible to turn out at all times an article to suit the present demands, they have decided to open up a packing-house in Charlottetown. They have secured the commodious warehouse and cellars owned by David Small, corner Powell and Water streets, where they are now in full working order. Messrs. Wheatley are prepared to handle 15,000 hogs this fall. They have secured two first-class men from the other side, W. H. Fader and Samuel Jenkins, who arrived here last Wednesday and are now hard at work in connection with the factory in Charlottetown. Messrs. Wheatley will have a warehouse and cold-storage department in Halifax. As soon as the goods are prepared and ready for use they will be shipped off to Halifax, where they will supply their many customers. S. Wheatley, of Halifax, will attend to the selling, while John Wheatley, of Charlottetown, will do the buying and superintend the work of the factory, where they are now open to receive any number of hogs that may come along. They will endeavor at all times to pay the highest price given for choice goods.—Guardian, Charlottetown, P.E.I.

### HOW VIENNA SAUSAGE IS MADE.

The recipe of The Butchers' Advocate for making Vienna sausage is : "To 18 lb. of veal add 72 lb. of lean and 10 lb. of fat pork. Chop finely and mix well, adding 32 oz. of salt, 10 to 12 oz. ground white pepper, 1½ pts. water and potato flour to suit. Stuff and tie into sausages weighing 4 oz. each ; smoke 48 hours."

### THE DOMINION PACKING CO.

In its issue of Thursday, October 23, The Charlottetown, P.E.I., Examiner makes the following reference to a well-known firm : "The Dominion Packing Co. are to-day taking stock at the Rattenbury plant and are completing all the arrangements of taking over the business. They begin operations on Monday morning."

The same paper, in its issue of the following Monday, says that the firm mentioned above slaughtered 400 hogs on Saturday, "and began the work of packing to-day. We hope to see a straight

THIS BRAND

ON...

BACON

—AND—

HAMS




guarantees the consumer an article perfectly cured, and prepared by the most improved process in the world.

THE FARMERS'

CO-OPERATIVE PACKING CO.

**Of Brantford, Limited.**

Makers of Breakfast Bacon, Long Clear Bacon, Short Roll Bacon, Long Rib Bacon, Long Roll Bacon, Square Cut Shoulders, Back, or Windsor Bacon, Shoulder Butts, Wiltshire Bacon, Mess Pork, Cumberland Bacon.

When you have any

# BUTTER OR EGGS

to offer, write or wire us. We are buyers.

**The J. A. McLean Produce Co., Limited**

75-77 Colborne Street

Telephone Main 2491. Toronto.

# For 50 Years

we have been curing **Hams** and **Bacon,** making Lard and Selling Butter and Cheese.

We think we make as good Hams, as good Bacon, and as good Lard as your money can buy. We also think we know the best Cheese Factories and the best Creameries in Ontario, and handle their product.

WE ALSO SELL

**Fresh Sausage, Bolognas, Mince Meat, Onions, Honey White Beans, Lima Beans,**

and shall be glad to hear from you regarding your wants for any or all of them.

**F. W. FEARMAN CO.**

**(Limited)**

**HAMILTON, ONT.**

# Fresh Pork Sausage.

You will please your customers and increase your trade by handling ***Our Celebrated Pork Sausage.***

Delicious in flavor and always fresh made. Once used always kept in stock. Expressed to all parts of Canada. Try a Sample Basket.

**The Park, Blackwell Co.,** LIMITED

**PORK PACKERS,**

TORONTO, ONT.

business carried on that will be mutually profitable to the farmers of this Province and to the company."

### THE PROVISION MARKETS.

TORONTO.

This week's cattle shipments have decreased very considerably, and, as a result, butchers' cattle are scarce. The average run of about 70 to 75 loads has fallen to about 25 loads. Hog shipments average about 4,000 this week. Prices are quoted as follows : Dressed hogs, $7.00 to $7.50 ; beef carcasses, $4.50 to $7.00 per 100 lb. ; hind quarters, $5.00 to $7.00 per 100 lb. ; front quarters, $3.50 to $5.50 per 100 lb. ; veal, 7 to 9c., and lamb 5½ to 6c. Best live hogs, heavy weight (160 to 200 lb.), are worth $6.00, while light weights are quoted at $5.75. Choice export cattle are worth $4.50 to $5.25, and butchers' cattle, $3.25 to $4.25.

The provision trade, on account of it being between seasons, is not brisk, although there is a good demand for smoked meats and lard. Fresh egg receipts are becoming smaller. Prices remain unchanged and are as follows : Long clear bacon, 11 to 11½c. ; smoked breakfast bacon, 14½ to 15c. ; roll, 12 to 12½c. ; medium hams, 13½ to 14c. ; large hams, 12½ to 13c. ; shoulder hams, 11 to 11½c., and backs 14½ to 15c. ; Canadian heavy mess pork, $21.50 ; short cut, $23.50 to $24.00 ; lard, in tierces, 10¾ to 11c. per lb. ; tubs, 11 to 11¼c., and pails 11¼ to 11½c. ; compounds, 8¾ to 10c. ; plate beef, $15.00 per 200-lb. bbl.

MONTREAL.

There has been some improvement in the demand for nearly all lines of provisions and hog products, and the market is active. Prices have been steady throughout the week, and no change has been made. Canadian short cut mess continues in light supply and the market is very firm. Smoked meats are also moving at a lively rate, both hams and bacon being in good demand.

In dressed hogs there is a fairly good business doing. Since our last report fresh-killed abattoir dressed hogs have declined about 25c., and are now quoted at $8.50 to $9.00 per 100 lb. Since the decline, however, supplies have not been any too large, and the market has become steadier. Fresh country-killed hogs are quoted at $8.00 to $8.25 per 100 lb.

Lard is in active demand, and a good volume of business has been done during the week in both pure and compound brands. Prices are unchanged. We quote : Pure Canadian lard, $2.37½ to $2.40 per pail ; Fairbank's "Boar's Head" lard

CENTRAL Business College
STRATFORD, ONT.
One of the best Commercial Schools on this Continent. Write for Catalogue.
W. J. ELLIOTT, - Principal.




C. P. FABIEN
Manufacturer of Refrigerators and Ice Chests. Diplomas awarded at Montreal, Toronto and Ottawa Exhibitions. Over 50 patterns to choose from. Proprietor of Aubin's Patent Grocery Refrigerator, New Dominion, Imperial Dominion, special improved Dairy Palace for Hotels—all hardwood.
3169 Notre Dame St., MONTREAL.

FISH AND OYSTERS
-WHOLESALE-
The F. T. JAMES CO., Limited
76 Colborne Street, TORONTO.

ECONOMY
In Wrapping Papers
is best accomplished by buying good, strong, durable paper. Our Brown and Manila have all these qualities and more.
Full count. Full weight.
CANADA PAPER CO., Limited
TORONTO and MONTREAL.

Sovereign Molasses Candy
100% PROFIT FOR THE GROCER.
A new and delicious Taffee put up in neat boxes to retail at 10c.
Free Sample.
THE GLOBE MFG. CO., 103 Adelaide St. West, TORONTO.

Austrian Sugar
ON SPOT---TO ARRIVE or FOR IMPORT.
Samples and quotations on application.
ALEX. WILLS, 27 St. Sacrament Street, MONTREAL

All first-class Grocers and Provision dealers should handle the
"L. & S." and "Imperial"
Brands of Smoked Hams, English Breakfast Bacon, Backs, Lard, Etc.
Long Clear Bacon.
New cured, free from rust, light or medium weights.
Write or wire us for quotations in case or car lots.
Fowler's Canadian Company, Limited
HAMILTON.

compound, 9⅝c. tierce basis, with extras as follows: 60-lb. tubs, ¼c. over tierce; 20-lb. tin pails, ¼c.; 20-lb. wood pails, ½c.; 10-lb. tins, ¾c.; 5-lb. tins, ⅞c.; 3-lb. tins, 1c. Snow White and Globe compound, $1.80 to $1.90 per pail; Cottolene, 11¼c. for 20-lb. pails, and 11⅛c, for 60-lb. tubs, for Quebec and Ontario; hams, 12 to 14c.; heavy Cenadian short cut mess pork, $24.50 to $25; Canadian short cut clear pork, $23.50 to $24; American short cut clear pork, $24 to $24.50; American fat back, $24.50 to $25; bacon, Wiltshire, 14 to 15c. per lb.; extra plate beef, $14.50 to $15 per bbl.

ST. JOHN, N.B.

Barrelled pork is scarce, and prices high. Any local packed is very quickly picked up. Beef, while not so much in demand, is high. Ontario pork is something new here. In pure lard, higher prices rule, quite full stocks are held. There is a large sale. In compound lard, sales are active and full prices are asked. In fresh beef prices are easier, more domestic being used. Lamb has a large sale. Mutton is dull. Very little veal is offered. Pork is scarce and high. We quote: Mess pork, $21 to $22.50; clear pork, $23 to $24; plate beef, $14 to $16; domestic beef, 5 to 7c.; Western beef, 7 to 9c.; lamb, 6 to 6½c.; mutton, 4 to 5c.; veal, 5 to 7c.; pork, 8c.; pure lard, tubs, 12c.; pails, 12¼c.; compound, tubs, 9¼c.; pails, 9½c.; Fairbank's refined, tubs, 10¼c.; pails, 10½c.

A car of Fairbank's lard was distributed to the trade this week.

WINNIPEG.

BEEF—Market steady and unchanged at 6c.

MUTTON—Unchanged at 8c.; lambs, 10c.

DRESSED HOGS—In active demand at 9 to 9½c.

CURED MEATS—Market very active, and packers are finding some difficulty in keeping up with the trade. Owing to the shortage of hogs for packing, a number of cars have been brought in from Ontario. Hams, 15½c.; shoulders, 11½c.; breakfast bacon, backs, 14¾c.; breakfast bacon, bellies, 15¾c.; short spiced rolls, 12¾c.; long spiced rolls, 13½c.; dry salt, long clear, 11c.; dry salt, backs, 12½c.

LARD—Demand is very good, and prices for the week are unchanged. Tierces, 2¾c.; 50-lb. tubs, $6.05; 20-lb. pails, $2.50; 10-lb. tins, in cases, $7.60; 5-lb., ditto, $7.65; 3-lb., ditto, $7.75.

POULTRY—Receipts are increasing slowly, but all stocks are at present brought in alive. Spring chickens, 40 to 60c. per pair; fowl, 60 to 70c.; turkeys, 10 to 11c.; ducks, 9c. per lb.

PROVISION NOTES.

Alfred Trottier, butcher, Montreal, is dead.

Miller & Mack, butchers, West Lorne, Ont., have dissolved.

T. Turcotte & Cie, butchers, Delorimer, Que., have registered.

Harry McCafferey, butcher, Kenmore, Ont., has started business.

C. D. Fontaine, general merchant, Shawenigan Falls, Que., has assigned to Lamarche & Benoit.

K. E. Stonehouse, dealer in meats, etc., Springhill, N.S., has assigned to A. B. Etter, and his creditors meet November 7.

A fire that destroyed a mill on St. Philip street, Montreal, did considerable damage to Harper's sausage factory and some residences adjoining it.

The National Provisioner says that Sam Etter is running a meat market on wheels out about Crane, Kan. There are those who appreciate such enterprise.

The vegetarian cannot compete with the meat-eater in the quantity or quality of his work. All experience goes to show that man fares best on a mixed diet.

John Hopkins, manufacturer of pork and beef products, of St. John, N.B., says The Charlottetown, P.E.I., Guardian, is at present busy securing large shipments of Prince Edward Island produce, including eggs, hides and dressed pork. This firm have been doing business on the Island for some time past and are well known to the farmers of that Province.


# Every Retail Grocer




**Orders can be filled by any of the leading packing houses or jobbers in Canada or direct.**

in Canada needs The **N. K. Fairbank Company.** The **N. K. Fairbank Company** needs every retail grocer in Canada. In other words, we need each other. Let us study those things that are to our mutual interest, laying aside all prejudices. We claim that our **Boar's Head Brand of Refined Lard Compound,** being practically vegetable oil that grows out of the ground, is more wholesome than it is possible for a product of the swine to be. It is absolutely free from the germs of hog cholera, scrofula and trichina inherent in considerable of the hog product. If this appeals to you, then try **Fairbank's Boar's Head Brand of Refined Lard Compound** and we will both have made use of each other to our mutual advantage. Costs less, works better.

# THE N. K. FAIRBANK COMPANY.

**Wellington and Ann Sts., MONTREAL, QUE.**

**Chicago. New York. St. Louis. New Orleans. San Francisco. Baltimore. Boston. Philadelphia. London, Eng. Hamburg. Ger.**

# You Have Lots of Worries Mr. Grocer

Let **MESSRS. JOS. TETLEY & CO., of LONDON, ENGLAND**

# Take the Tea Worries Off Your Shoulders

**THEY GUARANTEE THEIR GOODS TO BE ALWAYS THE SAME**

and when you have bought one lot and find out how well it suits, buy another and rest in the assurance that your next purchase will be JUST THE SAME.

**PRICES AS FOLLOWS:**

| | | | |
|---|---|---|---|
| J.T.&Co. No.1 | Extra Choice Pekoe, | - | 50c. per lb. |
| J.T.&Co. No.2 | Choice Orange Pekoe, | - | 40c. " |
| J.T.&Co. No.3 | Choice Orange Pekoe, | - | 35c. " |
| J.T.&Co. No.4 | Choice Orange Pekoe, | - | 30c. " |
| J.T.&Co. No.5 | Choice Broken Pekoe, | - | 27½c. " |
| J.T.&Co. No.6 | Choice Pekoe, | - - | 25c. " |
| J.T.&Co. No.7 | Choice Pekoe, | - - | 22c. " |
| J.T.&Co. No.8 | Choice Pekoe Souchong, | | 18c. " |

**THESE GOODS ARE PACKED IN 25 AND 50-LB. VENESTA BOXES.**
**TERMS 60 DAYS NETT OR 1 PER CENT. 30 DAYS.**

**WE CAN MAKE YOUR BULK TEA TRADE SECOND TO NONE** if you will give us an opportunity. We give you the quality that tells.

**QUALITY AND UNIFORMITY ARE OUR WATCHWORDS,** and they will win every time.

**Send a Sample Order to your wholesaler**

**Snowdon, Forbes & Co.,** 449 ST. PAUL STREET, **Montreal**

**or HUDSON BAY CO., Winnipeg Man.**

**FREIGHT PREPAID ON 100-LB. LOTS.**

WE CAN QUOTE

NEW SULTANA RAISINS

CHOICE (BRIGHT) AND FANCY STOCK FOR GROCERS' TRADE,
FINE (GOOD) STOCK, ALSO SOME 1901 CLEANED STOCK FOR BAKERS' USE.
SAMPLES AND QUOTATIONS PROMPTLY FURNISHED UPON APPLICATION.

THE EBY, BLAIN CO., LIMITED
WHOLESALE GROCERS, ETC. TORONTO.

## NOVA SCOTIA MARKETS.

Halifax, November 3, 1902.

THE past week, in fact, the whole of November, has shown great activity in the grocery business, especially with the wholesalers. This has been largely due to the fact, as previously noted, that October is the month when the shore ports, which are closed in by the ice for a considerable part of the winter, put in their winter stocks, and, as might naturally be expected, the orders filled are considerably larger than at any time during the summer. Though Nova Scotia has many miles of railway as compared with its area and population, there are very many towns and thriving villages which still have to depend on vessels and small steamers for communication with the business centres. There are roads, of course, but the days of trucking goods any distance are past.

Reports from all parts of the Province show that business is in a very healthy condition. The ordinary crops have been good; good prices are being realized, which is also secured in cash. The apple crop, which, however, only affects very materially a small number of the counties in Nova Scotia, has been smaller than usual, and the fruit, though apparently grown to full size and well matured, is very defective with black spots and deformity of shape. This results in No. 1 fruit, in most cases, being no better than the No. 2 of ordinary years. A single barrel of such No. 1, so-called, cannot be bought in Halifax to-day less than $3 cash, and many parties are asking that price in small lots. Already quite a quantity of apples have been shipped from this port to England, and good prices have been realized.

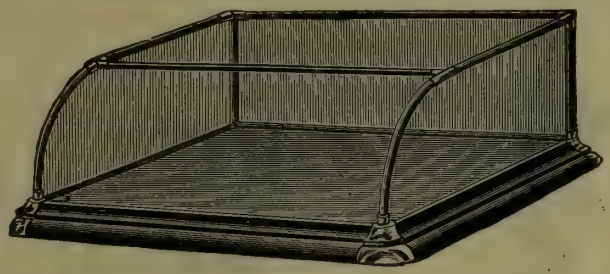
Hay has been a good crop, and the weather good for harvesting. The price will rule lower this season, as there is not the same large demand from South Africa. Oats have been a good crop also. At present the price is 38½ to 40c. Potatoes are also plentiful, with price ruling lower than a year ago. Large quantities of both are now coming in from P. I. Island. Wheat, where grown, has given a good yield. It may not be generally known that in some counties of the Province, Pictou, for example, nearly all the farmers grow enough wheat for their own use. In fact, there is a roller-process mill in that county which turns out as nice a flour as can be imported. This mill is situated at Durham, some 10 miles from the railway, and is kept busy by the local trade of the country for miles around. Corn is also imported and ground for meal, or cracked for feed.

Butter is not coming in now so plentifully, and is firm with an advance on all grades of one cent. Eggs have also advanced to 18 cents (for case eggs), while fresh are retailing in the stores or in the Saturday market for 32 to 35 cents. Never during the summer have fresh eggs retailed less than 24 cents per dozen—and small ones sometimes at that. The hen would seem to be a good bird to cultivate.

R. C. H.

## A HANDY SHOW-CASE.

The accompanying cut is an illustration of a handy counter show-case for grocers' use, manufactured by the Dominion Show Case Co., Toronto. It may be had in any length desired, and at very reasonable prices, and is very suitable for displaying confectionery, cigars, notions, etc. The cut was through a mistake left out of the Dominion Show Case Co.'s advertisement in the Special Fall Number of THE GROCER.






Raise your customers' ideas to the effect that by purchasing

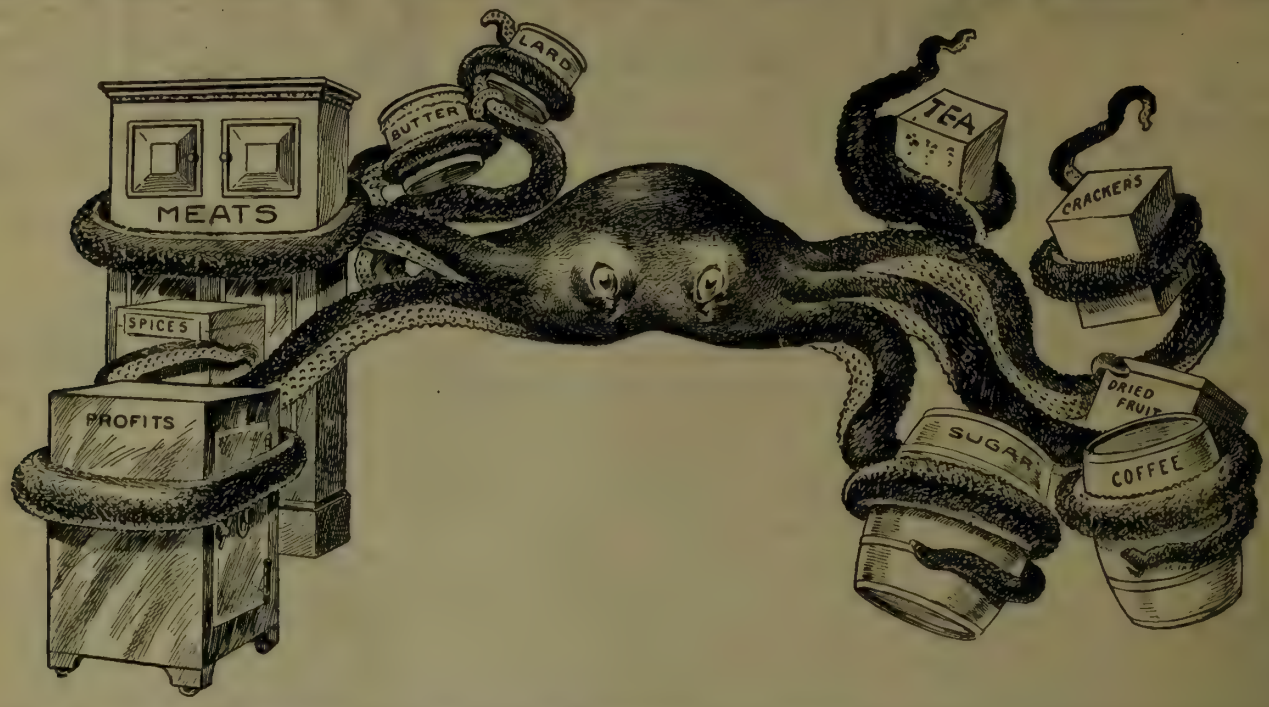
UPTON'S

JAMS, JELLIES AND MARMALADE

they get a better article than that which is made at home.

A. F. MacLaren Imperial Cheese Co., Limited, 51 Colborne Street, Toronto,
AGENTS.

# THE OCTOPUS OF WASTE




Don't let this hideous monster (the pound and ounce method of weighing merchandise) fix its tentacles on your store. It is death to profits and everlasting ruin to business.

**The Moneyweight System will rescue you from this vampire.**

**THE COMPUTING SCALE COMPANY,**
**OF CANADA, LIMITED**

663 Notre Dame St., Montreal, Que.
844 Pender St., Vancouver, B.C.

164 KING ST. WEST, TORONTO, ONT.

MANUFACTURERS OF . . .
DAYTON COMPUTING SCALES.
MONEYWEIGHT SCALES.

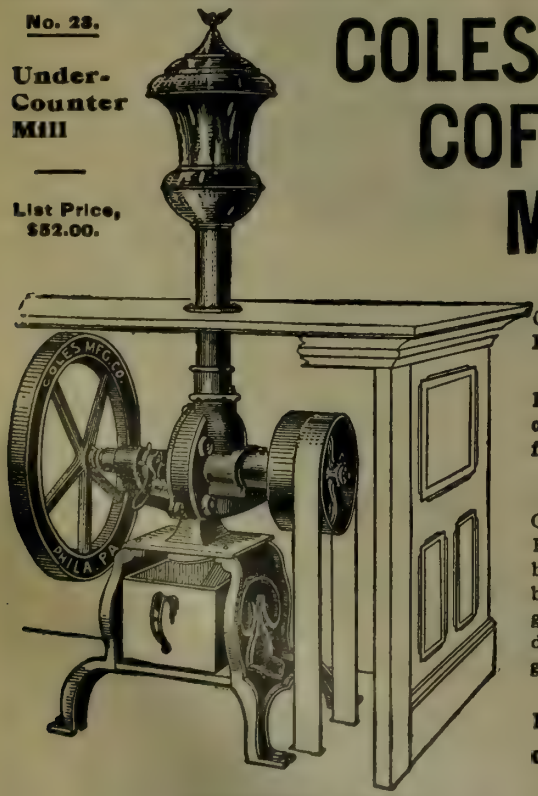
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**No. 23.**

**Under-Counter Mill**

**List Price, $52.00.**

# COLES COFFEE MILLS




**None better for Granulating or Pulverizing.**

**Our mills will Pulverize without heating Coffee.**

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

**A GREAT LABOR-SAVER.**

**Our Grinders wear longest.**

**Agents** { TODHUNTER, MITCHELL & CO., Toronto.
DEARBORN & CO., St. John, N.B.
FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont.

**COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.**

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# LISTEN!

We know your customers will be pleased.

We know you will be pleased, as you will make money, if you sell

## Paterson's Worcester Sauce . .

Try for yourself, and you will know too.

ROSE & LAFLAMME,
Agents, Montreal.

THE CANADIAN GROCER

*President:*
*JOHN BAYNE MacLEAN,*
*Montreal.*

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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WHEN WRITING ADVERTISERS PLEASE MENTION THAT YOU SAW THEIR ADVERTISEMENT IN THIS PAPER

## A LESSON FOR CANADA.

IN seeking for the foundation causes of a nation's commercial success, many influences have to be taken into account. Britain owes her supremacy in great measure to her insular nature, which fostered sea-faring, and to the fact that she was first in the modern industrial field. The United States soon forged to the front because they were forced by circumstances to provide for a rapidly expanding population. But when it comes to the reason for Germany's remarkable advance of recent years, other causes must be sought for.

These causes lie principally in the German character itself. The German is a student of men and of methods. He is observant. He travels extensively and mingles with men of other nationalities—much more freely than other foreigners do. These characteristics are at the basis of imitation and the German becomes an imitator. He sees the plausibility of the commercial ways of other nations and he decides to practice them himself. He appropriates all that he deems valuable in methods for conducting business, and he sets doggedly to work to excel in the mercantile world. Then his scientific knowledge comes to his assistance and helps him out in his plans. That is why Germany has succeeded so well.

Our own nation is in a similar position to Germany. The old-established industries of Britain and the United States will not relinquish their market in this country without a struggle. Canada will have to meet outside competition on its own level, and to reach that level Germany's lesson must be taken to heart. Keen observation of the methods of other nations will constantly be required if Canadian industries are to advance.

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It is a long way to success by the short-weight medium.

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## EXPORTING PEARS.

THE crop of Canadian pears this year has been a good one. One or two fruit men have exported to the markets of England considerable quantities of this fruit.

The pears sent over were principally of the Duchess and Keifer varieties, which are mostly of use for cooking purposes, and these met with ready sales, the prices realized being high enough to enable a considerable profit being obtained after all expenses were paid.

The pears were packed in boxes, after the style of the Californian fruit, and reached their destination mostly in good condition.

None of the table varieties were sent over, as far as can he ascertained, but there seems to be room for the building up in the English market of a considerable trade in Canadian pears.

The one thing needful for the success of this undertaking is a proper supply of improved refrigerator cars for the carriage of the fruit from inland points to the Atlantic ports, and suitable steamers to bear the product across the Atlantic.

## APPLE EXPORTS.

ADVICES from Woodall & Co., Liverpool, Eng., bearing the date of November 5, to Eben James, Toronto, report as follows on the apple market: "32,000 bbls. selling. Market active, prices rather higher. Greenings 12s. 6d. to 15s. 6d.; Baldwins, 12s. to 15s. 6d.; Spies, 11s. to 15s.; russets, 12s. to 15s. 6d.; Kings, 13s. to 19s.; seconds, 5s. less."

A cable from J. B. Thomas, Covent Garden Market, London, follows: "Prime and good keeping quality wanted."

During the past week, as compared with the week previous, the shipments to Liverpool have declined 40,000 bbls. The total shipments for the week ending November 1 follow:

| From— | Total bbls. | Same week 1902, bbls. |
|---|---|---|
| Boston | 14,787 | 11,252 |
| New York | 23,964 | 10,776 |
| Portland | 2,312 | 1,177 |
| Montreal | 38,917 | 12,001 |
| Total for week | 79,980 | 35,206 |
| Same week 1901 | 35,206 | |
| " " 1900 | 54,355 | |
| Total shipments since season opened | 851,887 | |
| " " same time 1901 | 241,579 | |
| " " " " 1900 | 509,059 | |

Shipments in detail:

| From— | 1902 bbls. | 1901 bbls. | 1900 bbls. |
|---|---|---|---|
| Boston | 243,326 | 24,854 | 133,016 |
| Ndw York | 262,252 | 36,609 | 114,836 |
| Portland | 13,766 | 6,685 | ..... |
| Montreal | 306,765 | 102,284 | 185,016 |
| Halifax | 25,778 | 71,147 | 60,322 |
| Annapolis | ..... | ..... | 15,869 |
| Totals | 851,887 | 241,579 | 509,059 |

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## FIRST BEET SUGAR.

When the Berlin beet-sugar factory commenced operations on October 30, it was announced in certain newspapers that the factory had the honor of turning out the first sugar made in Canada from the beet. This is scarcely correct. When it is remembered that not ten years ago the Government of Quebec was paying a bounty annually on the beet-sugar industry in that Province, and that not so long ago a factory was removed from Farnham, Que., into New York State, it will be seen that the industry had its birth in Canada prior to the opening of the Berlin factory.

## SIR WILLIAM MULOCK'S SURPLUS.

IN his address in Toronto on November 3, Sir William Mulock, Postmaster-General, announced that his Department would show a surplus of $5,000 for the past fiscal year. This is the first time in the history of the Department that the revenue has been made to even meet expenditure, much more show a surplus.

No doubt some of Mr. Mulock's political opponents will find reason to criticize his statement in regard to the surplus, and to throw some doubts upon its reality. As it is well known that some items of expenditure are charged to the Works Department, their criticism may not be altogether out of place. At the same time, however, it must be recognized that the result of the past year's administration of the Department has been more successful than any previous year in the history of the Dominion.

If there is a deficit, according to the calculations of Mr. Mulock's political opponents, it must be very small indeed ; in fact, smaller than ever before. For this he is certainly entitled to a great deal of credit, and not carping, factious criticism.

It must be remembered that this satisfactory statement of affairs is in face of the fact that the postal rates on letters, both within the Dominion and within the Empire, have been greatly reduced since Mr. Mulock became Postmaster-General. Besides this, he has made a great many improvements, which could not, of course, be made without the expenditure of money. That this was warranted has been justified by the fact that not only is there a small surplus, but there has been a very large increase in the mail carried.

The business men of Canada, irrespective of politics, must necessarily feel gratified at the result of the past year's administration of the Post Office Department. Years before Sir William Mulock became Postmaster-General, this journal referred to his business and administrative ability. Since he came into office his action has more than justiffed this high opinion of his merits. Although actively engaged in law, he has had a wide business experience on account of his connection with large commercial enterprises, and this he has turned to good account as Postmaster-General. While, in addition to this, he possesses in an eminent degree the quality of adaptation. This in an administrator of a Department, such as that of the Post Office, is a valuable quality indeed, enabling as it does the possessor of it to appropriate and act upon suggestions which may, from time to time, be made to him.

There is another business department in the Government which we wish was only administered in the same efficient manner as that relating to the Post Office, and that is, the Department of Trade and Commerce, over which Sir Richard Cartwright presides. Sir Richard Cartwright is, no doubt, an able man. He is certainly one of the best-informed in Canadian political life, and his attainments are wide and many, but as the Minister of Trade and Commerce he has proved a decided failure. As we have pointed out in the previous issues, it may be because he was not appointed to the Department of Finance when the present Administration was formed, but whatever the reason might be, and whatever his attainments might be, he has certainly not been suited for the Department of Trade and Commerce.

One almost wishes that Mr. Mulock was head of that Department, but it would be scarcely a wise thing to make a change when he has produced such good results in the Post Office portfolio. It is to be hoped that the exceedingly good results which have been obtained in the Post Office Department will open the eyes of the Premier to the necessity of removing Sir Richard Cartwright from the Department of Trade and Commerce. On account of his faithful services, however, he should not be cast overboard, and as the Lieutenant-Governorship of Ontario will soon be vacant, it would be the proper thing for Sir Richard to be elevated to that honorable position. At any rate he should not, in the commercial interests of the country, be permitted to longer cumber the Department of Trade and Commerce.

### SUGARS 5c. LOWER.

All grades of refined sugar were reduced 5c. per 100 lb. on Thursday morning, in sympathy with a decline of 10c. in New York. In the latter city, however, the export price has been advanced 5c. The f.o.b. price of Canadian granulated in Montreal is now $3.75.

### THE COFFEE CRISIS.

AN International Coffee Commission has been sitting recently at the New York Coffee Exchange. Delegates from Venezuela, Costa Rica, Ecuador, Guatemala, Mexico, Uruguay, Dominica, El Salvador, Honduras and Peru were present.

The coffee crisis was the all-pervading theme of the discussion. Its cause was attributed to the excess of supply over demand, which has existed since 1898, when thr prevalence of high prices led to the establishment of many new coffee plantations.

Various expedients for improving conditions have been suggested, principally along the line of increasing the consumption. Three recommendations were passed :

First—Recommending to all the governments and producing and consuming countries the compulsory use of pure coffee in the armies and navies.

Second — Recommending to the governments and countries which produce coffee that they establish, as soon as possible, in countries in which coffee is not now consumed, places for the demonstration of pure coffee.

Third—That coffee-producing and consuming countries may prohibit the sale of adulterated coffee and of substitutes bearing the name of coffee, and in case this prohibition cannot be enforced that a heavy duty be imposed on such articles.

Besides these more direct methods, it was proposed to attempt to have the dutles on coffee imposed by European nations removed, to do something towards improving the actual cultivation of the coffee bean and to diminish the supply by prohibiting the exportation of inferior goods.

So far as THE CANADIAN GROCER is concerned, we would remind our readers that we have always been anxious to promote the welfare of the coffee business in Canada. Not so long since three prizes were offered by us for essays on how best to improve the coffee trade in this country. The prize essays were read far and near with wide interest, and were reproduced and commented upon, not only in England and the United States, but in all the principal coffee-growing countries.

Up to the end of June of this year, 5,345,691 lb. of coffee entered Canada on the free list. This is a decidedly better record than for the preceding year ending June 30, 1901. Then the importation was only 3,345,284 lb. Under the heading of dutiable coffee, it is found that 999,259 lb. entered the country in 1902, and 1,032,741 lb. in 1901. By adding these amounts to the previous figures, the results are not appreciably changed. That is, the importation of coffee showed a decided increase during the last fiscal year.

## HINTS TO BUYERS.

**Contributors are requested to send news only not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.**

CHOICEST Barbados molasses advertised recently in this paper, by Grocers' Wholesale Co., Limited, Hamilton, made many merchants who inquired familiar with the fact that other good values were also obtainable.

H. P. Eckardt & Co. report a good demand for Heinz' tomato soup.

"Green" codfish in barrels is offered by The Eby, Blain Co., Limited.

A consignment of Sultana raisins arrived here this week for H. P. Eckardt & Co.

H. P. Eckardt & Co. are selling a very fine quality pure cane sugar syrup in half-bbls.

L. Chaput, Fils & Cie have received some fine Japan teas in 700 small packages.

The Eby, Blain Co., Limited, have received another shipment of Trinidad sugar of good color which they are offering at attractive figures.

L. Chaput, Fils & Cie are expecting to receive a shipment of new choice Roquefort cheese shortly.

Henri Jonas & Co. have just got in a large lot of French macaroni from the celebrated firm of Bertrand & Co.

L. Chaput, Fils & Cie expect a carload of 750 boxes of new Californian seeded raisins to arrive in a few days.

Crosse & Blackwell's white onions, ½-pints, patent stoppers, are offered at a bargain by Grocers' Wholesale Co., Limited, Hamilton.

The steamer Bellona is due now in port with 12,000 boxes of all kinds of raisins for L. Chaput, Fils & Cie.

E. D. Marceau is receiving a lot of fannings in 1-lb., 3-lb. and 5-lb. paper packages, and, with the last arrivals of China teas, he has a full assortment at very interesting prices.

The demand for "Gold Medal" table syrup in tins is very rapidly increasing. The Eby, Blain, Co., Limited, report that it is one of the best sellers they have ever put on the market.

It is not necessary to pay fancy prices for Van Houten's cocoa, French peas, mushrooms, olive oil, Lea & Perrin's sauces, if you will communicate with Grocers' Wholesale Co., Limited, Hamilton.

L. Chaput, Fils & Cie are receiving a lot of green Ceylon and Indian green teas, with which to replace Japan teas. These are put up in Japan packages and prepared by Japanese brought to Ceylon by Hellyer & Co.

Henri Jonas & Co. are now receiving their annual supply of crystalized fruits from the steamer.

## PERSONAL MENTION.

Mr. J. H. Horning, retail grocer, Hamilton, was in Toronto on Saturday. He was accompanied by Mrs. Horning.

Mr. William Mackenzie, Ceylon tea commissioner, is on another of his periodical business visits to Canada. He reports the tea business on this continent good.

Mr. R. G. Cather, one of the firm of Jos. Tetley & Co., London, Eng., is now on an extensive visit of business and pleasure to Canada, calling on the trade in the interests of his firm. Mr. Cather is interesting the trade here with their special line of bulk blend teas, which have been handled so successfully on the home market.

## VISIBLE SUPPLY OF LARD.

The N. K. Fairbank Co., Chicago, advise THE CANAEIAN GROCER as follows: "Our cable advices give the following estimates of the stocks of lard held in Europe and afloat on November 1, to which we add estimates of former years, and stocks in cities named:

| | 1902. Nov. 1. | 1902. Oct. 1. | 1901. Nov. 1. | 1900. Nov. 1. | 1899. Nov. 1. | 1898. Nov. 1. |
|---|---|---|---|---|---|---|
| Liverpool and Manchester | 3,500 | 12,500 | 8,000 | 10,500 | 42,500 | 46,000 |
| Other British ports | 700 | 1,200 | 5,000 | 5,500 | 7,500 | 10,000 |
| Hamburg | 2,500 | 5,000 | 12,000 | 2,500 | 12,000 | 28,000 |
| Bremen | 700 | 500 | 1,500 | 2,000 | 3,000 | 4,000 |
| Berlin | 500 | 1,500 | 2,000 | 1,500 | 2,000 | 1,500 |
| Baltic ports | 4,000 | 4,000 | 8,500 | 7,000 | 7,000 | 8,000 |
| Amsterdam, Rotterdam, Mannheim | 700 | 2,500 | 1,000 | 1,000 | 1,500 | 2,000 |
| Antwerp | 1,000 | 1,500 | 4 000 | 3,000 | 4,000 | 5,000 |
| French ports | 900 | 950 | 3,000 | 4,000 | 3,000 | 4,000 |
| Italian and Spanish ports | 500 | 500 | 1,000 | 1,000 | 1,000 | 1,000 |
| Total in Europe | 15,000 | 30,150 | 46,000 | 38,000 | 83,500 | 109,500 |
| Afloat for Europe | 37,700 | 35,000 | 45,000 | 42,000 | 90,000 | 85,000 |
| Total in Europe and afloat | 52,700 | 65,150 | 91,000 | 80,000 | 173,500 | 194,500 |
| Chicago prime steam | 9,567 | 34,900 | 26,193 | 11,259 | 117,391 | 85,551 |
| Chicago other kinds | 4,803 | 7,885 | 5,091 | 9,080 | 9,487 | 6,517 |
| East St. Louis | None | 100 | 1,027 | 1,913 | None | None |
| Kansas City | 2,928 | 2,791 | 4,705 | 2,880 | 6,909 | 4,492 |
| Omaha | 775 | 1,231 | 1,968 | 3,413 | 2,049 | 2,113 |
| New York | 4,458 | 5,911 | 3,345 | 8,949 | 15,328 | 10,974 |
| Milwaukee | 547 | 457 | 1,023 | 2,723 | 2,900 | 550 |
| Cedar Rapids | (!) | 573 | 1,098 | 1,253 | 437 | 506 |
| South St. Joseph | 1,388 | 1,047 | 1,986 | 600 | 956 | 718 |
| Total tierces | 77,156 | 120,345 | 137,436 | 122,070 | 328,957 | 305,921 |

(!) Not available.

## A MERCHANT'S PLEASANT TRIP.

W. H. McFarlane, general merchant, of Paisley, has returned from an enjoyable trip to Washington and other American cities. Along with a party composed of members of The Canadian Ticket Agents' Association, he visited a number of places along the Atlantic Coast, including Philadelphia, Atlantic City and New York. The Lehigh Valley Railway gave the Canadian visitors special trains, and they passed through the anthracite coal region of Pennsylvania while the great strike was on. The next excursion of the Association will be to Sydney, Cape Breton.

## MILK POWDER IN GERMANY.

A German inventor, it is reported, has discovered a method and constructed an apparatus which obviates the drawbacks formerly encountered in the preparation of milk powder. The apparatus, according to a United States Consular report, evaporates milk to complete dryness at a temperature not exceeding 40 deg. C, and without the application of a vacuum. The powder obtained, it is claimed, has the fineness of flour. Neither the taste nor odor of the milk is altered. Heated with water to from 60 to 70 deg. C.—i.e. to a temperature exceeding the melting point of butter fat—milk is reproduced which, on cooling, differs in no way from ordinary milk. By a special treatment, the inventor says he has succeeded in preventing the powder from turning sour; it withstands bacteria, mold, dampness, and changes of temperature. About 1 lb. of powder is said to be obtained from 5 qts. of milk. The apparatus is easily manipulated and is capable of treating at least 2,600 gals. of milk per day. A sample of the powder obtained from skimmed milk, it is said, was found to contain 30 per cent. albuminous matter, 49 per cent. lactic sugar, 1 per cent. fat (30 per cent. in unskimmed), 7½ per cent. salts, and 6½ per cent. moisture.

# "A Proposition for the Earnest Merchant."

**Of course you're interested in the newspaper publicity of "Ceylon Green Teas" versus "Japans," their claims and counter claims, with all the argument to date in favor of the young "Rival." This is all right so far as it goes, but it don't go far enough. You've tried Japans, with your customers, now try a sample case of "SALADA" UNCOLORED CEYLON GREEN, we'll take all chances on its sale, prepaying all transportation charges . . . . . AND GUARANTEE MONEY BACK AT ANY TIME IF YOU WANT IT**

If it isn't a better Tea than any Japan, at any price } **Then**
If it doesn't please customers better and help make new ones. } **Facts Lie**

Samples for the asking
Don't be bashful } **"Salada" -- Toronto and Montreal.**




Have **YOU** bought the

# Old Reliable?

For sale by every wholesale grocer from the Atlantic to the Pacific.

Packed only from the finest Red Sockeye Salmon.

EVERY CAN GUARANTEED.



## *LILY WHITE GLOSS STARCH*

is packed in

Handsome 1-lb. Packets.
Beautiful 6-lb. Trunks and Tins.
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# MARKETS AND MARKET NOTES

## ONTARIO MARKETS.

Toronto, November 6, 1902.

### GROCERIES.

A STEADY volume of business has kept up this week in wholesale groceries and trade is satisfactory for the time of the year. The mildness of the weather has kept the farmers busy at home with their fall work and so they have not as yet commenced to deliver their grain so extensively. As soon as they do so, however, trade is expected to be very brisk as there will be a good deal of money put in circulation which will be surely felt in wholesale grocery lines. Canned tomatoes are scarce, and as high as $1.90 was offered for the product, but jobbers here seem to have none on hand to sell. French sardines, in all lines, have been advanced nominally about 2c., but stocks of these on hand are light. The holiday trade for nuts has not yet set in and the price of tapioca is easier. There has been a good call for the brighter kinds of syrups. There has been a good, steady demand for sugars for this time of the year, and prices have been fully maintained. There has been considerable buying in teas during the week by jobbers and the market keeps strong for Indian and Ceylon blacks and greens, Japans, young hysons and gunpowder teas. New prunes are selling freely to arrive and opening prices here are ½ to 1c. lower than the old ones on all sizes, excepting 50-60s and 40-50s. Quite a few peaches and apricots are moving out.

#### CANNED GOODS.

Tomatoes continue scarce and prices are almost out of sight. There are none offering and as high as $1.90 was offered by a buyer here, which, as far as we know, met with no response. One or two sanguine holders expect the price of the article to go up to $2.25 before long, but this view does not agree with the opinions of others who believe that at that figure there will be no demand for them. This state of the tomato market has had the effect of stiffening the prices of corn and peas, which are up 2½ to 5c. The prices of French sardines have been nominally advanced 2c. all round, but there seems to be very light supplies of the fish in Canada. There is a fairly good demand for the season for haddies, herring, lobsters and also canned meats.

#### COFFEES.

There is a good call for green Rios and the other grades are in fairly good demand. The outside markets were easier in tone and contract prices showed a decline. We quote: Green Rio, No. 7, 7¾c.; No. 6, 8c.; No. 5, 8¼c.; No. 4, 9c.; No. 3, 10 to 12c. per lb.

#### NUTS.

Nuts are commencing to move, but the holiday demand has not yet commenced. The outside markets are firm and unchanged.

#### RICE AND TAPIOCA

There is a fair amount of business being done in rice and tapioca, the latter being easier outside. The New Orleans rice markets are firm and the buying there has been active. Exporters of rice from the United States are beginning to show more interest in the lower grades, which are firmly held. We quote: B rice, 3½c.; Japan, 5½ to 6c.; sago, 3¾ to 4c. and tapioca, 3¼ to 3¾c. per lb.

#### SYRUPS AND MOLASSES

The brighter grades of Syrup have shown increased activity and the other kinds are in good demand also. Molasses is moving out freer. Advices from New Orleans state that the new crop molasses are slowly coming in, but of the supplies received only a small percentage is of the desirable grades.

**See pages 35 and 36 for Toronto, Montreal, St. John and Halifax prices current.**

#### SPICES.

Trade in spices continues fair and there has been no change in prices. The outside markets are quiet and firm.

#### SUGAR.

There is no change to report in the condition of the local sugar market. The demand continues good and the prices are steady and unchanged from last week. In New York a considerable quantity of raws have changed hands at full prices, with buyers willing to purchase and sellers asking fractionally more money than before. United States refined is, however, easier, with a shading in yellows and a general tendency towards lower prices in anticipation of the refill large shipments of Western beet sugar from California, which are due to arrive in New York about the 15th of this month.

In Europe beet sugar has declined 1½d. for the week, from 7s. 6¾d. to 7s. 5¼d. The latter figure, however, is still about 20c. per 100 lb. over the parity of 96 deg. centrifugals, New York.

The United States stocks for the week show a decline of about 9,000 tons, the receipts being 36,037 tons and the meltings, 15,000 tons. The stocks in the United States and Cuba together show a deficiency of 16,000 tons for the week. The latest cable from Mr. Licht, of Magdeburg, Germany, indicates a probable reduction of 100,000 tons from his previous estimate of the European beet sugar crop, which leaves the present estimated crop at 5,750,000 tons, against a total outturn last year of 6,813,000 tons.

#### TEAS.

There has been quite a lot of buying in teas on the local market during the past week. Young hysons are becoming scarce and so are gunpowders. Another month will practically exhaust all the Japan and China green teas in first hands. Final shipments are being completed from China and long before it will be possible to have new supplies on the market again there will be a famine in these teas. The demand for Indian and Ceylon greens is greatly on the increase and there is quite a smart demand for face and colored greens. Flavored teas are showing a firmer tendency and the present outlook in cheap Ceylon and Indian teas is for slightly higher prices. London, Eng., mail advices state that although there was a heavier quantity of Indian teas brought forward, medium and good liquoring teas maintained previous rates, but common kinds were not so eagerly bid for. Medium and better grades of Ceylon teas showed an advance over the week before, the competition of exporters proving of great assistance to the market.

### FOREIGN DRIED FRUITS.

CURRANTS.—The primary currant market is reported firm and stocks of high-grade fruit are getting much reduced. The local demand is fairly active. We quote: Fine Filiatras, 5½c. up; Patras, 6¼ to 6⅞c. and Vostizzas, 7 to 8c. per lb.

VALENCIA RAISINS.—The call for Valencia raisins is quite brisk and the prices gre maintained. The ss. Bologna is reported in the St. Lawrence with a cargo of Valencia and Malaga raisins, nuts, etc., for the Christmas trade. We quote: Fine off-stalk, 7¼ to 9c.; selected, 8½ to 9c. and selected layers, 9c. per lb.

SULTANA RAISINS.—There is a much firmer tendency in Sultana raisins at Smyrna. Owing to the scarcity of Valencia raisins there has been a great demand for these on the market there, causing the tone of the market to have a bullish tendency. We quote 9 to 13c.

DATES.—The new fruit will be on the market this week. New Fard dates are offered at 7½ to 8c. per lb.; Hallowee, 5c. and Sairs at 4½c. per lb.

PRUNES.—New prunes are now selling for delivery on arrival. The market is fairly active. The prices on the sizes from 110 to 60s have been reduced from ½ to 1c. per lb. We quote: Californian

prunes, 100-110s, 4c.; 90-100s, 5 to 5½c.; 80-90s, 6 to 6½c.; 70-80s, 6½ to 7c.; 60-70s, 7 to 7½c.; 50-60s, 8 to 8½c.; 40-50s, 8¾ to 10c. per lb.

FIGS.—The primary fig market is said to be exhausted, and on account of the smallness of the crop almost any quality offered were booked as layers. Some tapnets arrived on the local market and were sold at 4c. We quote: Elemes, 7-crown, 15c.; 3 crown, 12c. and Star, 11c. per lb.; Naturals, 8c.

CALIFORNIAN EVAPORATED FRUITS.—There has been an active demand for peaches and apricots. The latter are higher on the Coast. Prices are unchanged at 9 to 11c. for peaches and 9 to 13c. for apricots.

CALIFORNIAN FIGS.—These have been all sold out.

CALIFORNIAN RAISINS.—Last week Griffin & Skelley Company, San Francisco, advised their Toronto agents that the Raisin Growers' Association had decided to advance the price of both loose muscatels and seeded raisins on the 3rd of this month, with a guarantee that they would not reduce the price before February 1, 1903. What this advance is has not yet been announced, but it took effect at 6 p.m. on the 3rd instant.

Telegraphic advices from San Francisco report brokers there entirely sold out of seeded raisins.

### GREEN FRUITS.

The green fruit market is in an active condition. There are on hand large supplies of almost every variety of fruit, both from the temperate regions and from tropical countries. Quite a few grapes are still offering. Considerable quantities of Jamaica oranges are selling, and grape fruit is now on the market in abundance. Apples are in heavy supply and the demand for them is principally in small lots. Nova-Scotian cranberries are now on the market at $8 per barrel. We quote: Peaches, 30 to 50c. and pears, 15 to 40c.; grapes, 15 to 20c. for small baskets and 25 to 30c. for large; spples, 10 to 25c. per basket and $1 to $2 per barrel; crabapples, 25c. per basket; lemons, $4.25 to $7 per box; onions, ordinary, 60c.; Spanish, 90c. per case; peppers, green, 15 to 30c. per basket; ripe, 60 to 75c.; oranges, Jamaica, $2.25 to $2.75 per box and $5 per barrel; Jersey sweet potatoes, $2.50 per barrel; cocoanuts, $3.50 per sack; quinces, 20 to 35c. per basket; cranberries, $9 to $9.50 per barrel; bananas, $1.25 to $1.75 per bunch; grape fruit, $1.50 per box.

### VEGETABLES.

Business in vegetables continues quiet and the prices are about the same as last week, excepting that potatoes have advanced fully 15c. per bag. Cabbage and potatoes are the products most in demand. Our quotations are as follows: Lettuce, 30 to 40c. per dozen; radishes, 20 to 25c. per dozen; mint and parsley, 20 to 25c.; cauliflower, 50c. to $1 per dozen; cabbage, 30 to 50c. per dozen and $1.00 per barrel; pickling cabbage, 25 to 50c. per doz.; carrots, 40 to 50c. per bag; beets, 40 to 50c. per bag; potatoes, $1 to $1.20 per bag; celery, 50 to 75c. per dozen; corn, 8 to 15c. per doz.; squashes, $1 to $1.50 per doz; pickling onions, 75c. per basket; pumpkins, 50c. per dozen; citrons, 40 to 50c. per doz.; artichokes, 50c. per bushel; spinach, 40c.

### COUNTRY PRODUCE.

EGGS.—The receipts of eggs are light, the demand for strictly fresh being good and the prices firm. The export movement in cold stored and pickled continues good. We quote: 18 to 19c. for strictly new laid, 17 to 18c. for cold storage, 16 to 17c. for pickled and 13 to 14c. for seconds.

BEANS.—The offerings of beans are little, if any, and the quotations of last week are maintained. Beans in large quantities are worth $2 to $2.25 per bushel.

DRIED AND EVAPORATED APPLES.—The abundant supplies of green apples makes the demand for the evaporated apple slow. Evaporated apples are quoted at 6½ to 7c. per lb.

HONEY.—There is a fair volume of business doing in honey and the prices are unchanged. We quote as follows: Extracted, 8 to 8½c. for large quantities and 9 to 9½c. per lb. in small lots. Combs, $1.50 to $1.75.

POTATOES.—The arrivals of potatoes keep large but the demand is brisk, causing the prices to increase in strength. We quote: 75 to 80c. per bag in carlots.

### BUTTER AND CHEESE.

BUTTER.—There have been a good many large rolls brought in during the week. The market is steady for all fresh grades in rolls and tubs. The English market is a trifle easier. We quote as follows: Finest 1-lb. prints, 17 to 18c.; choice large rolls and tubs, 15½ to 16½c.; secondary grades, tubs and rolls, 13½ to 14½c.; bakers', 12 to 13c.; creamery prints, 20 to 21c.; creamery solids, 19 to 19½c. per lb.

CHEESE.—The price of cheese in Canada is still high and the continuance of these conditions has, to some extent, astonished dealers. Little response is at present being made to the inquiries from the other side of the Atlantic at the Canadian factories and there is a large stock being held in this country. The exports from Montreal from May 1 up to the end of last week were: 1,785,906 boxes, as against 1,557,725 boxes for the same period in 1901. We quote as follows: Finest grades, 12 to 12½c.; seconds, 11¼ to 11⅜c. per lb.

### POULTRY AND GAME.

POULTRY.—The receipts of poultry, which were heavy the latter part of last week, have dropped off this week. The ducks and geese arriving are in good condition, but turkeys are scarce and poor. The demand for all kinds of poultry is a little slow. We quote: Choice turkeys, 10 to 11c.; seconds, 8 to 9c.; geese, 7 to 8c.; ducks, 50 to 70c.; chickens, young, 50 to 60c.; old, 35 to 45c.

GAME.—There has not been as yet much game coming forward and jobbers at present are not anxious to receive any as there is no inquiry yet for the fowl. The next few days will probably see an increase in the receipts. We quote: Teal, 20c. per pair; pin tails, 30 to 35c. and black ducks, 70 to 75c. per pair.

### FISH.

There is a fair volume of trade doing in fish. The season for trout and whitefish is closed and the frozen fish are now on the market. Oysters are meeting with a steady demand. We quote: Frozen fish, trout, 7 to 7½c. Fresh fish—Lake Erie herring, 4 to 5c.; perch, 4 to 5c.; pike, 6c.; British-Columbian salmon, 15 to 20c.; whitefish, 7 to 7½c.; mackerel, 15 to 20c.; rock bass, 4c.; halibut, 15c. per lb.; blue pike, 4c.; live lobsters, 25c. per lb.; oysters, $1.25 to $1.35 per wine gallon; smoked ciscoes, $1.25 per basket;

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### GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.—The receipts of all kinds of grain for the week have been small and the tone of the market is strong with slightly higher prices in wheat. On the St. Lawrence Market the quotations are as follows: Red and white wheat, 70½ to 71c.; goose wheat, 65½ to 66c.; barley, 45 to 49c.; oats, 36 to 37c.; rye, 57½c. and buckwheat, 50 to 52c.

FLOUR.—The market is stiffer under the influence of an active demand and the firmness of wheat. Our quotations are as follows: Ontario patents, in bags, $3.60 to $3.70; Hungarian patents, $4.10 to $4.15; Manitoba bakers', $3.85 to $3.90; straight roller, $3.40 to $3.50 per barrel.

BREAKFAST FOODS.—A brisk demand continues for oatmeal and rolled oats. The other lines of breakfast foods are also active. Our quotations are as follows: Oatmeal, standard and granulated, in carlots on track here, $4.20; standard rolled oats in carlots on track here, $4.00 per barrel; in wood, 15c. extra; broken lots are 25c. per bbl. extra; rolled wheat, $2.25 in 100-lb. bbl.; cornmeal, $4; split peas, $4.75; pot barley, $4.25 in 196-lb. bbls., or $4.10 in bags.

### HIDES, SKINS AND WOOL.

HIDES.—A fair amount of business continues in these. We quote: No. 1 green, 8c.; No. 2 green, 7c.; No. 1 green, steers, 8½c.; No. 2 green, steers, 7½c.; cured, 8½ to 9c. per lb.

SKINS.—There is a good call for calfskins. Lambskins are up 5 to 10c. We quote: Veal skins, 6 to 14 lb. inclusive, No. 1, 10c.; No. 2, 8c.; do, 15 to 20 lb. inclusive, No. 1, 9c.; No. 2, 7c.; deacons (dairies), 60 to 70c. each; shearlings and lambskins, 60c.

WOOL.—The wool market is unchanged. We quote: 13½c. for fleece wool and 7½c. for unwashed.

TALLOW.—The tallow market is still weak at 6¼ to 7c. per lb.

### SEEDS.

The chief business continues doing in alsike and the ruling price for it is $7 to $7.75 for prime to choice seed with liberal offerings at outside points. A few small lots of the new crop of red clover have been brought in and sold at $6.50 to $6.75 outside. Timothy is quiet at $1.50 to $1.70 per bushel.

### MARKET NOTES

Lambskins have advanced 5 to 10c.

French sardines have advanced 2c. all round.

The opening prices in prunes on the sizes ranging from 60-110s are from ½ to 1c. lower than the old prices.

Canned tomatoes are scarce and as high as $1.90 has been offered for them to which no response has been made.

In the United States the prices of lard are nearly 1c. per lb. higher than prices ruling in Canada, with an upward tendency, and therefore higher figures may be expected here in the near future.

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## QUEBEC MARKETS.

Montreal, November 6, 1902.

### GROCERIES.

THE wholesale trade is active this week, and until the advance of freight rates shipments will be unusually heavy. Some difficulty is being experienced in getting space on the boats for the lower ports. Prices on imported French sardines are stiffening, owing to the scarcity. Some dealers are entirely out of French goods and are unable to obtain more. Coal oil, both Canadian and American, has advanced, the former being ½c. higher and the latter, 1c. higher. Chloride of lime, in ¼-lb. packages, has been reduced from 90 to 75c. Mixed pickles continue to exhibit a higher tendency, both in bulk and in bottles. They are likely to be very dear this year, and indications are that pickles that were formerly sold at $1 and $1.05 will now be quoted at $1.30 and $1.35 per dozen.

#### SUGAR.

Since the advance in sugars of last week there has been no further change in price, and granulated now sells for $3.80 and yellows at $3.15 to $3.65. Trade is somewhat quieter this week, but the tone of the market continues firm. The strong position of raw beet is still evident, but contrary to the expectations of most operators the price of the refined article has not advanced in sympathy.

#### TEAS.

The market for Japans continues strong, although no recent advances have been reported. The local market is practically bare at present of Japan siftings, dusts and fannings. A quantity of Ceylon green teas have been coming into this market designed to take the place as near as possible of Japans. They are prepared by Japanese and put up in Japan packages. The price of Indian and Ceylon teas is still comparatively low. Ceylon and Indian black teas are considered excellent value at present prices. Ceylon greens are a little firmer and are quoted at 15 to 23c. At the Colombo tea auctions of the first part of October, the quality was reported to be deteriorating, with a proportionate weakening in prices of medium to fine grades. A good inquiry for leaf teas was experienced, all kinds of which were firm except common pekoe souchongs, which declined 1c.

#### SYRUPS AND MOLASSES.

There has been an improvement in the demand for corn syrups, and although the volume of business done was small, there are signs of the markets picking up. There is no change in the price of corn syrups. Cane syrup, in half-barrels, is now quoted at 2c. per lb. for good quality. We quote corn syrups as follows: In barrels, 3c.; in half-barrels, 3½c.; in ¼ barrels, 3¾c.; in 38½-lb. pails, $1.40 and 25-lb. pails, $1.10.

There has been a fair amount of business in Barbados molasses, the demand being chiefly for small lots. The price is maintained, Barbados selling in a jobbing way at 23 to 24c., and the market appears steady. There is but a very light demand for large lots. Business in other molasses is as usual. New Orleans is quoted at 16½ to 17c.; Antigua, at 24c. and Porto Rico at 38c.

#### RICE AND TAPIOCA.

These two staples are quieter this week and the amount of business that has transpired is not large. Prices, however, have been maintained, and no change is shown. Our quotations are now as quote: B rice, in bags, $3.02½; in ½ bags, $3.07½; in ¼ bags, $3.12½; in pockets, $3.17½. In 10-bag lots an allowance of 10c. is made. CC rice, $2.92½ in bags; $2.97½ in ½ bags; $3.02½ in ¼ bags and $3.07½ in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4 to 5c. per lb. and tapioca, 3½c.

#### SPICES.

Locally, there has been no change in prices. Jobbers report the demand no more than fair. On the New York market all lines of spices, except gingers, are strong, and in the latter there is a better feeling and more active demand. In cayennes, nutmegs, pimento and cassias, especially, the market is firmer under an improved demand. Notwithstanding that deliveries in October were very large, stocks in grinders' hands are reported exceedingly limited. Our quotations, locally, are as follows: Nutmegs, 35c. to 55c. per lb., as to size; penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 22c., according to grade; white, 25 to 27c.; ginger, whole Cochin, 15 to 17c.; Japan, 13 to 14c.; Jamaica, 16 to 20c.; Afghan, 12 to 13c.; ground, Japan, 15c.; Cochin, 16 to 17c.; Jamaica, 20 to 22c.; and Afghan, 13 to 14c.

#### CANNED GOODS.

Jobbers have advanced prices on canned blueberries to $1.25 per dozen, and at that figure they are none too plentiful. The position of tomatoes is still very strong, and prices are firm, although no recent advance is reported. Jobbers refuse to sell any large lots at lower prices. Corn is still firm but steady at the price quoted. We quote: Tomatoes, $1.75; corn, 82½ to 85c.; peas, 82½c. to $1.20; string beans, 82½c. to 85c.; strawberries, $1.45 to $1.60; blueberries, $1.25; raspberries, $1.45 to $1.60; gooseberries, $1.45 to $1.60; pears, 2's, $1.60 to $1.70; 3's, $2.10 to $2.15; peaches, 2's, $1.65 to $1.70; 3's, $2.50 to $2.75; 3-lb. apples, 85 to 90c.; gallon apples, $2.10 to $2.20; 2-lb. sliced pineapples, $2.20 to $2.30; grated pineapples, $2.50; pumpkins, $1 per doz.; spinach, $1.50; sugar beets, 95c. to $1.00; salmon, pink, 92 to 95c.; spring, $1.25; Rivers Inlet red sockeye, $1.30; Fraser River red sockeye, $1.40.

### FOREIGN DRIED FRUITS.

CURRANTS.—No change has been made in the price on this market. A good business is doing, the demand being especially good for cleaned fruit. Prices continue firm. We quote: Fine Filiatras, 5⅛ to 5½c. in cases; cleaned, 5⅝ to 5¾c.; in 1-lb. cartons, 6½ to 7c.; finest Vostizzas, 6¼ to 7c.

SULTANA RAISINS.—There is an active inquiry and the tone of the market is firm. The price remains at 9½c. per pound.

VALENCIA RAISINS.—The primary market advanced 2s. per cwt., and local prices are higher in sympathy. Fourcrown layers have sold as high as 8¾c. There is a good demand. We quote as follows: Finest off-stalk, 7¼ to 7¾c.; selected, 7¾ to 8c. and layers, 7¾ to 8¼c., according to brands.

CANDIED PEELS.—These are going fairly well at unchanged prices. Citron peel is quoted at 15c.; orange is worth 11½c. and lemon, 10½c. per lb.

MALAGA RAISINS.—New Malaga raisins are now offering for future delivery and an active business is doing. Prices are as follows: London layers, $1.50 to $1.60; "Connoisseur Clusters," $2.10 to $2.20; ¼'s, 65 to 70c.; "Royal Buckingham Clusters," $3.15 to $3.25; ½'s, $1; "Excelsior Windsor Clusters," $4.50 to $4.60; ¼'s, $1.30 to $1.40.

FIGS.—Eleme table figs are scarce. In boxes they are quoted at 10½ to 20c. per lb., according to size of fig. Comadres are steady at $1.20 per tapnet.

DATES.—Hallowees, for delivery during the latter part of November, are quoted ½c. per lb. lower, being now 4c.

CALIFORNIAN RAISINS.—There is an active inquiry for these, and 3-crown muscatels are now quoted at 7½c. per lb.

PRUNES.—Prices of Californian prunes have not changed. We quote as follows: 8½c. for 40-50s; 8c. for 50-60's; 7¾c. for 60-70's; 7½c. for 70-80's; 7¾c. for 60-70s; 7½c. for 70-80s; 6¾c. for 80-90s; 6½c. for 90-100s. Italian prunes are offered at the following prices: 10-50s, 7½c. to 7¾c.; 50-60s, 7 to 7½c.; 70-80s, 5½ to 5¾c.; 90-100s, 4½ to 4¾c. per lb.

#### NUTS.

New crop of shelled walnuts, for delivery at the end of December, are now quoted at 25 to 26c. per lb. Pecans are now worth 15c. per lb. Peanuts are 1c. lower for the finest grades and ½c. lower for the poorer grades. They now sell at 7 to 11c., according to quality. We quote as follows: Walnuts, 11c.; Tarragona almonds, 12 to 13c.; shelled walnuts, 24 to 26c.; shelled almonds, 29 to 30c.; filberts, 9½c.; Pecans, 15c.; Brazil nuts, 14 to 15c. per lb.

### GREEN FRUITS.

By an inadvertent mistake in our report of last week the price of Boston lettuce read "$2.15 per dozen," instead of "$1.15 per dozen." There is a fairly

good demand for fruits and vegetables in season, and the market is moderately active. Jamaica oranges in boxes are 25c. lower this week. Peaches are out of the market. Plums have advanced about 50c. Cranberries are 50c. per barrel higher. Tokay grapes have appeared on the market and are selling well at $3.25 per box. Sweet potatoes are also offered again, the price being $2.75 to $3.25. We quote as follows: Jamaica oranges, in bbls., $5 to $5.50 and in boxes, $3; Messina lemons, $4 per box; cocoanuts, $3.50 per bag of 100; bananas, No. 1, $1 to $1.50 and 8-hands, $1; Canadian cabbage, 25 to 40c. per dozen; potatoes, $1.15 to $1.30 per barrel; plums, $1.50; pears, $3.25 and limes, $1.50 per box; Canadian apples, in barrels, $1.50 to $3 and in baskets, 20c. to 30c.; egg plant, 50c. per basket; Canadian pears, 40c. per basket; Spanish onions, 55c. per crate and $2.10 per case; sweet potatoes, $2.75 to $3.25 per bbl.; Canadian blue and white grapes, 20c. to 22c. per basket; Delawares, 35c. per basket, and Malaga grapes, $5.50 to $7 per keg; red grapes, 25c. per basket; cranberries, $8.50 to $10 per barrel; red onions, $2.25 per bbl.; chestnuts, 11c. per lb.; Boston lettuce, $1.15 per doz.; wax beans, $2.50 per basket; green beans, $2.50 per basket, and cucumbers, $2.25 per doz.; pineapples, 24s, $5 to $5.50 per crate; Tokay grapes, $3.25 per box; grape fruit, $6 per box; new dates, 4½c. per lb.; figs, 10 to 15c. per lb.

### FISH.

Malpeque shell oysters have advanred considerably and are now quoted at $6 to $8 per bbl. Other oysters have not changed in price, but the market is firm. There is a decided scarcity in oysters. Although dealers are receiving stock right along, it is estimated that there will be only about one-half the supply of last year. Whitefish are now out of the market. No. 1 Nova-Scotian herring are higher and mackerel has advanced $4 per bbl. Dried codfish, on the other hand, is 50c. per 100-lb. bundle cheaper. There is a good demand for almost all lines of fish. Fresh lake fish are commencing to arrive freely. Arrivals have been later than usual owing to the storms on the lakes. The supply, however, is plentiful. A car of fresh halibut and salmon arrived last week from British Columbia. We quote: Haddies, 6 to 7c.; smoked herring, 9c. per box; fresh haddock and cod, 1½c. per lb.; dore, 7 to 7½c.; pike, 6c.; halibut, 12c.; salmon, 15c.; No. 1 herring, Nova-Scotian, $5.50 per bbl and $3 per half-bbl.; No. 1 Holland herring, $6.50 per half-bbl.; No. 1 Scotch herring, $6.50 per half barrel and 95c. per keg; Holland herring, 70 to 80c. per keg; No. 1 green codfish, $5.50 to $5.75 and mackerel, $20 per barrel; boneless cod, 1 and 2-lb. blocks, 6c. per lb.; loose boneless cod, 5c. per lb. in 40-lb. boxes; dried codfish, $4.50 per 100-lb. bundle; No. 1 Labrador salmon, $20 in tierces and in barrels, $14; standard bulk oysters, $1.40 per gallon; Marshall's kippered herring, $1.45 per dozen; Canadian kippered, $1 per doz.; Canadian ¼ sardines, $4.00 per 100; canned Cove oysters, No. 1 size, $1.30 per doz.; canned Cove oysters, No. 2 size, $2.20 per doz.; Malpeque shell oysters, $6 to $8 per barrel.

### BUTTER AND CHEESE.

BUTTER.—A continued firmness in the market can be reported this week. Finest creamery brought from 20¾ to 21c. A noteworthy factor at the moment is the call from the domestic trade, who are paying 21½c. for jobbing lots of finest. This is reported to have a tendency to make sellers somewhat more stubborn in negotiations for round lots. Briefly stated the market is satisfactory. We quote: Quebecs, 20½ to 20⅝c.; Townships, 20¾ to 21c.; dairy, 16 to 16½c.

CHEESE.—There is little cause for complaint as to the amount of trade passing in cheese. It is said that the stock of cheese on this market is about 254,289 boxes. In London it is reported that they have 100,000 boxes. Prospects for the future are good. We quote as follows: Finest Ontarios, 11½ to 11⅝c. and Quebecs, 11⅜ to 11½c.

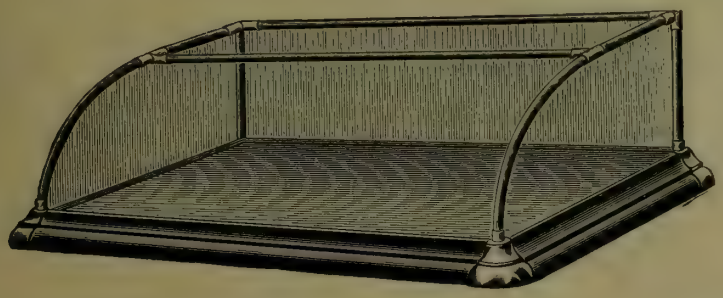
### COUNTRY PRODUCE.

EGGS.—A fair volume of business is being done in eggs, although the market is rather more quiet than a week ago. The demand is principally for pickled and cold storage goods. There is a scarcity to be noted in straight stock. Straight receipts are bringing 18 to 18¼c., July and August cold storage, 17½c.; pickled, 17½c. and straight candled, 19c.

BEANS.—The market still remains firm and the change anticipated by some dealers has not yet taken place. Prices are $2.05 per bushel on track for primes and $2.05 to $2.10 in broken lots.

HONEY.—There is not a great deal doing in honey. The demand is slow and the supply light. White extracted is selling at 8c. per lb and white comb at 10 to 11½c. Buckwheat honey brings 6½c. in bulk.


# AN OVAL FRONT SHOW CASE.



In Highly Polished Hardwood, three feet long with solid nickel joints, sliding mirror doors and extra quality diamond glass throughout. This magnificent case, and the following assortment of quick-selling Toilet Soaps for . . .

**$25.00**

**This offer means 58 per cent. profit for you.**

OUR NEW ASSORTMENT.

| | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| 3 doz. | Infant's Delight, | retails at 10c. .. | $3 60 | 1 doz. | Fine Oatmeal, | retails at 10c. .. | 1 20 | ½ doz. | Violettes de Parme, | retail 3 for 10c. .. | 20 |
| ½ " | Vestal Violet, | " 10c. .. | 60 | 1 " | Valley Violet, | " 10c. .. | 1 20 | ½ " | Bouquet de Paris | " 3 for 10c. .. | 20 |
| ½ " | Crushed Lilies, | " 10c. .. | 60 | 1 " | Italian Pink, | " 10c. .. | 1 20 | ½ " | Crab Apple Blossom, | " 3 for 10c. .. | 20 |
| ½ " | Carnation Petals, | " 10c. .. | 60 | 1 " | Sweet Violets, | " 5c. .. | 60 | ½ " | Carnation Pink, | " 3 for 10c. .. | 20 |
| ½ " | Sweet Clover, | " 10c. .. | 60 | 1 " | White Carnations, | " 5c. .. | 60 | 1 " | Fleur de Lys, | " 5c. .. | 60 |
| ½ " | Chrysanthemum, | " 10c. .. | [illegible] | 1 " | June Roses, | " 5c. .. | 60 | | | | — |
| ½ " | La France Rose, | " 10c. .. | 60 | 1 " | Turkish Bath, | " 5c. .. | 60 | 33 | Proceeds from selling Toilet Soaps ... | | $27 60 |
| 1 " | Heliotrope, | " 10c. .. | 1 20 | 6 " | King Castle, | " 5c. .. | 3 60 | | Value of Show Case, .... | | 12 00 |
| 1 " | Club Cologne Glycerine | " 10c. .. | 1 20 | 2 " | King Oatmeal, | " 5c. .. | 1 20 | | | | — |
| 1 " | Carbolic, | " 10c. .. | 1 20 | 2 " | Refined Tar, | " 5c. .. | 1 20 | | | | 39 60 |
| 1 " | Unscented Glycerine, | " 10c. .. | 1 20 | 1 " | P. W. Shaving, | " 5c. .. | 60 | | Our net price for Soap and Show Case | | 25 00 |
| ½ " | Jockey Club, | " 10c. .. | 60 | ½ " | Rose Superbe, | " 3 for 10c. .. | 20 | | | | — |
| ½ " | Tar and Glycerine, | " 10c. .. | [illegible] | ½ " | Hyacinthe Superbe, | " 3 for 10c. .. | 20 | | Your Net Profit, .. .. | | $14 60 |

Owing to increased freight charges, the price for the above Assortment and Show Case for all points west of Rat Portage will be $27.00 net.

**John Taylor & Co., FINE TOILET SOAPS, Toronto.**

POTATOES.—The market is steady under a good demand. A good quality of stock is being offered. Dealers are paying 60 to 65c. per bag of 90-lb. on track. In a jobbing way the price is 70 to 75c.

MAPLE PRODUCTS.—A dull and featureless market is to be noted this week. We quote: Syrup, in large tins, 70 to 80c.; in small tins, 50 to 60c. in wood, 5 to 5½c. per lb. Sugar, 8½ to 10c.

ASHES.—The market remains dull. We quote: First pots, $4.35 to $4.40; seconds, $3.60; Pearls, $6.25 per 100 lb.

### FLOUR AND GRAIN.

FLOUR.—Business in flour has been fairly good, the demand being steady and prices ruling firm. There has been no quotable change. Quotations are as follows: Choice Manitoba spring wheat patents, $4.10; seconds, $3.80; strong bakers', $3.40; straight rollers, $3.50 to $3.60; winter wheat patents, $3.75 to $4.

GRAIN.—The tone of the market for grain has continued firm throughout the week. Peas are quoted higher, and rye has also advanced in price. Barley is quiet, but prices are steady. Oats continue in good demand, and with a continuance of limited offerings the market shows a higher tendency. We quote: Rye, 56c.; peas, 79c.; corn, 72c.; buckwheat, 58½ to 59c.; barley, 49c.; oats, 36 to 36½c. ex-store.

FEED.—There has been no actual change in the price of feed, but the supplies are somewhat light and prices are firm. Shorts are scarce. We quote as follows: Manitoba bran, $16 to $17; shorts, $18 to $19; Ontario bran, $15; shorts, $17 to $18; mouillie, $23 to $30, according to quality.

OATMEAL.—No quotable change has been made, but the tone of the market is firmer in sympathy with the advance in the price of oats. Rolled oats are now quoted at $4.50 per barrel and $2.25 per [illegible] in jobbing lots, and at $4.15 per barrel and $2 per bag in large lots.

BALED HAY.—The demand for baled hay continues good and the market is active at steady prices. No quotable change is reported. Prices now are: No. 1 timothy, $9 to $9.50; No. 2, $8 to $8.75; clover, $7 to $7.50 per ton in carlots.

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#### MONTREAL NOTES.

Mackerel is $1 per barrel dearer.

Mixed pickles are tending higher.

Coal oil has advanced ½ to 1c. per gal.

Higher prices may be looked for in French sardines.

Malpeque shell oysters have advanced $1.50 to $2 per barrel.

Cranberries have gone up 50c. per bbl.

For the week ending November 1, 29,275 boxes of cheese were exported from the port of Montreal.

For the corresponding week last year, 61,797 boxes were shipped from Montreal.

Since May 1, this year, the shipments of cheese from the port of Montreal to present date, number 1,845,460 boxes.

Last week 7,606 packages of butter were shipped.

From May 1 to November 1, a total of 173,011 packages of butter have been shipped.

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Robt. Charters, general merchant, Quilchena, B.C., is succeeded by Arthur Jackson.

### NEW BRUNSWICK MARKETS.

St. John, N.B., November 3, 1902.

BUSINESS is very active. The markets, as a rule, are very firm with an upward tendency. There are a few exceptions, such as dry codfish and pickled fish, which are more freely offered. Beans, while high, have dropped off considerably during the week. There is much interest in the winter-port business which will shortly open. Better arrangements than ever have been made to handle it, and there is no doubt the volume of business will be larger than ever.

OILS.—There is nothing new. Burning oil, which is a particularly large business, shipments this fall having been larger than usual, holds firm at the advance. Lubricating oils have a large sale for the season. Paint oils are rather quiet, the lower price in linseeds and the strong market in turpentine continue. Some cod oil is arriving regularly to hand.

SALT.—In Liverpool coarse salt the market is well supplied. Regular receipts will come to hand with the opening of the winter port business. In fine salt, there is a fair sale at even figures. We quote: Liverpool coarse, 55c. to 60c.; English factory-filled, 95c. to $1.00; Canadian fine, $1 per bag; cheese and butter salt, bulk, $2.40 per bbl.; 5-lb. bags, $2.75 to $2.85 per bbl.; 10-lb. bags, $2.60 to $2.65 per bbl.; 20-lb. wood boxes, 22-23c. each; 10-lb. wood boxes, 14c. each; cartons, $2 per case of two dozen; English bottled salt, $1.25 to $1.30 per doz.; mineral rock salt, 60c. per 100 lb. (Selected lumps.)

CANNED GOODS.—This is quite an active line. Dealers are holding tomatoes at the full advance, not being able to fill their orders. Corn is quite firm. Peas are unchanged. Salmon is still offered quite freely. There is a wide range in the price. The market is rather firm. In fruits, gallon apples are offered freely at quite low prices. The market is freely supplied by local packed fruit. Blueberries are scarce. Other fruits sell at even figures. Meats are being sold by Ontario packers for spring delivery. Prices are firm. In sardines, the pack so far, has been light, but prices are low. Haddock and herring are quite freely received.

GREEN FRUITS.—There are still free receipts of soft apples, but Gravensteins and winter fruit are scarce and bring full figures. The Gravensteins seen here are poor. Oranges are quite low, there being free receipts of Jamaicas. In lemons, while prices are still quite high, the market is somewhat easier. Grapes, Ontario stock are not so freely offered, and the season is about over. Keg grapes are more freely offered. There is very little doing in sweet potatoes. Cranberries show quite a range in price. Each season the domestic berry shows an improvement. There is a very light call for bananas.

DRIED FRUITS.—The chief interest is in Californian fruit, particularly seeded raisins. The market is quite bare and direct shipments will be late. Coast prices will be higher by the time the report is in the reader's hands. Californian prunes are daily expected; in fact, they will be on the market this week. Prices are low. Malaga raisins are more freely offered than usual. Valencias are scarce and high. Currants are low. Cleaned, in packages, have the market. Some new peels are daily expected and sell freely to arrive. Figs sell freely and prices are firmer. New dates are shortly expected. Prices are low, but the market is tending higher. Evaporated apples are rather higher. In onions, stock is freely offered, and lower prices rule. Nuts have a free sale. New peanuts are being quoted.

DAIRY PRODUCE.—Butter is rather firmer; best stock is hard to get. There is a good inquiry. Eggs are rather firmer. Sales have not been large, but they show an improvement. Cheese is rather higher and stocks held are quite light.

SUGAR.—The market rules very firm. Prices are still low and the sale is very large. There are several retail houses buying in carlots this season, which is unusual here.

MOLASSES.—There is a fair inquiry. Porto Rico is the grade having the sale. Prices are unchanged, though held firmer. Some Barbados is still offered.

FISH.—There is just a fair business, the big fall demand having been supplied. Dry cod have been very freely received and the price is rather easier. Pollock are rather light supply. Pickled herring are rather easier, there being less demand. Finnan haddies, which have a very large western sale, are rather scarce and the price is firm. Smoked herring are in very light supply for this season and rather higher prices rule. We quote: Haddies, 4½ to 5c.; smoked herring, 6½ to 7c.; fresh haddock and cod, 2 to 2½c.; boneless fish, 4 to 5c.; pollock, $1.70 to $1.75 per 100 lb.; pickled herring, $2 to $2.25 per half barrel; dry cod, $3.50 to $3.65; pickled shad, half barrel, $6.

FLOUR, FEED AND MEAL.—The firmer prices in flour rule. Manitobas have been advanced 10c. Feed is quite plentiful. Oats and oatmeal are firmly held. Cornmeal is unchanged. Beans are more freely offered, and at much lower prices than were quoted last week. Barley has a rather better sale. Peas are high and scarce. Quotations are as follows: Manitoba flour, $4.15 to $4.20; medium, $3.95 to $4.10; oatmeal, easy at $4.40 to $4.50; cornmeal, $3.20 to $3.25; middlings, in small lots, $26 to $28; oats, new, 40 to 41c.; handpicked beans, $2.25 to $2.30; prime, $2.05 to $2.75; yellow eye beans, $2.80 to $3; split peas, $5.15 to $5.25; barley, $1.40 to $1.50; hay, new, $9 to $10.

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#### ST. JOHN NOTES

Maclaren's cheese has a large sale at present.

Baird & Peters landed a car of Matthews' lard this week.

It is many years since the stock of smoked herring held here at this season was so small.

The A. I. Teed Co., St. Stephen, have received a large shipment of Upton's jams, jellies and marmalade.

E. T. Sturdee is finding a large demand for New York cleaned currants. Hills, Bros. & Co., whom he represents, quote low prices.

The first car of Californian prunes received here this year was shipped by The J. K. Armsby Co. to A. L. Goodwin. Mr. Goodwin is the only buyer here importing a straight car of prunes.

# Gladstone




*said to some excursionists at Hawarden :*

"We are proud of our trees!"

"Then why do you cut them down? asked one of the visitors.

"We cut them down to improve—to remove what is bad," said England's "Grand Old Man."

**Seal Brand**
In 1 and 2-lb. Cans only.
(AIR-TIGHT.)

**Chase & Sanborn's** Coffees are selected with the same care as the trees in Gladstone's park.

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# CHASE & SANBORN, Importers, Montreal.

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The
## Dominion Canister Company
Limited

MANUFACTURERS OF

# The "Perfection" Canister

THE VERY BEST PACKAGE FOR

| | | |
|---|---|---|
| *SPICES* | *BAKING POWDER* | *JELLIES* |
| *TEAS* | *STARCH* | *JAMS* |
| *COFFEES* | *BISCUITS* | *Etc., Etc.* |

We are now in our new quarters and have doubled the capacity of our plant and are prepared to fill all orders promptly.

The best advertisement for any concern :

A NEAT PACKAGE. AN ATTRACTIVE LABEL.

**Write for Samples. Get our Figures.**

## The Dominion Canister Company, Limited

DUNDAS, ONTARIO, CANADA.

# Nasmith's Bread and Cakes Will Bring You Business

We would be glad to hear from out of town grocers who are not handling our goods.

**THE NASMITH CO., Limited**
66 Jarvis Street, TORONTO.

# Coffees Spices

Now is the time to place your order with us for Coffees and Spices. Goods that sell quickly are the only kind we have to offer. Quality combined with right prices accelerate the sale of our goods. Mail orders receive prompt attention.

**S. H. EWING & SONS** **96 King St., MONTREAL.**

Telephone Bell Main 65
" Merchants 522.

Telephone orders receive prompt attention.


## MANITOBA MARKETS.

Winnipeg, November 1, 1902.

THE business of the week has been satisfactory. Money is coming in fairly well and all jobbers seem satisfied, with the single exception of the car-shortage difficulty. Goods are still very long in coming in and this makes correspondence heavy. The weather is simply perfect. There was a light rain on Friday and Saturday of last week, but since then the weather has been warm and bright. To-day (November 1) has been like a summer's day, and except for the absence of leaves on the trees was more like early June. The mild weather has a tendency to hold back the sale of heavy clothing, but it is popular with those who have long fuel bills to pay and with the builders who are straining every nerve to complete their contracts. There is very little of interest to record in the matter of market changes.

CANNED GOODS.—The interest of the situation still centres around tomatoes. The extreme shortage of supply is now pretty fully known and jobbing houses are adjusting themselves to the conditions. Offers of tomatoes at $3.10 per case Montreal have been received in the city for lots up to 1,000 cases, but so far as known these have not been bought. At this price it would mean that tomatoes would have to retail at 20c. and at this price consumption would be materially lessened; in fact, jobbers claim that it would be cut down over one-half. Price quoted on tomatoes here at present is $3.50 per case, but it is understood that this price will go higher. Corn and peas are very firm but without change. We quote: Corn, per case, $2; peas, per case, $2; beans, per case of 2 doz., $1.75. Strawberries, in heavy syrup, $3.10; strawberries, preserved, per case, $3.40; raspberries, in syrup, per case, $3; raspberries, preserved, per case, $3.40; black raspberries, per case, $2.60; pineapples, per case, $4.10; pineapples, grated, imported, per case, $3.85; pineapples, American, per case, $3.85; pineapples, sliced, Singapore, per case, $3.70; pineapples, sliced, Singapore, per case, $5.50; pitted red cherries, per case, $4.50; apples, 3's, canned, per case, $2.40; apples, gallon, canned, per case, $1.70; peaches, yellow, per case, $3.60; peaches, 3's, per case, $5.75; peaches, 2's, per case, $3.10; pears, 3's, per case, $4.25; plums, according to brand, 2's, per case, $2.15; 2's, per case, $2.60; 2's, per case, $2.75; 3's, per case, $3.20; 3's, Green Gage, per case, $3.35; Green Gage, Californian, 2½-lb. per case, $4.25; Damson, Californian, 2½-lb. per case, $4.20; Egg, Californian, 2½-lb. per case, $4.20; apricots, Californian, per case, $4.10; peaches, Californian, per case, $4.75; pears, Californian, per case, $4.95.

SUGARS.—The market is steady with a very considerable volume of business moving. No change in prices can be recorded. Extra standard, granulated, $4.45; bright yellows, $3.85.

MOLASSES.—In steady demand at the following prices: Black strap, in bbls., per gallon, 28c.; black strap, in half bbls., per gallon, 30c.; black strap, in 5-gallon kits, each, $2.25; golden, in half bbls., per gallon, 38c.; Barbados, genuine imported, in half bbls., per gallon, 45c.; Imperial brand, in 3-lb. tins, per case of 2 doz., $3.25.

EVAPORATED AND DRIED FRUITS.—New Californian muscatels are in and show very fine quality. Prices are as follows: 2-crown, 8½c.; 3-crown, 9c. per lb. There is little change in other lines, quotations for which are: London layers, $1.90 to $2 per box; clusters, $2.50; "Royal Buckingham Clusters," $3.50 to $3.75; fine off-stalk Valencia, $2.25 to $2.35; layers, $2.40 to $2.50. Currants are unchanged at 5½c. for best Filiatras and 6¾c. for cleaned. Vostizzas, in cases, 6c. Smyrna figs.—The new stock promises to be very fine. We quote: 6-crown, 20c.; 5-crown, 15c.; 3-crown, 12½c.; glove boxes, 14 to 16c.; cooking figs, 4½ to 5c.

Evaporated fruits are firmer and show a tendency to advance. Prices are as follows: Peaches, peeled, 20 to 21c.; peaches, unpeeled, 8½ to 9½c.; pears, 10 to 12c.; apricots, choice, 9½c.; apricots, standards, 8¾ to 9c.; pitted plums, 9 to 9½c.; prunes, 100-120, 4 to 4½c.; prunes, 90-100, 5½ to 5¾c.; prunes, 80-90, 6 to 7c.; prunes, 70-80, 6¾ to 7c.; prunes, 60-70, 7¼ to 7½c.; prunes, 40-50, 9 to 9½c.; evaporated apples, 8½c. per lb.

CEREALS.—A slight decline in rolled oats and a stronger bean market are the only items of interest to record this week. Rolled oats have dropped to $1.85 for the 80-lb. sack, and other lines in proportion. Granulated and standard oatmeal, $2.50 per 98-lb; cornmeal, in sacks, $1.75; cornmeal, half sacks, per half sack, 90c.; white beans, choice, $2.35 to $2.45; split peas, per sack, $2.70; whole peas, per lb., 2½c.; pearl barley, Ontario, per sack, $3.30; pot barley, Ont-


There is no better trade-winner than a good article - Sell your customers

Blue Ribbon Ceylon Tea

address orders to 12 Front St. East - Toronto and they will receive prompt attention

ario, per sack, $2.20; rolled wheat, per sack of 80 lb., $2.25; wheat, granules, per sack of 6 to 10-lb. bags, $2.

RICE.—The market is firm and without change. Prices are: Japan, 5½c.; Patna, 5 to 5¼c.; B rice, 4 to 4½c. per lb.

FLOUR.—It was rather expected that flour would advance in sympathy with eastern prices, but the advance promised last week has not been confirmed and the mills are selling at the old figures of $2 for patent No. 1; $1.85 for No. 2 and $1.55 for strong bakers. The mills of the West are all heavily oversold.

BUTTER.—For the small amount of creamery still in the hands of the factories 20 to 21c. is being paid at the factory. Another week will see all of it about cleared up. Dairy butter.—Supplies are not increasing to any considerable extent and a good deal of the late receipts cannot be classified as "choice." Anything like a good round lot of fresh, sweet dairy is worth 15c. Winnipeg, and inferior grades, 12 to 14c.

CHEESE.—The market is now down to winter basis. There are small quantities of Manitoba in the city and considerable stocks of Ontario. Jobbers are selling at 13½c. per lb.

EGGS.—Receipts show no signs of increasing and there is a very active demand. One house in the city is offering 20c. net Winnipeg and others quote from 18 to 19c. Retail eggs are 30 to 35c. per dozen, according to the grade of freshness.

NOTES.

The Williamson Company's goods, such as fruits in glass, which first came on this market last season, are growing in popularity. The Hudson Bay are their agents here and have received one car, and another in transit.

## OTTAWA TRADE GOSSIP.

BUSINESS here is reported good with both wholesale and retail merchants. The increase in prices of some lines has created an extra demand.

Raisins are still very firm at advanced prices. Californain seeded raisins cannot be bought within ¼c. of last week's prices. Flour is the same as last week and in good demand.

The price of sugar is also the same, the demand at present not being very great.

Canned tomatoes are being retailed here in some stores at 15c., although 12½c. is about the lowest they can be bought for. A small lot was sold the other day for $1.75 per dozen. Corn is likely to reach $1 per dozen soon according to a good report. Peas are about 85 to 90c.

Currants are plentiful at 4½c. for fine Filiatras and ¼ to ½c. higher for cleaned fruit.

The price of American oil is advancing. It is now 19½c., being 1c. higher than last week. A prominent firm state that they cannot get enough to supply the demand.

At the Fruit Exchange good stock winter apples are selling at high prices. Buyers are beginning to realize that it is a mistake to look for apples as low as it was talked of some time ago. No. 1 Spies are selling at $3.25 to $3.75; Baldwins, $3 to $3.50 and Pippins, $2.50 to $2.75. No. 2 stock is now plentiful, and


A LIVE DOLLAR

is the dollar with which you purchase

Clark's Meats

and

Specialties.

Always safe and always earning a profit for you.

EPPS'S

GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. COCOA

MINCE MEAT.

Everybody is talking Mince Meat these days, and they all tell you their's is the best.

We don't talk much, but we get there just the same, as others do the talking for us.

Capstan Mince Meat once sold is always sold.

In Packages or in Bulk, from 7 lb. pail to 600-lb. barrel.

CAPSTAN MFG. CO., Toronto.




NEW GOODS JUST ARRIVED.

Fancy Cape Cod Cranberries
Fancy Malaga Grapes
Fancy Jamaica Oranges
PRICES RIGHT.

HUGH WALKER & SON, Direct Importers, GUELPH, ONT.



We want 100,000 Live Chickens annually for our export trade

We will pay the highest possible market price for really prime well-fed birds.

Correspond with

SCOTT, ASHTON & COMPANY, MORRISBURG, ONTARIO.

GRIMBLE'S English Malt VINEGAR

Six GOLD Medals

GRIMBLE & CO., Limited, London, N.W., Eng.

according to sample is selling from $1.50 to $2.50 for all varieties.

At the Cheese Board last Friday some 780 boxes were offered, made up of 543 of white and 237 colored; 11⅛c. was bid and a few sales were made at that figure. The price of cheese of September make or older is about 12 to 12½c. now, and it is scarce at the price.

The regular meeting of the Ottawa Retail Grocers' Association will be held next Monday evening in their rooms, Fruit Exchange Building, Nicholas street.

The fall number of "The Canadian Grocer" came to hand Monday morning and everyone spoken to who has seen it was delighted with its appearance and make up. The information to be had from it is worth a year's subscription alone.

EXPERIMENTAL SHIPMENT OF APPLES.

An experiment recently made by the Experimental Farm authorities here in apple shipping to Great Britain has demonstrated the demand which it is possible to create for Canadian fruit. There was shipped, on October 1, 100 bushels of first grade fall apples, packed in boxes of one bushel each. They were sent to a commission merchant in London in the name of one of the officials, in order that there should be no favoritism shown on account of their being Government farm-grown. The returns received this week show that the apples sold quickly, bringing a profit, after commission and freight was paid, of $3 a barrel. In the 100 bushels there were about 33 barrels.

SALE OF A HOTEL

An event that will interest commercial men took place here yesterday when the transfer of the Grand Union Hotel took place. Hugh Alexander, the proprietor, for the past nine years, sold out to J. K. Paisley.

Mr. Alexander intends leaving for the West to go into ranching, and to celebrate his last day as proprietor, he gave a dance and supper. It was an impromptu affair, but there was a large gathering of prominent citizens and guests of the hotel.

H. C. E.

Ottawa, November 4, 1902.

## A MYSTERIOUS BLAZE.

One of those fires, the origin of which is wrapped in mystery, was discovered about 10 p.m. on October 29 in the basement of the premises at 22 North John street, Hamilton, occupied by the Garlock Packing Co. The brigade was on hand promptly, and soon squelched the flames, but the squelching process resulted in considerable damage by water. The loss, which will likely exceed $1,000, is covered by insurance.

The fire will be a serious matter to the company, owing to the delay it will cause in the filling of orders. A. Byrne, the proprietor, has only recently returned from a trip to the Old Country, during which he took a large number of export orders, and these cannot be got at as soon as required.

W. E. Mayhew, general merchant, Bristol, Que., has sold out to W. J. Scobie.

Crocers and Confectioners can rely upon the purity and excellence of

COWAN'S Cocoa, Chocolate and Famous Blend Coffee.

Cowan's Cake Icings, and Cowan's Pure Confections.

QUEEN'S DESSERT CHOCOLATE. CHOCOLATE CREAM BARS.
CHOCOLATE GINGER, WAFERS, ETC.
COWAN'S SWISS MILK CHOCOLATE.

THESE ARE CHOICE CHRISTMAS GOODS.

THE COWAN CO., Limited - - TORONTO.




Canadian Maple Syrup

Made straight from the maple tree and guaranteed pure; no adulteration whatever; stands upon its merits; money refunded if not satisfactory.

Canadian Maple Syrup Co., TORONTO, Canada.

Try the "Imperial" Brand
— OF —
Peaches, Pears, Apples, Corn, Tomatoes, etc.

They are packed from the choicest fruits and vegetables.

Packed by
The IMPERIAL CANNING CO.
KINGSVILLE, ONT.

"ACME" TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont.
Agents for the Canadian Salt Co., Windsor, Ont.

Wheatine

A true health Breakfast Food, made in Canada from Canadian Wheat.

We are Selling Agents.

WARREN BROS. & CO.
TORONTO.

John MacKay, Bowmanville, Ont.
Manufacturer of Established 1854.
POT AND PEARL BARLEY, SPLIT PEAS, AND CHOP FEED
Send for Prices or Samples. Prompt Business. IN CAR LOTS.

HOW TO WRITE SHOW CARDS.
A full course of instruction by mail for
Merchants, Window Trimmers and Clerks.



My book of instruction, at $1.00, has constantly grown in patronage and public favor, and is now recognized as the FOUNTAIN HEAD for practical instructions on rapid sign, show card and ticket lettering. It will teach you. Write

W. EDWARDS,
Carleton Place, Ontario.



Bennett's Grocery Cabinet.

SATISFIED CUSTOMERS our best recommendation.

"Lindsay, April 14.—I am well pleased with cabinet.
"A. FISHER."

"Port Arthur, June 23.—Cabinet received O.K. It is just what I wanted.
"H. CHAUSSE."

"Fowler's Corners, June 27.—Cabinet is greatly admired and it certainly is a necessity in any well ordered grocery.
"WM. DINSDALE."

Full particulars from
J. S. BENNETT,
Patentee and Mnft.,
15 Marion St., Toronto.




IT PAYS TO PUSH THE SALE OF . . . *Has stood the test of every climate.*

# St. Charles Evaporated Cream

**ABSOLUTELY THE BEST OF ALL.**

Endorsed by the Medical Profession, and used in large quantities by the Governments of Great Britain and the United States for Army and Navy purposes, and in many Hospitals.

The very remarkable increase in the consumption of **St. Charles Cream** the world over proves the value of this brand to the retail grocers.

**NO STOCK IS COMPLETE WITHOUT IT.**

A Coupon worth saving is packed in each case. Write us for prices and advertising matter.

**St. Charles Condensing Co. - Ingersoll, Ont.**

Address : ST. CHARLES CONDENSING CO., St. Charles, Ill., U.S.A.

---

# LISTEN !

We are offering goods at the uniform Association prices.

We solicit your patronage on **the merit of our goods.**

We guarantee the quality of any line of goods packed by us **equal to the best brands packed on the Continent of America.**

We are ready to support this statement with samples. **Don't be side-tracked.**

Your wholesale house will supply our best brands if you insist upon it. If not, write for quotations.

**Delhi Canning Co., Limited, -:- Delhi, Ont.**

---

# Gillard's Sauce Gillard's Pickle

Is still the best and cheapest. The most delicious English pickle made.

AS SUPPLIED TO

HIS MAJESTY THE KING

AND

HIS ROYAL HIGHNESS THE PRINCE OF WALES, K.G., Etc.

Sole Proprietors:

**GILLARD & CO., Limited, LONDON, ENG.**

---

# Confectionery

Now is the time to place your orders for the Christmas trade. We make everything in the candy line, from the Finest Bon-Bons and Chocolates to the old-fashioned Sugar Sticks and Bull's Eyes. A big line of one-pound and half-pound fancy boxes, to retail from 10c. up.

# The Canada Biscuit Co., LIMITED

KING ST. WEST AND BATHURST ST., CARS PASS OUR WORKS.

**KING and BATHURST STS., TORONTO.**

# Standard Granulated Sugar.

A truly Canadian Product.
Made in a Canadian Factory.
Made from Canadian Sugar Beets.
Grown by Canadian Farmers.
Produced by Canadian Labor.



New 700-ton Beet Sugar Factory of the

## WALLACEBURG SUGAR CO., LIMITED

at WALLACEBURG, ONT.

Substantially built and equipped with the most modern and improved machinery in the world at a cost of over $600,000.

# CURRENT MARKET QUOTATIONS

November 6, 1902.

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, St. John, N.B., and Halifax. The prices are solicited for publication, and are of such quantities and qualities as are usually ordered by retail dealers on the usual terms of credit. For Winnipeg market report and prices, see page 30.

Goods in large lots and for prompt pay are generally obtainable at lower prices.

All quotations for staple products are under the direct control of the Editors, who call daily upon all the leading houses in the principal centres.

| BUTTER, CHEESE AND EGGS | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| Dairy, choice, large rolls, lb. | $..... | $0 18 | $ 15 | $0 16½ | $..... | $0 16 |
| " " pound blocks | 17 | 18 | 17 | 18 | 16 | 18 |
| " tubs, best | 15½ | 16 | 15 | 16½ | 17 | 18 |
| " tubs, inferior | 14 | 15½ | 13½ | 14 | 14 | 16 |
| Creamery, boxes | 20½ | 20¾ | 19 | 19½ | 20 | 23 |
| " prints | | 21½ | ..... | 21 | 22 | 24 |
| Cheese, new, per lb | 11½ | 11¾ | 12 | 12½ | 11 | 11½ |
| Eggs, new laid, per doz | 18 | 18¼ | 17 | 19 | 17 | 18 |
| **CANNED GOODS** | | | | | | |
| Apples, 3's | ..... | ..... | 80 | 1 00 | 1 00 | 1 10 |
| " gallons | ..... | 2 50 | 2 25 | 2 50 | 2 00 | 2 20 |
| Asparagus | 2 20 | 2 25 | 2 00 | 2 40 | ..... | ..... |
| Beets | 1 00 | 1 00 | 90 | 1 00 | ..... | 1 10 |
| Blackberries, 2's | ..... | 1 30 | 1 50 | 1 70 | 1 50 | 1 80 |
| Blueberries, 2's | ..... | 1 25 | ..... | ..... | 95 | 1 00 |
| Beans, 2's | 80 | 90 | ..... | 90 | 90 | 95 |
| Corn, 2's | 82½ | 85 | 87½ | 1 00 | 80 | 90 |
| Cherries, red, pitted, 2's | 2 25 | 2 30 | 2 10 | 2 25 | 2 30 | 2 40 |
| " white | 2 25 | 2 30 | 2 00 | 2 25 | ..... | ..... |
| Peas, 2's | ..... | 85 | 85 | 97½ | 85 | 90 |
| " sifted | 95 | 1 05 | 90 | 1 00 | 1 10 | 1 15 |
| " extra sifted | 1 05 | 1 15 | 1 20 | 1 25 | 1 20 | 1 25 |
| Pears, Bartlett, 2's | 1 50 | 1 60 | 1 50 | 2 00 | 1 75 | 1 80 |
| " " 3's | 1 90 | 2 00 | 2 00 | 2 40 | 2 00 | 2 25 |
| Pineapple, 2's | 2 00 | 2 40 | 2 25 | 2 50 | 2 15 | 2 25 |
| " 3's | 2 25 | 2 40 | 2 50 | 2 60 | 2 50 | 2 60 |
| Peaches, 2's | 1 75 | 1 85 | 1 75 | 1 90 | ..... | 1 75 |
| " 3's | 2 60 | 2 70 | 2 50 | 2 75 | 2 70 | 2 80 |
| Plums, green gages, 2's | 1 30 | 1 35 | 1 10 | 1 25 | 1 30 | 1 60 |
| " Lombard | 1 20 | 1 25 | 1 00 | 1 10 | 1 30 | 1 50 |
| " Damson, blue | 1 00 | 1 25 | ..... | 1 00 | 1 10 | 1 30 |
| Pumpkins, 3's | ..... | 1 00 | ..... | 95 | 90 | 1 00 |
| " gallon | ..... | ..... | 2 10 | 2 25 | 2 10 | 2 25 |
| Raspberries, 2's | 1 40 | 1 50 | 1 60 | 1 80 | 1 70 | 1 75 |
| Strawberries, 2's | 1 50 | 1 75 | 1 60 | 1 75 | 1 50 | 1 75 |
| Succotash, 2's | 1 00 | 1 25 | ..... | 1 15 | 1 10 | 1 15 |
| Tomatoes, 3's | ..... | 1 30 | ..... | ..... | 1 25 | 1 30 |
| Lobster, talls | 2 75 | 3 20 | ..... | 3 25 | 2 50 | 3 25 |
| " 1-lb. flats | 3 00 | 3 75 | 3 50 | 3 70 | ..... | 1 25 |
| " ½-lb. flats | 1 75 | 1 85 | 1 75 | 1 80 | ..... | 1 75 |
| Mackerel | 1 00 | 1 10 | 1 15 | 1 25 | 1 35 | 1 45 |
| Salmon, sockeye, Fraser | 1 47½ | 1 52½ | 1 50 | 1 52½ | 1 50 | 1 75 |
| " " Northern | ..... | ..... | 1 40 | 1 45 | 1 15 | 1 25 |
| " " Horseshoe | ..... | ..... | 1 50 | 1 52½ | ..... | ..... |
| " Cohoes | 1 00 | 1 15 | 1 05 | 1 15 | 1 00 | 1 10 |
| Sardines, Albert, ¼'s | 12 | 12½ | 0 15 | 16 | 14 | 15 |
| " " ½'s | 20 | 21 | 22 | 23 | 20 | 21 |
| " Sportsman, ¼'s | 11¼ | 12 | ..... | 14½ | ..... | 12 |
| " " ½'s | 19 | 20 | ..... | 23 | 20 | 21 |
| " key opener, ¼'s | 9 | 11 | 12½ | 13 | 16 | 18 |
| " " ½'s | ..... | 18 | 20½ | 25 | 10 | 11 |
| " P. & C., ¼'s | 20 | 22½ | 25 | 27 | 23 | 25 |
| " " ½'s | 27½ | 30 | 35 | 38 | 33 | 36 |
| " Domestic, ¼'s | 4 | 4¼ | 4 | 4½ | 3½ | 4¼ |
| " " ½'s | 7 | 8 | 9 | 11 | ..... | ..... |
| " Mustard, ¼ size, cases 50 tins, per 100 | 7 50 | 11 00 | 8 50 | 9 00 | 3 50 | 4 00 |
| Haddies | ..... | 1 00 | 1 00 | 1 10 | 85 | 1 00 |
| Kippered Herrings | 1 00 | 1 85 | 1 00 | 1 55 | ..... | 1 00 |
| Herring in Tomato Sauce | 1 00 | 1 55 | 1 00 | 1 70 | ..... | 2 00 |
| **CANDIED PEELS** | | | | | | |
| Lemon, per lb | ..... | 10½ | 10 | 12½ | 12 | 13 |
| Orange, " | ..... | 11 | 11 | 13 | 12 | 13 |
| Citron, " | ..... | 15 | 15 | 18 | 15 | 17 |
| **GREEN FRUITS** | | | | | | |
| Oranges, Sorrentos, per case | 3 75 | 4 00 | ..... | ..... | ..... | |
| " Jamaicas, per bbl | ..... | ..... | 5 00 | 5 25 | 3 00 | 5 00 |
| " " per case | ..... | 3 00 | 2 35 | 2 75 | ..... | ..... |
| Quinces, per basket | ..... | ..... | 0 25 | 0 35 | ..... | 60 |
| Lemons, Messina, per box | ..... | 4 00 | ..... | ..... | 4 00 | 5 00 |
| Lemons, Californian, " | ..... | ..... | 4 25 | 5 00 | ..... | ..... |
| Bananas, Firsts, per bunch | 1 00 | 1 50 | 1 25 | 1 75 | 1 00 | 2 00 |
| Apples, per bbl | 1 50 | 3 00 | 1 00 | 2 00 | 1 50 | 3 00 |
| Tomatoes | ..... | ..... | ..... | 0 40 | ..... | ..... |
| Pears | ..... | 0 40 | 0 30 | 0 50 | ..... | ..... |
| Peaches | ..... | ..... | ..... | ..... | ..... | ..... |
| Jersey Sweet Potatoes, per bbl | 2 75 | 3 25 | ..... | 2 50 | ..... | 4 00 |
| Canteloupes, per crate | ..... | 3 50 | ..... | ..... | ..... | ..... |
| Malaga grapes, per bbl | ..... | ..... | 6 00 | 7 00 | 4 50 | 5 50 |
| Crabapples, per basket | ..... | ..... | ..... | 0 30 | ..... | ..... |
| Apples, per basket | 0 20 | 0 30 | 0 10 | 0 25 | ..... | ..... |
| Can. Grapes, per basket | 0 20 | 0 22 | 0 20 | 0 40 | 30 | 50 |
| Peppers, green, per basket | ..... | ..... | ..... | 0 40 | ..... | ..... |
| Peppers, ripe | ..... | ..... | 0 40 | 0 60 | ..... | ..... |
| Cranberries, Cape Cod, per bbl | 8 50 | 10 00 | ..... | 9 50 | 6 00 | 8 50 |
| Cranberries, Nova-Scotian, " | ..... | ..... | ..... | 8 50 | ..... | ..... |
| Butternuts, per basket | ..... | ..... | ..... | 0 25 | ..... | |
| **SUGAR** | | | | | | |
| Granulated St. Lawrence and Red | ..... | 3 80 | ..... | 3 85 | ..... | |
| Granulated, Acadia | ..... | 3 70 | ..... | 3 83 | ..... | 3 90 |
| Paris lump, bbls. and 100-lb. bxs | ..... | 4 30 | ..... | 4 40 | 4 50 | 4 75 |
| " in 50-lb. boxes | ..... | 4 40 | ..... | 4 53 | 4 75 | 5 00 |
| Extra Ground Icing, bbls | ..... | 4 20 | ..... | 4 70 | ..... | ..... |
| Powdered, bbls | ..... | 4 00 | ..... | 4 45 | 5 50 | 5 80 |
| Phœnix | ..... | 3 60 | ..... | 3 68 | ..... | ..... |
| Cream | ..... | 3 55 | ..... | 3 63 | ..... | ..... |
| Extra bright coffee | ..... | 3 65 | ..... | 3 83 | ..... | ..... |
| Bright coffee | ..... | 3 55 | ..... | 3 63 | ..... | ..... |
| Bright yellow | ..... | 3 50 | ..... | 3 58 | ..... | 3 60 |
| No. 3 yellow | ..... | 3 45 | ..... | 3 53 | ..... | ..... |
| No. 2 yellow | ..... | 3 25 | ..... | 3 33 | ..... | ..... |
| No 1 yellow | ..... | 3 15 | ..... | 3 23 | ..... | 3 30 |

| HARDWARE PAINTS AND OILS | Montreal. | | Toronto. | | St. John Halifax. | |
|---|---|---|---|---|---|---|
| Wire nails, base | ..... | $2 55 | ..... | $2 55 | ..... | $3 20 |
| Cut nails, base | ..... | 2 35 | ..... | 2 45 | ..... | 2 85 |
| Barbed wire, per 100-lb. | ..... | 3 00 | ..... | 3 00 | 3 50 | 3 75 |
| Smooth Steel Wire, base | ..... | 2 60 | ..... | 2 60 | ..... | ..... |
| White lead, Pure | ..... | 5 87½ | 5 00 | 5 25 | ..... | 6 80 |
| Linseed oil, 1 to 2 bbls., raw | ..... | 82 | ..... | 70 | ..... | 75 |
| " " boiled | ..... | 85 | ..... | 73 | ..... | 74 |
| Turpentine, single bbls. | ..... | 67 | ..... | 75 | ..... | 77 |
| Benzine, in bbls., per gal | ..... | ..... | ..... | 18¾ | ..... | 78 |
| **SYRUPS AND MOLASSES** | | | | | | |
| Syrups— | | | | | | |
| Dark | ..... | 1⅞ | ..... | ..... | ..... | ..... |
| Medium | ..... | 2½ | 30 | 32 | ..... | ..... |
| Bright | ..... | 2⅝ | 35 | 37 | ..... | ..... |
| Corn Syrup, barrel, per lb. | .... | 3 | ..... | 3 | ..... | ..... |
| " ½ bbls. " | ..... | 3½ | ..... | 3½ | ..... | ..... |
| " " kegs " | ..... | 3¼ | ..... | 3¼ | ..... | ..... |
| " " 3 gal. pails, each | ..... | 1 40 | ..... | 1 40 | ..... | ..... |
| " " 2 gal. " " | ..... | 1 10 | ..... | 1 10 | ..... | ..... |
| Honey | ..... | ..... | ..... | 40 | ..... | ..... |
| " 25-lb. pails | ..... | 1 05 | ..... | 1 00 | ..... | ..... |
| " 38-lb. pails | ..... | 1 0 | ..... | 1 40 | ..... | ..... |
| Molasses— | | | | | | |
| New Orleans, medium | 22 | 30 | 25 | 30 | 28 | 30 |
| " " Open kettle | ..... | ..... | 40 | 50 | ..... | ..... |
| Barbadoes | 23 | 24 | ..... | 32 | 24 | 25 |
| Porto Rico | ..... | 38 | 38 | 42 | 30 | 32 |
| **CANNED MEATS** | | | | | | |
| Comp, corn beef, 1-lb. cans | 1 55 | $1 65 | $1 55 | $1 65 | $1 55 | $1 60 |
| " " 2-lb. cans | 2 75 | 3 00 | 2 85 | 3 00 | 2 80 | 2 90 |
| " " 6-lb. cans | 7 90 | 9 60 | ..... | 8 25 | 8 75 | 9 25 |
| " " 14-lb. cans | 16 50 | 23 00 | ..... | 19 50 | 20 00 | 21 00 |
| Minced collops, 2-lb. can | ..... | 2 75 | ..... | 2 60 | 2 50 | 2 80 |
| Lunch tongue, 1-lb. can | 3 00 | 3 90 | ..... | 3 00 | 3 00 | 3 25 |
| " " 2-lb. can | 6 00 | 7 90 | ..... | 7 00 | 6 80 | 7 00 |
| English brawn, 2-lb. can | 2 40 | 2 75 | ..... | 2 45 | 2 75 | 2 80 |
| Camp sausage, 1-lb. can | ..... | ..... | ..... | 2 50 | 2 50 | ..... |
| " " 2-lb. can | ..... | ..... | ..... | 4 00 | 4 00 | ..... |
| Soups, assorted, 1-lb. can | 1 15 | 1 50 | ..... | 1 50 | 1 40 | |
| " " 2-lb. can | 2 40 | 2 45 | ..... | 2 20 | 2 25 | |
| Soups and Bouil, 2-lb. can | 1 75 | 2 50 | ..... | 1 80 | 1 75 | |
| " " 6-lb. can | 3 50 | 5 85 | ..... | 4 50 | 4 25 | 4 50 |
| Sliced smoked beef, ½'s | 1 65 | 1 70 | 1 65 | 1 70 | ..... | 2 00 |
| " " " 1's | 2 75 | 3 10 | 2 80 | 2 95 | ..... | 3 25 |
| **FRUITS** | | | | | | |
| Dried— | | | | | | |
| Currants, Provincials, bbl | ..... | ..... | ..... | ..... | ..... | ..... |
| " Filiatras, cases | ..... | 5¾ | ..... | 5½ | ..... | ..... |
| " ½-cases | 5½ | 5½ | 5½ | 5 | ..... | ..... |
| " Patras, cases | ..... | 6 | 6 | 6½ | ..... | ..... |
| " ½-cases | ..... | 6 | 6½ | 7 | ..... | ..... |
| Amalias | 6½ | 7 | 7 | 7½ | ..... | 6½ |
| Vostizzas, cases | 6½ | 7 | 7 | 8 | ..... | ..... |
| Dates, Hallowees | ..... | 4 | ..... | 4½ | ..... | 4½ |
| " Sairs | ... | 3½ | ..... | 4½ | ..... | 4 |
| Figs, Elemes | 10 | 20 | 11 | 15 | 8 | 10 |
| " Mats, per lb | 3 | 3¼ | ..... | 4 | ..... | ..... |
| " Tapnets | ..... | 3 30 | ..... | 4 | ..... | ..... |
| " Naturals | ..... | ..... | ..... | 3 | ..... | ..... |
| Prunes, California, 30's | ..... | 9 | ..... | ..... | 10 | 12 |
| " " 40's | ..... | 8½ | 8¾ | 10 | 9 | 9½ |
| " " 50's | ..... | 8¼ | 8 | 8¼ | 8½ | 9 |
| " " 60's | ..... | 8 | 7 | 7½ | 8 | 8½ |
| " " 70's | ..... | 7½ | 8½ | 7 | 7½ | 8 |
| " " 80's | ..... | 7 | 6 | 6½ | 7 | 7½ |
| " " 90's | ..... | 6¼ | 5 | 5½ | 6½ | 7 |
| " " 100's | ..... | 6 | ..... | 4 | 6 | 6½ |
| " Bosnia, A's | ..... | ..... | ..... | 5 | ..... | ..... |
| " " B's | ..... | ..... | 7½ | 8 | ..... | ..... |
| " " U's | ..... | 5 | 6¼ | 6½ | ..... | ..... |
| " French, 50's | ..... | ..... | ..... | ..... | ..... | ..... |
| " " 110's | ..... | 5 | ..... | ..... | ..... | ..... |
| Raisins, Fine off stalk | 7¼ | 7¾ | 7¾ | 9 | ..... | 8 |
| " Selected | 7¾ | 8 | 8 | 9 | ..... | 8¼ |
| " Selected layers | 7¾ | 8¼ | ..... | 9 | 8½ | 8¾ |
| " Sultanas | ..... | 9½ | 10 | 16 | ..... | ..... |
| " California, 2-crown | 5 | 5½ | ..... | ..... | ..... | ..... |
| " " 3-crown | 7¼ | 7¼ | ..... | ..... | 8½ | 9 |
| " " 4-crown | 7¾ | 8 | ... | ..... | 9 | 9½ |
| " " 1's seeded, 8-cr. | 9¾ | 10½ | 8½ | 10 | 9½ | 10½ |
| " Empire clusters | 1 50 | 1 60 | ..... | 2 60 | ..... | 2 00 |
| " Black baskets | ..... | ..... | ..... | 2 25 | 2 00 | 2 25 |
| " Extra clusters | ..... | ..... | ..... | 3 35 | ..... | 2 50 |
| " Dehesa clusters | ..... | ..... | ..... | 3 10 | 3 00 | 3 50 |
| " Royal B. clusters | 3 15 | 3 25 | ..... | 5 00 | ..... | ..... |
| " Connoisseurs cl'str's | 2 10 | 2 20 | ..... | 2 10 | ..... | ..... |
| " Excelsior clusters | 4 50 | 4 60 | ..... | 4 60 | ..... | ..... |
| Evaporated apples | ..... | ..... | ..... | 7½ | 7 | 7½ |
| Dried " | ..... | ..... | ..... | 5½ | ..... | ..... |
| **PROVISIONS** | | | | | | |
| Dry Salted Meats— | | | | | | |
| Long clear bacon | ..... | 12 | 11 | 11½ | ..... | ..... |
| Smoked meats— | | | | | | |
| Breakfast bacon | ..... | 15½ | 14½ | 15 | ..... | ..... |
| Rolls | ..... | 12½ | 12 | 12½ | 11 | 12 |
| Medium Hams | ..... | 14 | 13½ | 14 | 14 | 15 |
| Large Hams | ..... | 13 | 12½ | 13 | ..... | ..... |
| Shoulder hams | ..... | 13 | 11 | 11½ | ..... | ..... |
| Backs | ..... | 15 | 14½ | 15 | ..... | ..... |
| Meats out of pickle 1c. less. | | | | | | |
| Barrel Pork— | | | | | | |
| Canadian heavy mess | ..... | 23 00 | ..... | 21 50 | 23 00 | 23 50 |
| " short cut | 21 50 | 22 00 | 23 00 | 23 50 | 23 00 | 26 00 |
| Plate beef | 12 50 | 18 50 | .. | 15 00 | 16 00 | 16 00 |
| Lard, tierces, per lb | ..... | 11 | 10¾ | 11 | 11 | 11½ |
| Tubs | ..... | 11½ | 11 | 11¼ | 11½ | 11¾ |
| Pails | ..... | 11¾ | 11¼ | 11½ | 11¾ | 12 |
| Compounds | ..... | 9⅛ | 8¾ | 10¼ | ..... | ..... |




THE DOMINION BREWERY CO., LIMITED

**Brewers and Maltsters**

TORONTO

**Manufacturers of the Celebrated**

# WHITE LABEL ALE

**ASK FOR IT AND SEE THAT OUR BRAND IS ON EVERY CORK.**

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

**WM. ROSS, Manager.**



# Season's Specialties:

Be sure you have a **Plum Pudding, Short Bread,** and **"Dandy Oyster" Biscuit.** They are all good sellers now.

## Christie, Brown & Co., Limited, Toronto and Montreal.


| | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| **COFFEE** | | | | | | |
| Green— | | | | | | |
| Mocha | | 24 | 23 | 28 | 25 | 30 |
| Old Government Java | | 27 | 22 | 30 | 25 | 30 |
| Rio | | 10 | 7 | 12 | 12 | 13 |
| Santos | | | 9½ | 10½ | | |
| Plantation Ceylon | | 29 | 26 | 30 | 29 | 31 |
| Porto Rico | | | 22 | 25 | 24 | 28 |
| Gautemala | | | 22 | 25 | 24 | 26 |
| Jamaica | | 18 | 15 | 20 | 18 | 22 |
| Maracaibo | | 18 | 18 | 18 | 12 | 13 |
| **NUTS** | | | | | | |
| Brazil | 14 | 15 | 14 | 16 | 12 | 13 |
| Valencia shelled almonds | 29 | 30 | 30 | 35 | 30 | 35 |
| Tarragona almonds | | 11 | 11½ | 13 | 12 | 13 |
| Californian almonds | | | | 20 | | |
| " soft shell walnuts | | | | 19 | | |
| Canadian chestnuts, per bush | | 42 | | 4 50 | | |
| Formegetta almonds | | | | 10½ | | |
| Jordan shelled almonds | | 42 | 40 | 43 | | |
| Peanuts (roasted) | 7 | 11 | 9 | 10½ | 9 | 10 |
| " (green) | 6¾ | 7¾ | 8 | 10 | | |
| Cocoanuts, per sack | | 3 25 | | 3 75 | 3 25 | 3 50 |
| " per doz | | | | 60 | | 50 |
| Grenoble walnuts | 10 | 11 | 12½ | 13 | 10 | 12 |
| Marbot walnuts | | 10 | 11½ | 12 | | |
| Bordeaux walnuts | | 9 | | 5 | | |
| Sicily filberts | | 9½ | 11 | 11½ | | 10 |
| Naples filberts | | | | | 10 | 11 |
| Pecans | | 15 | 13 | 15 | 14 | 15 |
| Shelled Walnuts | | 18 | 20 | 23 | | 25 |
| **SODA** | | | | | | |
| Bi-carb, standard, 112-lb. keg | 1 65 | 1 80 | 2 00 | 2 25 | 1 70 | 1 75 |
| Sal soda, per bbl | 70 | 75 | 80 | 90 | 85 | 90 |
| Sal Soda, per keg | 95 | 1 00 | | 1 00 | 95 | 1 00 |
| **SPICES** | | | | | | |
| Pepper, black, ground, in kegs pails, boxes | 16 | 18 | | 18 | 14 | 15 |
| " in 5-lb. cans | 14 | 17 | | 19 | 15 | 16 |
| " whole | 15 | 17 | | 19 | 12 | 13 |
| Pepper, white, ground, in kegs pails, boxes | 26 | 27 | 26 | 27 | 24 | 26 |
| " 5-lb. cans | 25 | 26 | 25 | 26 | 20 | 22 |
| " whole | 23 | 25 | 23 | 25 | 20 | 22 |
| Ginger, Jamaica | 19 | 25 | 22 | 25 | 20 | 25 |
| Cloves, whole | 12 | 30 | 14 | 35 | 18 | 20 |
| Pure mixed spice | 25 | 30 | 25 | 30 | 25 | 30 |
| Cassia | 13 | 18 | 20 | 40 | 16 | 20 |
| Cream tartar, French | | 25 | 24 | 25 | 20 | 22 |
| " " best | | 28 | 25 | 30 | 25 | 30 |
| Allspice | 10 | 15 | 13 | 16 | 16 | 18 |
| **WOODENWARE** | | | | | | |
| Pails No. 1, 2-hoop | | 1 65 | | 1 55 | | 1 90 |
| " " 3-hoop | | 1 80 | | 1 70 | | 2 05 |
| " half, and covers | | 1 65 | | 1 60 | | 1 75 |
| " quarter, jam and covers | | 1 15 | | 1 10 | | 1 45 |
| " candy, and covers | 2 50 | 2 90 | | 2 40 | | 3 20 |
| Tubs No. 0 | 10 00 | 10 15 | | 8 50 | | 11 00 |
| " 1 | 8 00 | 8 15 | | 7 00 | | 8 00 |
| " 2 | 7 00 | 7 15 | | 6 00 | | 8 00 |
| " 3 | | 6 15 | | 5 25 | | 7 00 |

| | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| **PETROLEUM** | | | | | | |
| Photogene | | | 17 | 17½ | | |
| Canadian water white | 14½ | 15½ | | 18 | | |
| Sarnia water white | 16 | 17 | 16½ | 17 | 18 | 18½ |
| Sarnia prime white | | 18 | 15 | 15½ | 17½ | 18 |
| American water white | | 18 | 17½ | 18 | 18 | 18½ |
| Pratt's Astral (barrels extra) | 18½ | 19 | 17 | 17½ | 19 | 19½ |
| Lily White (Canadian) | | | 14½ | 15½ | | |
| Silver Lead (American) | | | 16 | 16½ | | |
| Crystal Spray (W. W. Amer.) | | | 18 | 18½ | | |
| Pennoline (choice fcy. brand) | | | 19 | 19½ | | |
| **TEAS** | | | | | | |
| Black— | | | | | | |
| Congou—Half-chests Kaisow Moning, Paking | 13 | 60 | 12 | 60 | 11 | 40 |
| Caddies Paking, Kaisow | 17 | 40 | 18 | 50 | 15 | 4 |
| Indian—Darjeelings | 35 | 55 | 35 | 55 | 30 | 50 |
| Assam Pekoes | 20 | 40 | 20 | 40 | 18 | 40 |
| Pekoe Souchong | 18 | 25 | 18 | 25 | 17 | 24 |
| Ceylon—Broken Pekoes | 35 | 42 | 35 | 42 | 34 | 40 |
| Pekoes | 20 | 30 | 20 | 30 | 30 | 30 |
| Pekoe Souchong | 17½ | 40 | 17 | 35 | 17 | 35 |
| China Greens— | | | | | | |
| Gunpowder—Cases, extra first | 42 | 50 | 42 | 50 | | |
| Half-chests, ordinary firsts | 22 | 28 | 22 | 28 | | |
| Young Hyson—Cases, sifted extra firsts | 42 | 50 | 42 | 50 | | |
| Cases, small leaf, firsts | 35 | 40 | 35 | 40 | | |
| Half-chests, ordinary firsts | 22 | 38 | 28 | 38 | | |
| Half-chests, seconds | 17 | 19 | | 28 | | |
| " thirds | 15 | 17 | 16 | 18 | | |
| " common | 13 | 14 | 14 | 15 | | |
| Pingsueys— | | | | | | |
| Young Hyson, ½-chests, firsts | 28 | 32 | 23 | 32 | 30 | 40 |
| " " " seconds | 16 | 19 | 18 | 19 | | |
| " Half-boxes, firsts | 28 | 32 | 28 | 32 | | |
| " " seconds | 16 | 19 | 18 | 19 | | |
| Japans— | | | | | | |
| ½-chests, finest Maypickings | 38 | 40 | 38 | 40 | | |
| Choice | 32 | 36 | 33 | 37 | | |
| Finest | 28 | 30 | 30 | 32 | | |
| Fine | 25 | 27 | 27 | 30 | | |
| Good medium | 22 | 24 | 25 | 28 | | |
| Medium | 19 | 20 | 21 | 23 | | |
| Good common | 18 | 18 | | 20 | | |
| Common | 13 | 15 | | 19 | | |
| Nagasaki, ½-chests, Pekoe | 18 | 22 | | | | |
| " " Oolong | 14 | 15 | | | | |
| " " Gunpowder | 16 | 19 | | | | |
| " " Siftings | 7½ | 11 | | | | |
| **RICE, SAGO, ETC.** | | | | | | |
| Rice—Standard B | 8 00 | 8 10 | | 8½ | 8 25 | 8 40 |
| Patna, per lb | 4 25 | 4 50 | 4¾ | 5 | 5 | 6 |
| Japan | 4 40 | 4 90 | 5½ | 6 | 5 | 6 |
| Imperial Seeta | 4 60 | 4 90 | 4¾ | 5½ | 5 | 6 |
| Extra Burmah | | | 4¾ | 4¾ | 4 | 5 |
| Java, extra | | 5¾ | 6 | 6½ | 6 | 7 |
| Macaroni, dom'ic, per lb., bulk | 3¾ | 4¼ | | 7½ | | |
| " imp'd, 1-lb. pkg., French | 8 | 12 | 9 | 10 | | |
| " " Italian | 8 | 10 | 11 | 12½ | | |
| Sago | 3¼ | 3½ | 3¾ | 4 | 4¼ | 5 |
| Tapioca | | 3½ | 3¾ | 3¾ | 4½ | 5 |

THE "GLOBE" POLISH HAS COME TO STAY AND ALL DEALERS CAN STOCK IT WITHOUT HESITATION.

TRY "GLOBE" AND YOU WILL USE NO OTHER. IT IS THE BEST.

# "GLOBE" METAL POLISH

Write for a supply of Show cards and Advertising Novelties.

—WE SHALL BE PLEASED TO ANSWER ALL ENQUIRIES.—

RAIMES & CO., 164 DUANE ST., NEW YORK CITY.

SCHEPP'S EDELWEISS BRAND COCOANUT

# Schepp's Cocoanut.




A high-grade food product that you can recommend.
The best of its kind, that's all.
For particular people, Schepp's Improved Cocoanut in packages.

## L. SCHEPP CO.,

CANADIAN FACTORY: TORONTO, CAN.
NEW YORK.

LONDON, ENG.: Saml. Hanson, Son & Barter, Agents.

*"Best in the World."*

## HILL, EVANS & CO'S (WORCESTER, ENG.)

PURE ENGLISH
**MALT VINEGAR** Delicate in Flavor and Aroma. Splendid keeping properties.

**ROBERT WATERS' QUININE WINE**
Quinine in a palatable form - 50 years' reputation.

Export Agents:
Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

# Perkins, Ince & Co.

**Wholesale Grocers**

FRONT STREET EAST,
**Toronto.**

NONE BETTER THAN THE

## Raspberry, Strawberry,
...AND...
## Peach Jam, manufactured by

the **J. Hungerford Smith Co., Limited.** Send in a trial order, then you will know more about it.

**J. Hungerford Smith Co., Limited, Toronto**

## NECTAR THEN AND NOW.

AT the hands of Hebe or Ganymede as cupbearer it assumed a roseate hue, possessed wonderful life-giving properties, and imparted perential beauty and vigor to those who sipped it wisely, remarks London Globe. This, of course, was on the mystical heights of Olmypus, where, in hot weather, it was doubtless tempered with a mixture of chastening snow. In the valleys below the early connoisseur, supine but exigent, took his nectar in the form of a

> —draught of vintage that had been
> Cooled a long age in the deep-delved earth,

and as often as he took it he seems to have found that it agreed with him. But no sooner was a beverage pronounced the ideal nectar of gods and men than the latter began afresh their experiments with the cup. The only nectar that could be properly idealized must be all things to all men; and as the tastes of mortals were almost as various as their drinks, a rather serious difficulty must have been experienced. This seems ultimately to have been solved by the application of the term to a whole class of beverages, the only necessary condition being that they should be equally delicious and salubrious. In a word, there was nectar, and nectar all the world over. Thus it became not only the most accommodating of drinks, but the ideal beverage according to time, place, circumstance, and—last, but by no means least—the fastidious personal equation.

But, of course, the ancients had their special idea of a true nectar, as tested and approved by their own palates. Wine was its natural basis, and it would, perhaps, not be difficult to trace the "cup" drinks of the moderns to the class of beverages which were regarded by the Greeks and Romans as "nectareous." The early practice of adding water to wine and cooling it with ice or snow developed into an entirely new order of thirst allaying beverages. Honey was the natural sweetener of all of them; but this ingredient was apt to pall, and its rather cloying lusciousness had to be corrected by the use of certain flowers and spices. From Lucullus himself might have fallen the inspiration:

> Annual for me the grape, the rose, renew,
> The juice nectareous and the balmy dew.

A similar development can be traced in the history of the famous beverages, mead and metheglin, once the nectars of Northern Europe. Both were fermented drinks; but the latter—the nectar or "honey wine" of the banqueting table—was rather viciously intoxicating, while mead was chiefly used as a vehicle for the flavoring of fruits and aromatic herbs. Queen Elizabeth was excessively fond of it, and a mead used to be especially prepared for her use, blended with sweet briar, thyme, rosemary and bay. The effect of metheglin upon the heads and tempers of its consumers was notorious, and remembering the liberal views prevailing among our ancestors on this subject, the cause of many a hot feud and doughty trial of strength between Saxon and Dane may not be far to seek. Mead, however, was a true nectar, as was "morat," a delicate mixture of honey with mulberry juice. "Pigment" was a richer and heavier liquor, composed of wine highly spiced and also sweetened with honey.

As the use of honey waned, and the employment of sugar became general, a new departure occurred in what may not improperly be called "made" or mixed drinks. A genuine nectar was always regarded as a happy blend of several ingredients, and as these were infinitely various, the result was sometimes a little astonishing. One of the most delightful and harmonious of these blends was that of milk with cider or light wine, which one would like to think was the discovery of a genius. As for good cider, it is occasionally so very good as to be almost a nectar in itself, and one of its scientific advocates claims for it that "it satisfies the interior parts of the system, which then cease to importune the stomach." A splendid credential, which also implies a great moral. But where are the ciders of old days with which this truly admirable result might perhaps have been obtained? What has become of the once famous "Cocky Gee," king of all the Somersetshire ciders, of which an excellent judge remarked that never was nectar more delicious? "Full flavored, soft, creamery, yet vigorous, it was preferred to any champagne. Fashions change, tastes vary, and men conform accordingly. Though not even the most drouthy poet would vaunt the vapid inanity of the so-called "claret cup" as ordinarily made and administered. No hint of the nectar of flowers is to be found in that bowl. And in spite of the exquisite nectars of which milk is a leading ingredient, we are content to regard it as sufficiently drinkable when "enthused" by means of a syphon. Such a combination would have chilled the heart of Isaak Walton, a connoisseur of no mean order. He does not say that he was the inventor of the delicious beverage described in his book, but he certainly suggests a most delightful occasion for its enjoyment. On a hot summer afternoon, and within earshot of the drowsy rippling of the stream, we find a shady retreat "which Nature herself has woven with her own fine finger—a contexture of woodbines, sweetbriar, jessamine, and myrtle." In this enchanting bower art comes to the relief of (human) nature with a nectar composed of sack, milk, oranges and sugar, which, though not iced in the lavish modern manner, was "temperatured" to the refreshing point of coolness; which is about "as cool as a cucumber," little more or less. This is a most appealing drink, even to the driest imagination. So good, indeed, that it was declared to be "too good for any but anglers or very honest men." By all means let us qualify for a share of that bowl.

It has been said that in the multitude of beverages there is folly; but there is pleasure, and good service, too, in a few. The ideal nectar for hot weather should be thirst assuaging, bland, and not of too composite a character. Like truth, it may sometimes be discovered at the bottom of a well. Some easily satisfied palates have found it in cold tea lightly sweetened and with a slice of lemon added; while a pinch of oatmeal to a yard of pump water has been voted all sufficient by the teetotallers. It depends upon the drinker. No doubt, simplicity is delightful to the thirsty, though a more nectareous touch is permissible in the draught prepared for an occasion. And here is one which, though originally "made in Germany," should yet commend itself to English tastes. In a large vessel, and in a cool place, lay a freshly-gathered bunch of sweet-smelling woodroffe, with an orange. Then fill up the bowl with any thin Rhenish wine, and allow it to stand for some hours. When required add a bottle or two of aerated water, and serve it as a "cup" with everything floating in it. It should, of course, be cool; but if you affront it with ice it will respond with diminished flavor. And—as is not always the case with nectars of a more ambitious cast—it is said of this delicious beverage that you never have to ask your friends how they like it.

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## THE ANGLO-FRENCH CHINAMAN.

W. H. Evans, in Montreal Star.

Entering a laundry in Westmount a few days ago I noticed the "celestial" deeply interested in a "classic." I said:

"Gum Choo, what are you reading?"

"Learnee Flenchee."

"Learning French?"

"Yep."

"Who is teaching you?" I exclaimed.

"The San Fliscan Flyer."

"The St. Franciscan Friar?"

"Yes, the Fliscan Flyer at the biggee Jossee housee on Dolchester street, no bootee, lopee beltee (rope belt)."

"Well, Gum, how are you progressing?"

"Fline, pallee likee Loctor Dlummond's Labitant (Habitant). Avee vooee checkee po' la washee, chin chin, savee?"

"You are doing well. How do you amuse yourself?"

"Playee plingee plongee with Yow Yow in backee roomee. Comme ca?"

Established 1845 MODERN MACHINERY, UP-TO-DATE METHODS Established 1845




1 and 2-lb. Tins.

## S. H. & A. S. EWING'S

HIGH-GRADE

# COFFEE and SPICES

"The goods that have stood the test of time."

"The perfected products of 57 years' study and experience."

(Have you seen the new ¼ Spice package "Prince of Wales' " brand? Write for sample.)

**S. H. & A. S. EWING,** Montreal Coffee and Spice Steam Mills, 55 Cote St., MONTREAL, P.Q.

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# *To Arrive in a Few Days:*

**California Raisins, Griffin Seeded.**
**California 2-Crown Loose Muscatels.**
**California 3-Crown Loose Muscatels.**
**California 4-Crown Loose Muscatels.**
**Malaga. Bevan's 3-Crown Loose Muscatels.**
**4-Crown Solari's Sultanas.**
**4-Crown Layers, Pallare's Valencias.**

## F. J. CASTLE - OTTAWA.

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Subscribers wanting goods or special quotations on anything anywhere in Canada, at any time, can get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto or Montreal.

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## COX'S GELATINE

Always Trustworthy

ESTABLISHED 1725.

Agents for Canada:
C. E COLSON & SON, Montreal.
D MASSON & CO., Montreal.
ARTHUR P TIPPET & CO., Toronto, St. John, N.B., and Montreal

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SEASON 1902.

# Butter Tubs

Order now—ship when required. Best goods—fair price.

**WALTER WOODS & CO.**

HAMILTON.

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Established 1862.

## E. THOMPSON & CO.

LIVERPOOL,

Offices—11 Victoria St. . . . ENG.
Warehouses—48-52 Thomas St.

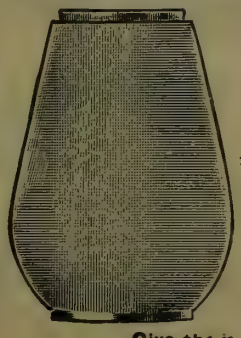
We solicit correspondence and offers of all kinds of **CANNED GOODS** and **DRIED FRUITS**, etc., suitable for the English and Continental markets. Consignments will receive best attention and advances made when required.

REFERENCE—Canadian Bank of Commeree.

American Agent—
G. H. THOMPSON,
107 Hudson St., NEW YORK.

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ARE YOU USING OUR



Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,
of WALLACEBURG, Limited.

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Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

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Toronto Fruit Merchants.

## *McWilliam & Everist*

Commission Merchants.

Fruit Importers and Exporters.

Canadian Apples a Specialty.

CORRESPONDENCE SOLICITED.

Quote us if you have anything to offer.
Ask for our prices when requiring fruit.

25 and 27 Church St., TORONTO, Can.

Long Distance 'Phone Main 645.
Warehouse 'Phone Main 3394.

---

## California Fruits

**Canadian Peaches, Plums, Tomatoes.**

Fresh arrivals daily at lowest market prices.

Full stock of Oranges, Lemons and Bananas always on hand.

## HUSBAND Bros. & Co.

82 Colborne St., TORONTO.

Phones, Main 54, Main 3428.

## BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

A DEMAND of assignment was made on J. D. Lacerte, general and leather merchant, Plessiville, Que., and he has assigned.

T. Carroll, grocer, Montreal, has left, and his stock is under seizure.

Wilks & Michaud are curators of A. Levert & Cie, grocers, Montreal.

J. E. Langlois, general merchant, the Brooke, Ont., has compromised.

Elizabeth Daundy, grocer, Sarnia, Ont., has assigned to C. B. Armstrong.

W. Renaud is curator of Emilieu Cadieux, grocer, St. Henri de Montreal.

Joseph Picard, grocer and liquor merchant, Montreal, is offering to compromise.

A. L. Kent is curator of Alph. Fontaine, general merchant, St. Alexis de Montcalm, Que.

A. B. McNeill, late grocer, Vancouver, is offering to compromise at 25c on the dollar.

J. Edouard Heon, general merchant, St. Eulalie, Que., has assigned to Lamarche & Benoit.

C. D. Fontaine, general merchant, Shawenigan Falls, Que., has assigned to Lamarche & Benoit.

A statement of the affairs of Mathias Rousseau, general merchant, Warwick, Que., is being prepared.

O. Lockwell, grocer, Quebec, has assigned, and is offering to compromise at 30c. on the dollar, cash.

Jas. Boucher, general merchant and blacksmith, St. Adrien, Que., has assigned to Chartrand & Turgeon.

G. Pommerleau, general merchant, Beauce Junction, Que., is offering to compromise at 35c. on the dollar.

W. J. Bawlf, liquor merchant, Winnipeg, has assigned to C. H. Newton, and his creditors meet on the 7th inst.

PARTNERSHIPS FORMED AND DISSOLVED.

The company operating the St. Johns creamery, St. Johns, Que., has dissolved.

Knowlton & Pibus, grain, flour and feed merchants, Knowlton, Que., have dissolved.

Rousseau & Sabourin, grocers, Montreal, have dissolved and sold out to A. Vermette.

The Empire Hall Co., agents and traders, Montreal, have dissolved and registered a new partnership.

SALES MADE AND PENDING.

J. M. Ferrier, grocer, Perth, Ont., has sold out.

The assets of A. Levert & Co., grocers, Montreal, are to be sold.

The assets of John Cunningham, baker, Ottawa, have been sold.

The assets of Jos. Pickard, grocer and fruits, Montreal, have been sold.

The assets of Gandoise Dumas, general merchant, St. Gervais, Que., are to be sold.

Fletcher & Co., grocers and flour and feed merchants, Gravenhurst, Ont., have sold out.

J. S. Case, groceries, crockery, etc., Hensall, Ont., is advertising his business for sale.

J. W. Scott, cheese manufacturer, Sparta, Ont., is advertising his business for sale.

Walter Clifford, general merchant and miller, Austin, Man., is advertising his mill for sale.

Camille Mongeau, lumber and general merchant, St. Bruno, Que., is selling out and removing to Montreal.

J. S. Tallman, general merchant and sawmiller, Caistor Centre, Ont., is advertising his store business for sale.

The stock of S. Bertrand, general merchant, Notre Dame Des Anges, Que., is to be sold at 66½c. on the dollar.

Edwin Galloway, of Galloway & Cook, flour, feed and seed merchants, Iagersoll, Ont., is dead, and the business is advertised for sale.

CHANGES.

J. Riopelle, grocer, Montreal, has registered.

Achille Vermette, grocer, Montreal, has registered.

T. Dowswell, grocer, Toronto, has sold out to A. E. Proctor.

J. W. Sanderson, grocer, Toronto, has sold out to A. W. Cooper.

Joseph Picard & Cie, fruiterers, etc., Montreal, have registered.

C. Fontaine, grocer, Leduc, Que., is succeeded by J. J. Muggan.

The St. Raymond Match Co., St. Raymond, Que., has registered.

Samuel Wilson, tobacconist, Toronto, has sold out to A. C. Allen.

Charles Butler, grocer, etc., Ottawa, is succeeded by K. B. Holland.

J. F. Ringios, general merchant, Trumbell, Man., is out of business.

Bannerman Bros., grocers, Greenwood, Man., are giving up business.

Robert McLeod, liquor merchant, Lucan, Ont., has sold out to Mr. Bice.

Allan & Browne, grocers, etc., Toronto, have sold out to Chas. Mould.

Ness & Co., grocers, Barrie, Ont., have sold out to Carson & Heasman.

Charles E. Smith, fish dealer, Halifax, is succeeded by T. M. Boutillie.

Israel Lechner has registered for J. Weber & Co., bakers, Montreal.

W. A. Bingham, general merchant, Croton, Ont., is closing out there.

Jas. A. Shaff, tobacconist, Ladner, B.C., has sold out th W. R. McClellan.

Ernest Lefevre, confectioner, Comber, Ont., has sold out to W. G. Taylor.

A. M. Mowat, general merchant, Dauphin, Man., has sold to Robert Lilly.

Frank May, general merchant, Pike Creek, Ont., has sold out to Alfred Parent.

J. A. Wellington, grocer, St. Catharines, Ont., has sold out to G. F. Livingston.

A. Charlebois, general merchant, Nominigue, Que., is succeeded by H. Constantin.

James S. Gray, general merchant, Port Maitland, N.S., has sold out to J. E. Gundey.

Celanire Rainville has registered for J. A. Lomme & Cie., general merchants, St. Johns, Que.

M. J. Lavigne, general merchant, Hull, Que., has opened a branch store on Main street, Hull.

P. W. Frappier, general merchant, St. Andre Avelin, Que., is succeeded by Mrs. A. D. Drouin.

FIRES.

H. Kreig, tobacconist, Hespeler, Ont., has sustained loss by fire.

Mrs. Leduc, grocer and liquor merchant, Montreal, was burned out.

The Garlock Packing Co., Hamilton, has sustained loss by fire and water.

The stock of L. A. Wilson & Co., wholesale liquor dealers, Montreal, was damaged by fire; insured.

DEATHS.

Jean Baptiste Pacquet, grocer, Quebec, is dead.

Joseph Goulet, of Goulet Bros., manufacturers of cigars, Montreal, is dead.

James Macaulay, of Macaulay Bros., general merchants, Dawson, Yukon Territory, is dead.

POPULARITY is the proof of merit, and no brand has ever achieved popularity so quickly as

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

BOBS costs you only 36 cents, and pays a good profit.

BOBS is well advertised.

BOBS is selling well in almost every store from the Atlantic to the Pacific.

BOBS is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO, LIMITED

MONTREAL, QUE.

# CEYLON TEA

## BLACK AND GREEN.

is growing more popular every day.

Facts and figures show that the importation of Ceylon Tea into Canada has been increasing steadily for some time past.

There must be a popular demand to increase the importation of Ceylon Tea, and the wise grocer knows that it pays to sell a popular article.

Once your customers know there is no better tea than Ceylon Tea they will use it exclusively.

Now, don't let the fellow around the corner get your tea trade, but recommend and sell

# CEYLON TEA

**BLACK AND GREEN**

**and you will find that the bulk of the tea business will come to your store.**

# EVERYTHING

comes to the man who

# WAITS,

but **Robinson's Patent Barley**

and **Robinson's Patent Groats**

have stood the test of over ninety years, and are now being sold by almost every reliable Grocer in Canada.

Don't **WAIT** until you are asked for them, but stock these Foods **NOW.**


## Current Market Quotations for Proprietary Articles

November 6, 1902.

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### BAKING POWDER.

| Cook's Friend— | Per doz. |
|---|---|
| Size 1, in 2 and 4 doz. boxes | $ 40 |
| " 10, in 4 doz. boxes | 2 10 |
| " 2 in 6 " | 80 |
| " 12, in 6 " | 70 |
| " 3, in 4 " | 45 |
| Pound tins, 3 doz. in case | 3 00 |
| 12oz. tins, 3 " " | 2 40 |
| 5-lb. tins, ½ " " | 14 00 |

| Diamond— | W. H. GILLARD & CO. |
|---|---|
| 1 lb. tins, 2 doz. in case | per doz. 2 00 |
| ½ lb. tins, 3 " " | " 1 25 |
| ¼ lb. tins, 4 " " | " 0 75 |

IMPERIAL BAKING POWDER.

| Cases. | Sizes | Per Doz. |
|---|---|---|
| 4 doz. | 10c. | $0 85 |
| 3 " | 6-oz. | 1 75 |
| 1 " | 12-oz. | 3 50 |
| 4 and 3 doz. | 12-oz. | 3 40 |
| 2 and 3 doz. | 16-oz. | 4 35 |
| ½ doz. | 2½-lb. | 10 50 |
| 1 doz. | 2½-lb. | 10 40 |
| ½ and 1 doz. | 5-lb | 19 50 |

MAGIC BAKING POWDER




| Cases. | Sizes. | Per Doz. |
|---|---|---|
| 4 doz. | 5c. | $ 40 |
| 4 " | 4-oz. | 60 |
| 4 " | 6-oz. | 75 |
| 4 " | 8-oz. | 95 |
| 4 " | 12-oz. | 1 40 |
| 2 " | 12 oz. | 1 45 |
| 4 " | 16-oz. | 1 65 |
| 2 " | 16-oz. | 1 70 |
| 1 " | 2½-lb. | 4 10 |
| 1 " | 5-lb | 7 30 |
| 2 " | 6-oz. } | Per case. |
| 1 " | 12-oz. } | $4 55 |
| 1 " | 16-oz. } | |

JERSEY CREAM BAKING POWDER

| | |
|---|---|
| ⅛ size, 5 doz. in case | 40 |
| ¼ size, 4 doz. in case | 75 |
| ½ " 3 " " | 1 25 |
| 1 " 2 " " | 2 25 |

VIENNA BAKING POWDER.

| | Per doz. |
|---|---|
| 1 lb. tins, 4 doz. in box | $2 25 |
| ½ lb. tins, 4 " " | 1 25 |
| ¼ lb. tins, 4 " " | 75 |
| 3 oz. in paper, 4 doz. in box | 70 |
| 5 " " 4 " " | 35 |

### BLACKING.

SHOE POLISH.

| Henri Jonas & Co. | Per gross |
|---|---|
| Jonas' | $9 00 |
| Froments | 7 50 |
| Military dressing | 24 00 |

### BLUE.

| | |
|---|---|
| Keen's Oxford per lb | $0 17 |
| In 10 box lots or case | 0 16 |
| Reckitt's Square Blue 12-lb. box | 0 17 |
| Reckitt's Square Blue, 5 box lots | 0 18 |
| Gillett's Mammoth, boxes, 1 gross | 9 00 |
| Nixey's "Cervus" in squares, per lb. | 0 16 |
| " " in bags, per gross | 1 25 |
| " " in pepper boxes, according to size | 0 02 0 10 |

### BLACK LEAD.

| | |
|---|---|
| Reckitt's per box | 1 15 |
| Box contains either 1 gro., 1 oz. size: ½ gro., 2 oz. or ¼ gro. 4 oz. | |
| Nixey's refined, per 9 lb. box of 12 1 doz. chip boxes | 1 50 |
| Nixey's, as supplied the King, per 9-lb. box of 12 doz. block | 1 50 |
| Nixey's Silver Moonlight Stove Polish, in blocks 13-3 and 6-oz. size. Full price list on application. | |

### CORN BROOMS

| Boeckh Bros & Company | doz. net. |
|---|---|
| Bamboo Handles, A, 4 strings | 4 35 |
| " " B, 4 strings | 4 10 |
| " " C, 3 strings | 3 85 |
| " " D, 3 strings | 3 60 |
| " " F, 3 strings | 3 35 |
| " " G, 3 strings | 3 10 |
| " " I, 3 strings | 2 85 |

### BISCUITS.

CARR & CO. LIMITED.
Frank Magor & Co., Agents

| | |
|---|---|
| Cafe Noir | 0 15 |
| Ensign | 0 12¾ |
| Metropolitan mixed | 0 09 |

### CANNED GOODS.

MUSHROOMS.

| Henri Jonas & Co. | |
|---|---|
| Mushrooms, Rione | $15 50 |
| " 1st choice Duthell | 18 50 |
| " 1st choice Lenoir | 19 50 |
| " extra Lenoir | 24 00 |
| Per case, 100 tins. | |

FRENCH PEAS—DELORY'S
Henri Jonas & Co.

| | |
|---|---|
| Moyen's No 2 | $9 00 |
| " No. 1 | 10 50 |
| ½ Fins | 12 50 |
| Fins | 14 00 |
| Tres fins | 15 00 |
| Extra fins | 16 50 |
| Sur extra fins | 18 00 |

FRENCH SARDINES.
Henri Jonas & Co.

| | |
|---|---|
| ¼ Trefavennes | $9 50 |
| ¼ Rolland | 9 50 10 00 |
| ¼ Delory | 10 50 |
| ¼ Club Alpins | 2 50 |

### CHOCOLATES & COCOAS.

Cocoa—The Cowan Co Limited.

| | |
|---|---|
| Hygienic, 1-lb. tins, per doz. | $7 25 |
| " ½-lb. tins " " | 3 75 |
| " ¼-lb. tins " " | 2 25 |
| " fancy tins " " | 0 90 |
| Hygienic, 5-lb tins, for soda water fountains, restaurants, etc. per lb | 0 55 |
| Perfection, ½-lb. tins, per doz. | 3 00 |
| Cocoa Essence, sweet, ½-lb. tins, per doz | 2 25 |

| Chocolate— | per lb. |
|---|---|
| Queen's Dessert, ¼'s and ½'s | $0 40 |
| " " 6's | 0 42 |
| Mexican Vanilla, ¼'s and ½'s | 0 35 |
| Royal Navy Rock " | 0 30 |
| Diamond " " | 0 25 |
| " 8's | 0 28 |

| Chocolats— Fry's. | per lb. |
|---|---|
| Caracas, ¼'s, 5-lb. boxes | 0 45 |
| Vanilla, ¼'s | 0 43 |
| "Gold Medal" Sweet, ¼'s, 6 lb. bxs | 0 29 |
| Pure, unsweetened, ½'s, 6 lb. bxs | 0 43 |
| Fry's "Diamond," ¼'s, 14 lb. bxs | 0 24 |
| Fry's "Monogram," ½'s 14 lb. bxs | 0 24 |

| Cocoa— | per doz |
|---|---|
| Concentrated, ¼'s 1 doz. in box | 2 40 |
| " ½'s, " " | 4 50 |
| " 1 lbs. " | 8 25 |
| Homoeopathic, ¼'s 14 lb. boxes | .... |
| " ½ lbs. 12 lb. boxes | .... |
| Epps's cocoa, case of 14 lbs., per lb. | 0 35 |
| Smaller quantities | 0 37½ |

JOHN P. MOTT & CO.'S
R. S. McIndoe, Agent, Toronto.

| | |
|---|---|
| Mott's Broma per lb | 0 30 |
| Mott's Prepared Cocoa | 0 28 |
| Mott' Homeopathic Cocoa (¼'s) | 0 12 |
| Mott's Breakfast Cocoa (in tins) | 0 40 |
| Mott's No. 1 Chocolate | 0 30 |
| Mott's Breakfast Chocolate | 0 28 |
| Mott's Caraccas Chocolate | 0 40 |
| Mott's Diamond Chocolate | 0 25 |
| Mott's French-Can. Chocolate | 0 18 |
| Mott's Navy or Cooking Chocolate | 0 28 |
| Mott's Cocoa Nibbs | 0 35 |
| Mott's Cocoa Shells | 0 05 |
| Vanilla Sticks, per gross | 0 90 |
| Mott's Confectionery Chocolate | 0 21 0 43 |
| Mott's Sweet Chocolate Liquors | 0 19 0 30 |

CADBURY'S.
Frank Magor & Co., Agents. per doz

| | |
|---|---|
| Cocoa essence, 3 oz. packages | $1 65 |
| Mexican chocolate, ¼ and ½ lb. pkgs. | 0 40 |
| Rock Chocolate, loose | 0 40 |
| " 1-lb. tins | 0 43 |
| Nibs, 10-lb. tins | 0 35½ |

WALTER BAKER & Co., LIMITED.

| | per lb |
|---|---|
| Premium No. 1 chocolate, 2-lb boxes | $ 32 |
| Vanilla chocolate 6-lb boxes | 47 |
| German sweet, 6-lb. boxes | 27 |
| B'kfast cocoa, ½-lb. tins, plain; 6-lb. boxes | 51 |
| Cracked cocoa, ½-lb. pkgs. 12-lb. bxs. | 35 |
| Caracas sweet chocolate, 6-lb. boxes | 37 |
| Soluble chocolate (hot or cold soda) 1-lb. cans | 45 |
| Vanilla chocolate wafers, 48 to box, per box | 1 56 |

### COCOANUT.

L. Scherp Co. per lb.

| | |
|---|---|
| 1-lb. packages, 15 and 30-lb. cases | $0 26 |
| ½-lb. " " " " | 0 27 |
| ¼-lb. " " " " | 0 28 |
| ½ and 1-lb. pkgs., assorted, 15 and 30-lb. cases | 0 26½ |
| ¼ and ½-lb. pkgs. assorted, 15 and 30-lb. cases | 0 27½ |
| 5c. package, 4 doz. in case, per doz. | 0 45 |

### CHEESE.

| Imperial—Large size jars, per doz. | $ 8 25 |
|---|---|
| Medium size jars | 4 50 |
| Small size jars | 2 40 |
| Individual size jars | 1 00 |
| Imperial Holder—Large size | 18 00 |
| Medium size | 15 00 |
| Small size | 12 00 |
| Roquefort—Large size, per doz. | 2 40 |
| Small size | 1 40 |

# "THE EDWARDSBURG BRANDS"

# Starch

## . . . and Syrup

Are well known all over the Dominion as a **STANDARD OF QUALITY.** **ASSORTED STOCKS** of all styles of packages now on hand, and **PROMPT SHIPMENT** guaranteed.

## EDWARDSBURG STARCH CO'Y, Limited

**Established 1858.**

164 St. James St., MONTREAL. | Works: CARDINAL, ONT. | 53 Front St. East, TORONTO


### COFFEE.

JAMES TURNER & CO.

| | per lb. |
|---|---|
| Mecca | 0 32 |
| Damascus | 0 28 |
| Cairo | 0 20 |
| Sirdar | 0 17 |
| Old Dutch Rio | 0 12½ |

E. D. MARCEAU, Montreal.

| | per lb. |
|---|---|
| "Old Crow" Java | 0 25 |
| " Mocha | 0 25 |
| "Condor" Java | 0 30 |
| " Mocha | 0 30 |
| 15-year-old Mandheling Java and hand-picked Mocha | 0 50 |
| 1-lb. Fancy tins choice pure coffee, 48 tins per case | 0 20 |
| Madam Huot's Coffee, 1-lb. tins | 0 31 |
| " " " 2-lb. tins | 0 30 |

100 lb. delivered in Ontario and Quebec.

### CONDENSED MILK.




Borden's Condensed Milk Co.

| | |
|---|---|
| "Eagle" Brand | $1 65 |
| "Gold Seal" Brand | 1 30 |
| "Peerless" Brand Evaporated Cream | 1 20 |

### CLOTHES PINS.

UNITED FACTORIES LIMITED.

| | |
|---|---|
| Clothes Pins (full count), 5 gross in case, per case | 0 57 |
| 4 doz. packages 12 to a case) | 0 72 |
| 6 doz. packages (12 to a case) | 0 92 |

### COUPON BOOKS—ALLISON'S.

For sale in Canada by—The Eby, Blain Co., Limited, Toronto C. O. Beauchemin & Fils, Montreal

$1, $2, $3, $5, $10 and $20 books.

| | Unnumbered | Covers and Coupons numbered. |
|---|---|---|
| In lots of less than 100 books. 1 kind assorted | 4c. | 4½c. |
| 100 to 500 books | 3½c. | 4c. |
| 500 to 1,000 books | 3c. | 3½c. |

Allison's Coupon Pass Book

| | |
|---|---|
| 1 00 books | 3 cents each |
| 2 00 books | 3 cents each |
| 3 00 books | 3 cents each |
| 5 00 books | 4 cents each |
| 10 00 books | 5½ cents each |
| 15 00 books | 6½ cents each |
| 20 00 books | 7½ cents each |
| 25 00 books | 8 cents each |
| 50 00 books | 12 cents each |

### EXTRACTS.

HENRI JONAS & Co.

| | Per gross. |
|---|---|
| 8 oz. London Extracts | $6 00 |
| 2 oz. " " (no corkscrews) | 5 50 |
| 2 oz. " " | 9 00 |
| 2 oz. Spruce essence | 6 00 |
| 2 oz. " " | 9 00 |
| 2 oz. Anchor extracts | 12 00 |
| 4 oz. " " | 21 00 |
| 1 oz. " " | 36 00 |
| 1 lb. " " | 70 00 |
| 1 oz. Flat " | 9 00 |
| 2 oz. Flat bottle extracts | 18 00 |
| 2 oz. Square " | 21 00 |
| 4 oz. " " corked) | 36 00 |
| 8 oz. " " " | 72 00 |

| | Per doz. |
|---|---|
| 8 oz. " glass stop extracts | 3 50 |
| 8 oz. " " " | 7 00 |

| | Per doz. |
|---|---|
| 2½ oz. Round quintessence extracts | 2 00 |
| 4 oz. Jockey decanters " | 3 50 |

### FOOD.

| | Per doz. |
|---|---|
| Robinson's Patent Barley ½ lb tins | 1 25 |
| " " " 1 lb. tins | 2 25 |
| " " Groats, ½ lb. tins | 1 25 |
| " " " 1 lb. tins | 2 25 |

### GINGER ALE & SODA WATER

| | per doz. |
|---|---|
| Cantrell & Cochrane's Imported Ginger Ale and Club Soda Water | $1 40 |

### JAMS AND JELLIES.

SOUTHWELL'S GOODS.

Frank Magor & Co., Agents.

| | per doz |
|---|---|
| Orange Marmalade | 1 50 |
| Clear Jelly Marmalade | 1 50 |
| Strawberry W. F. Jam | 2 00 |
| Raspberry " " | 2 00 |
| Apricot " " | 1 75 |
| Black Currant " | 1 85 |
| Other Jams, W. F. | 1 55 1 90 |
| Red Currant Jelly | 2 75 |

Jams— T. LIPTON & CO.

| | |
|---|---|
| 12-oz. glass jars, per doz | $0 95 |
| 1-lb. glass jars, 2 doz. in case, per doz | 1 50 |
| 2½-lb. tin pail, 2 doz. in crate, per lb. | 0 09 |
| 5-lb. tin pails, 8 pails in crate, per lb | 0 06 |
| 7-lb wood pails, 6 " " " | 0 06 |
| 14-lb. wood pails, per lb | 0 06 |
| 30-lb " " " | 0 06 |

Jellies—

| | |
|---|---|
| 1-lb. glass jars, per doz | $1 50 |
| 7-lb. wood pails, per lb | 0 09 |
| 14-lb. " " " | 0 09 |
| 30-lb. " " " | 0 09 |

### LICORICE.

YOUNG & SMYLIE'S LIST.

| | |
|---|---|
| 5-lb. boxes, wood or paper, per lb | $0 40 |
| Fancy boxes (36 or 50 sticks) per box | 1 15 |
| "Ringed" 5 lb. boxes, per lb | 0 40 |
| "Acme" Pellets, 5 lb. cans, per can | 2 00 |
| "Acme" Pellets, fancy boxes 40) per box | 1 50 |
| Tar, Licorice and Tolu Wafers, 5 lb. cans, per can | 2 00 |
| Licorice Lozenges, 5 lb. glass jars | 1 75 |
| " " 20 5 lb. cans | 7 50 |
| "Purity" Licorice 10 sticks | 1 45 |
| " " 100 sticks | 9 73 |
| Dulce large cent sticks, 100 in box. | |

### LIQUORS.

COGNAC IN CASES.

Ph. Richard.

| | |
|---|---|
| S.O. Quarts, 12's | $22 50 |
| F.C. " " | 15 00 |
| F.C. 1-15 bottles, 180's | 2 00 |
| V.S.O.P " " | 12 00 |
| V.S.O.P. pints, 24's | 13 00 |
| V.S.O.P. ½-pints, 48's | 14 00 |
| V.S.O.P. 1-15 bottles, 180's | 20 00 |
| V.S.O. quarts, 12's | 10 00 |
| V.S.O. 1-15 bottles, 180's | 18 00 |
| V.O. quarts, 12's | 8 50 |
| V.O. pints, 24's | 9 50 |
| V.O. ½-pints, 48's | 10 50 |
| V.O. 1-15 bottles, 180's | 14 00 |
| V.O. decanters, 12's | 0 5 |
| V.O. " pints, 20's | 13 00 |
| V.O. flasks, Imp. pints, with thimbles | 9 75 |
| V.O. " Reputed " " 24's | 10 50 |
| V.O. " no " 24's | 9 50 |

Chas. Couturier.

| | |
|---|---|
| Quarts, 12's | 7 00 |
| ½ bottles, 24's | 8 00 |
| ¼ " 48's | 9 00 |
| 1-15 bottles, 180's | 13 50 |
| Flasks, 24's | 8 00 |
| ½ Flasks, 48's | 9 00 |
| Flasks Imperial pints, Capsule, 16's | 8 00 |

F. Marion & Cie.

| | |
|---|---|
| Quarts, 12's | 6 00 |
| ½ bottles, 24's | 7 00 |
| ¼ " 48's | 8 00 |
| Flasks, reputed 24's | 7 00 |
| Flasks, ½-pints, 48's | 8 00 |
| 1-15 bottles, 180's | 12 50 |
| Flasks, Imp. pints with thumblers, 16's. | 8 00 |

Cognac In Wood.

Ph. Richard.

| | Gals. | Oct's. | Oct's. | Bbls. | Hhds. |
|---|---|---|---|---|---|
| Couturier | $4 00 | $3 95 | $3 85 | $3 80 | .... |
| Marion | 3 75 | 3 60 | 3 50 | 3 40 | .... |
| Ph Richard V.S.O.P | 5 50 | 5 35 | 5 25 | 5 00 | .... |
| Richard V.O. proof | 4 25 | 4 10 | 4 00 | 3 90 | 3 80 |
| Richard 5 up. proof V. O. | 4 00 | 3 80 | 3 70 | 3 50 | 3 40 |
| Richard Fine champagne | 6 00 | 5 90 | .... | .... | .... |

Gin—Pollen & Zoon, in Cases.

| | |
|---|---|
| Red, 15's | $10 00 |
| Green, 12's | 5 00 |
| Pony, 12's | 2 50 |

Gin Pollen & Zoon, in Wood.

| | Gals. | Oct's. | Oct's. | Bbls. | Hhds. |
|---|---|---|---|---|---|
| Gin, P. & Z. | $3 15 | $3 05 | $3 05 | $3 00 | $2 95 |

Mitchell Bros. Limited Scotch.

| | 1 case. | 5 cases. |
|---|---|---|
| Heather Dew, ordinary qts. 12's | $ 7 00 | $ 6 75 |
| Heather Dew, stone jars, Imperial, 12's | 12 50 | 12 25 |
| Heather Dew, oval flasks, quart, 12's | 11 25 | 11 00 |
| Special Reserve, oval, pts. 24's | 11 75 | 11 50 |
| " " ordinary qts., 12's | 9 00 | 8 75 |
| Special Reserve, ½ bottles, pints, 24's | 10 00 | 9 75 |
| Extra Special Liqueur, flagon, 12's | 9 50 | 9 25 |
| Extra Special Liqueur, ordinary bottles, 12's | 9 50 | 9 25 |
| Heather Dew, flasks, 48's | 12 00 | 11 75 |
| " " ½ flasks, 60's | 9 00 | 8 75 |
| Mullmore, Imperial oval quart flasks, 12's | 10 00 | 9 75 |
| Mullmore, flasks, Imperial pints, 24's | 10 50 | 10 25 |
| Mullmore, flasks, ordinary pints, 24's | 7 75 | 7 50 |
| Mullmore, ½ flasks, ordinary, 48's | 9 00 | 8 75 |
| Mullmore, ordinary quarts, 12's | 8 50 | 8 25 |
| Mullmore ordinary pints 24's | 7 50 | 7 25 |

Scotch Whisky in Wood.

| | Gals. | ½ Oct's. 9 gals. | Oct's. 17½ gals. | Bbls 40 gals. |
|---|---|---|---|---|
| Special Reserve | $4 50 | $4 25 | $4 15 | $3 90 |
| Heather Dew "A" | 4 00 | 3 85 | 5 | 3 65 |


**RECKITT'S** Blue and Black Lead {ALWAYS GIVE YOUR CUSTOMERS SATISFACTION

| Extra Special Liqueur | 5 00 | 4 90 | 4 80 | 4 75 |
|---|---|---|---|---|
| Old Scotch | 3 75 | 3 70 | 3 65 | 3 50 |

**Whiskey in Cases.**

**Mitchell Bros., Limited—Irish.**

| | |
|---|---|
| Cruiskeen Lawn, stone jar, 12's | $12 50 |
| Old Irish, flasks, Imp. quarts, 12's | 11 25 |
| " Special, quarts, 12's | 9 00 |
| " " Imp. pints, 24's | 11 75 |
| " round bottles, quarts, 12's | 6 50 |
| " round ½-bottles, pints, 24's | 8 00 |
| " 10-oz. flasks, 48's | 12 00 |
| " 5-oz. flasks, 60's | 9 00 |

**Irish Whiskey in Wood.**

| | Gal. | ½-Oct. | Oct. | Bbl |
|---|---|---|---|---|
| Mitchell, "Special Old" | $4 50 | $4 40 | $4 25 | $4 10 |
| Mitchell, "Old" | 4 00 | 3 90 | 3 75 | 3 65 |
| " "B" | 3 50 | 3 40 | 3 30 | 3 25 |
| " "C" | 3 00 | 2 | 2 80 | 2 75 |

**Champagne Wine in Cases.**

| | |
|---|---|
| Duc de Pierland, quarts, 12's | $14 00 |
| " " pints, 24's | 15 00 |
| Cardinal, quarts, 12's | 12 50 |
| " pints, 24's | 13 50 |
| Vve. Amiot Carte d'Or, quarts, 12's | 16 00 |
| " " pints, 24's | 17 00 |
| " " d'Argent, quarts, 12's | 0 50 |
| " " pints, 24's | 11 50 |

**Blandy Bros Wine.**

**Blandy's Madeira Wine, in cases.**

| | |
|---|---|
| Very Superior, quarts, 12's | 8 50 |
| Special Selected, quarts, 12's | 10 00 |
| London Particular, quarts, 12's | 13 00 |

**Blandy's Malaga, in cases.**

| | |
|---|---|
| Pale Sweet Blue Label, quarts, 12's | 7 50 |
| " White Label, quarts, 12's | 10 00 |

**Blandy's Sherry, in cases.**

| | |
|---|---|
| Manzanilla, quarts, 12's | 8 50 |
| Morosa, quarts, 12's | 11 00 |

**Blandy's Port Wine, in cases.**

| | |
|---|---|
| Good Fruity, quarts, 12's | 7 50 |
| Invalid Special, quarts, 12's | 12 00 |

**Blandy Bros'. Wine in Wood.**

| | Gal. | Octave. |
|---|---|---|
| Madere, No. ½ | $3 50 | $3 00 |
| " No. ¾ | 4 50 | 4 00 |
| Malaga Pale Sweet | 3 00 | 2 75 |

| Canadian Whiskies. | In barrels. per gal. |
|---|---|
| Gooderham & Worts, 65 O.P. | $ 4 50 |
| Hiram Walker & Sons " | 4 50 |
| J. P. Wiser & Son " | 4 49 |
| J. E. Seagram " | 4 49 |
| H. Corby " | 4 49 |
| Gooderham & Worts, 50 O.P. | 4 10 |
| Hiram Walker & Sons " | 4 10 |
| J. P. Wiser & Son " | 4 09 |
| J. E. Seagram " | 4 09 |
| H. Corby " | 4 09 |
| Rye, Gooderham & Worts | 2 20 |
| " Hiram Walker & Sons | 2 20 |
| " J. P. Wiser & Son | 2 19 |
| " J. E. Seagram | 2 19 |
| " H. Corby | 2 19 |
| Imperial, Walker & Sons | 2 90 |
| Canadian Club, Walker & Sons | 3 60 |

| | Less than one bbl. per gallon. |
|---|---|
| 65 O. P. | $4 55 |
| 50 O. P | 4 15 |
| Rye | 2 25 |

## LYE (CONCENTRATED).

GILLETT'S PERFUMED.

| | Per case. |
|---|---|
| 1 case of 4 doz | $ 3 60 |
| 3 cases " | 3 50 |
| 5 " | 3 40 |

## MINCE MEAT.

| | |
|---|---|
| Wethey's Condensed, per gross net | $12 00 |
| " per case of doz. net | 3 00 |

## MUSTARD.

COLMAN'S OR KEEN'S.

| | |
|---|---|
| D. S. F., ¼ lb. tins, per doz. | $1 40 |
| " ½ lb. tins, " | 2 50 |
| " 1 lb. tins, " | 5 00 |
| Durham 4 lb. jar, per jar | 0 75 |
| " 1 lb. " | 0 25 |
| F. D., ¼ lb. tins, per doz. | 0 85 |
| " ½ lb. tins | 1 45 |

HENRI JONAS & Co.

| | Per gross |
|---|---|
| Pony size | $7 50 |
| Imperial, medium | 9 00 |
| Imperial, large | 12 00 |
| Tumblers | 12 00 |

| | Per gross |
|---|---|
| Mugs | 13 20 |
| Pint jars | 18 00 |
| Quart jars | 4 00 |

E. D. MARCEAU, Montreal.

| "Condor," 12-lb. boxes— | | |
|---|---|---|
| ¼-lb. tins | per lb. | 0 35 |
| ½-lb. tins | " | 0 33 |
| 1-lb. tins | " | 0 32½ |
| 4-lb. jars | per jar | 1 20 |
| 1-lb. jars | " | 0 35 |

| "Old Crow," 12-lb. boxes— | | |
|---|---|---|
| ¼-lb. tins | per lb. | 0 25 |
| ½-lb. tins | " | 0 23 |
| 1-lb. tins | " | 0 22½ |
| 4-lb. jars | per jar | 0 70 |
| 1-lb. jars | " | 0 25 |

## OLIVE OIL

| | per case |
|---|---|
| Barton & Guestier's quarts | $8 00 |
| " " pints | 9 00 |

## ORANGE MARMALADE.

T. UPTON & CO.

| | |
|---|---|
| 1-lb. glass. 3 doz. case, per doz. | $1 00 |
| 7-lb. pails and 5 lb. tins | 0 06 |
| 14 and 30-lb. pails | 0 06 |

## PICKLES.

STEPHENS'.

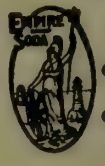
A. P. Tippet & Co., Agents.

| | |
|---|---|
| Patent stoppers (pints) per doz. | 2 30 |
| Corked (pints), " | 1 90 |

## SODA.—COW BRAND.




Case of 1 lbs. containing 60 pkgs. per box, $3.00
Case of ½ lbs. (containing 120 pkgs. per box, $3.00.
Case of 1 lbs. and ½ lbs. (containing 30 1 lbs. and 60 ½ lb. packages) per box, $3.00.
Case of 5c. pkgs (containing 96 pkgs) per box, $3.00.




EMPIRE BRAND.

Brunner, Mond & Co.

Case 120 ½-lb. pkts. (60 lb.) per case $2 70.

Case 96 10-oz. pkts. (60 lb.) per case $2.80.

"MAGIC" BRAND.

| | | per case |
|---|---|---|
| No. 1, cases, 60 1-lb. packages | | 2 75 |
| " 2, " 120 ½-lb. packages | | 2 75 |
| " 3, " | (30 1-lb. packages / 60 ½-lb. packages) | 2 75 |

## SOAP




A. P. TIPPET & CO., AGENTS
Maypole Soap colors per grs., $10.20. black
Maypole Soap, per grs., $15.30
Oriole Soap, per gross, $10.20.

| | |
|---|---|
| Gloriola Soap, per gross | 13 00 |
| Straw Hat Polish, per gross | 10 20 |

## STARCH.

EDWARDSBURG STARCH CO., LTD.

| Laundry Starches— | per lb. |
|---|---|
| No. 1 White or Blue, 4-lb carton | 0 06½ |
| No. 1 " " 3-lb. " | 0 06½ |
| Canada Laundry | 0 05½ |
| Silver Gloss, 6-lb. draw-lid boxes | 0 08 |
| Silver Gloss, 6-lb. tin canisters | 0 08 |
| Edwards'g Silver Gloss, 1-lb. pkg. | 0 08 |
| Kegs Silver Gloss, large crystal | 0 07 |
| Benson's Satin, 1-lb. cartons | 0 08½ |
| No. 1 White, bbls. and kegs | 0 05¾ |
| Benson's Enamel, per box, $1 50 to | 3 00 |

| Culinary Starch— | |
|---|---|
| Benson & Co.'s Prep. Corn | 0 07¼ |
| Canada Pure Corn | 0 05¾ |

| Rice Starch— | |
|---|---|
| Edwardsburg No. 1 white, 1-lb. car | 0 10 |
| Edwardsburg No. 1 White or Blue, 4-lb. lumps | 0 08½ |

BEE STARCH.

| | |
|---|---|
| Cases, 64 pkgs. 48's | $5.00 |
| ⅛ Cases, 32 pkgs. 24's | 2.50 |
| Packages 10c. each. | |

BRANTFORD STARCH WORKS, LIMITED.

Ontario and Quebec.

| Laundry Starches— | |
|---|---|
| Canada Laundry, boxes of 40 lbs. | $0 05½ |
| Acme Gloss Starch— 1-lb. cartons, boxes of 40 lbs. | 0 06 |
| Finest Quality White Laundry— 3-lb. Canisters, cases of 48 lbs. | 0 06½ |
| 4-lb. " " " | 0 06½ |
| Barrels, 200 lbs. | 0 05¾ |
| Kegs, 100 lbs. | 0 05¾ |
| Lily White Gloss— 1-lb. fancy cartons cases 30 lbs. | 0 08 |
| 6-lb. toy trunks, 8 in case | 0 08 |
| 6-lb. enameled tin canisters, 8 in case | 0 08 |
| Kegs, ex. crystals, 100 lbs | 0 07 |

| | |
|---|---|
| Brantford Gloss— 1-lb. fancy boxes, cases 36 lbs. | 0 08½ |
| Canadian Electric Starch— Boxes of 40 fancy pkgs, per case | 3 00 |
| Celluloid Starch— Boxes of 45 cartons, per case | 3 00 |
| Culinary Starches— Challenge Prepared Corn— 1-lb. packages, boxes 40 lbs. | 0 05¾ |
| No. 1 Brantford Prepared Corn— 1-lb. packages, boxes 40 lbs. | 0 07¼ |
| Crystal Maize Corn Starch— 1-lb. packages, boxes 40 lbs. | 0 07¼ |

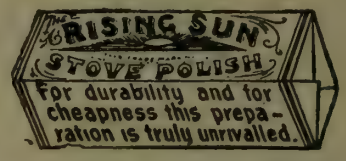
## STOVE POLISH







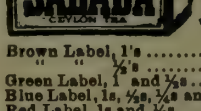
| | |
|---|---|
| No. 4—3 dozen in case, per gross | 4 80 |
| " 6—3 dozen in case, " " | 8 40 |




| | Per gross |
|---|---|
| Rising Sun 6-oz. cakes, ½-gross bxs | 8 50 |
| Rising Sun, 3-oz. cakes, gross boxes | 4 50 |
| Sun Paste 10c. size, ¼ gross boxes | 10 00 |
| Sun Paste, 5c. size, ¼ gross boxes | 5 00 |

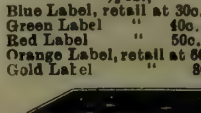



## TEAS.



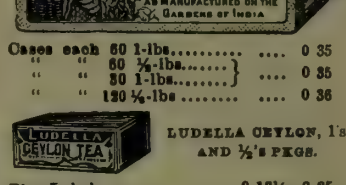

SALADA CEYLON.

| | Wholesale | Retail |
|---|---|---|
| Brown Label, 1's | 0 30 | 0 25 |
| " " ½'s | 0 21 | 0 26 |
| Green Label, 1 and ½s | 0 22 | 0 30 |
| Blue Label, 1s, ½s, ¼s and ⅛s | 0 30 | 0 40 |
| Red Label, 1s and ½s | 0 36 | 0 50 |
| Gold Label, ½s | 0 44 | 0 60 |

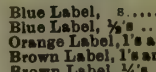



Ceylon Tea, in 1 and ½ lb. lead packages black or mixed.

| | |
|---|---|
| Black Label, 1-lb., retail at 25c | 0 19 |
| " " ½-lb., " " " | 0 20 |
| Blue Label, retail at 30c | 0 22 |
| Green Label " 40c | 0 28 |
| Red Label " 50c | 0 35 |
| Orange Label, retail at 60c | 0 42 |
| Gold Label " 80c | 0 55 |




| | | |
|---|---|---|
| Cases each | 60 1-lbs. | 0 35 |
| " " | 60 ½-lbs. | 0 35 |
| " " | 80 1-lbs. | 0 35 |
| " " | 120 ¼-lbs | 0 36 |




LUDELLA CEYLON, 1's AND ½'S PKGS.

| | | |
|---|---|---|
| Blue Label, | 1's | 0 18½ 0 25 |
| Blue Label, | ½'s | 0 19 0 25 |
| Orange Label, 1's and ½'s | | 0 21 0 30 |
| Brown Label, 1's and ½'s | | 0 28 0 40 |
| Brown Label, ¼'s | | 0 30 0 40 |
| Green Label, 1's and ½'s | | 0 35 0 50 |
| Red Label, ½'s | | 0 40 0 60 |

CROWN BRAND

| | Wholesale | Retail |
|---|---|---|
| Red Label, 1-lb. and ½'s | 0 35 | 0 50 |
| Blue Label, 1-lb. and ½'s | 0 28 | 0 40 |
| Green Label, 1-lb. | 0 19 | 0 25 |
| Green Label, ½'s | 0 20 | 0 25 |
| Japan, 1s | 0 19 | 0 25 |

E. D. MARCEAU, Montreal.

| Japan Teas— | |
|---|---|
| "Condor" I 40 lb. boxes | 0 37½ |
| EMD AAA 40-lb. boxes | 0 37½ |
| "Condor" II 40 lb. boxes | 0 36 |
| " II 80-lb. " | 0 35 |
| " III 80-lb. " | 0 32½ |
| " IV 80-lb. " | 0 30 |
| " X 80-lb. " | 0 [illegible] |
| " V 80-lb. " | 0 2[illegible]½ |
| " XXXX 80-lb. boxes | 0 25 |
| " XXXX 30-lb. " | 0 26 |
| " XXX 80-lb. " | 0 22½ |
| " XXX 30-lb. " | 0 23½ |
| " XX 85-lb. " | 0 [illegible] |
| " LX lead packets | |
| " Assorted cases (1 and ½ lb.) to retail at 40c. | 0 2[illegible]½ |
| " L lead packets | |
| " Assorted cases (1 and ½ lb.) to retail at 25c. | 0 19½ |

| Black Teas—"Nectar," in lead packets— | |
|---|---|
| Green label | 0 26 at 0 20 |
| Chocolate label | 0 35 " 0 25 |
| Blue label | 0 50 " 0 36 |
| Maroon label | 0 60 " 0 45 |
| Fancy tins—Chocolate, 1-lb. | 0 32½ |
| " " —Blue, 1-lb. | 0 42½ |
| " " —Maroon, 1-lb. | 0 50 |
| " " —Maroon, 1-lb. | 1 50 |

| Black Teas—"Old Crow" Blend— | |
|---|---|
| Bronzed tins of 10, 25, 50 and 80 lb. | |
| No. 1 per lb. | 0 35 |
| No. 2 " | 0 30 |
| No. 3 " | 0 25 |
| No. 4 " | 0 20 |
| No. 5 " | 0 17½ |

LIPTON'S TEA (in packages).

| | Price per lb |
|---|---|
| No. 1, cases 50 lb., (50 ½-lb. pkgs. | 40 35 |
| (25 1-lb pkgs | 34 |
| No. 1, cases 50 lb., in 5-lb. tins | 36 |
| No. 2, cases 50 lb., (50 ½-lb. pkgs. | 29 |
| (25 1-lb. pkgs. | 28 |
| No. 2, cases 50 lb., in 5-lb. tins | 29 |
| No. 3, cases 50 lb., (50 ½-lb. pkgs | 23 |
| (25 1-lb. pkgs. | 22 |
| No. 3, cases 50 lb., in 5-lb. tins | 23 |
| Green Ceylon, No. 1, (50 ½-lb. pkgs. | 35 |
| (25 1-lb. pkgs. | 34 |
| Green Ceylon, No. 2, (50 ½-lb. pkgs. | 29 |
| (25 1-lb pkgs. | 28 |

## TOBACCO

THE EMPIRE TOBACCO CO., LIMITED.

| | |
|---|---|
| Smoking—Empire, 3½s. 5s and 10s | 0 39 |
| Royal Oak, 2 x 3, 80 ace, 8s | 0 52 |
| Something Good, 7s | 0 48 |
| Chewing—Bobs, 5s and 10s | 0 36 |
| Currency, 13¾ oz. bars, spaced 9s | 0 39 |
| Currency, 6s and 10s | 0 39 |
| Old Fox, narrow 10s | 0 39 |
| Snowshoe, 1-lb. bars, spaced 6s | 0 43 |
| Pay Roll, 6s | 0 44 |

## VINEGARS.

E. D. MARCEAU, Montreal.

| | Per gal. |
|---|---|
| EMD, pure distilled, highest quality | 0 30 |
| Condor, pure distilled | 0 25 |
| Old Crow | 0 20 |

Special prices to buyers of large quantities

MICHEL LEFEBVRE.

| | |
|---|---|
| Bull Dog, quadruple strength, regist'd | 0 55 |
| Lion "L" brand, registered | 0 38 |
| Imperial, triple strength, registered | 0 33 |
| Cote D'Or, extra super, registered | 0 30 |
| " household vinegar, registered | 0 28 |
| Crystal Pickling, extra | 0 28 |
| " " ordinary | 0 23 |
| White Wine, XXX | 0 25 |
| " " XX | 0 20 |
| " " X | 0 17 |
| Cider, XXX | 0 27 |
| " XX | 0 23 |
| " X | 0 17 |
| Pure English Malt, triple strength | 0 45 |
| " " " double strength | 0 35 |
| " " " single strength | 0 25 |
| Distilled white malt vinegar | 0 50 |

JOHN HOPE & CO., MONTREAL.

| | |
|---|---|
| Sir Robert Burnett & Co.'s English Malt Vinegar | 0 60 |

## WOODENWARE

UNITED FACTORIES, LIMITED.

| | |
|---|---|
| Washboards, Leader Globe | 1 50 |
| " Improved Globe | 1 60 |
| " Standard Globe | 1 80 |
| " Solid Back Globe | 1 95 |
| " Jubilee (perforated) | 1 95 |
| " Crown | 1 35 |

| | Per doz. |
|---|---|
| No. 1 2-hoop pails | 1 55 |
| " 1 3 " " | 1 70 |
| " 0 Tubs | 8 50 |
| " 1 " | 7 00 |
| " 2 " | 6 00 |
| " 3 " | 5 25 |

## YEAST.

| | |
|---|---|
| Royal yeast, 3 doz. 5c pkgs. in case | 1 00 |
| Gillett's Cream yeast, 3 doz | 1 00 |
| Jersey Cream yeast cake, 3 doz. 5c. | 1 00 |
| Victoria " " 3 doz. 5c. | 1 00 |
| " " " 3 doz. 10c. | 1 80 |

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LOW " } Quality
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MICA "
MICA CANOPIES
OPAL SHADES PEAR GLOBES
APPLE GLOBES SUNDRIES

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(5)

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VOL. XVI. MONTREAL AND TORONTO, NOVEMBER 14, 1902 NO. 46

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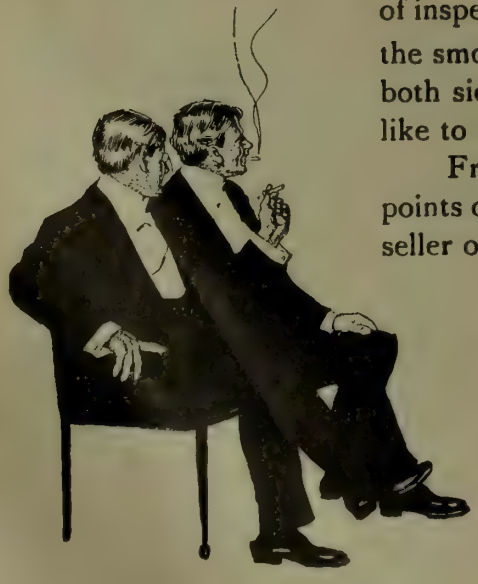
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J. Bruce Payne,

Cigar Mfr. GRANBY, QUE.

**T. A. Lytle's Mince Meat.**

is of a quality that brings the customer back after more of the same kind. There is no trade that can compare with the kind built up by giving your customers the best goods.

—High-class Mince Meat for high-class trade.—
—Done up in convenient sized fibre and wooden pails.—

**T. A. LYTLE & CO.**

124-128 Richmond St., West, TORONTO.

**TILLSON'S**

**28**

And all the best of their kind

10 Kinds of Flour

8 Kinds of Cereal Breakfast Foods

10 Kinds of Feed

The "all-around" equipped Cereal Milling Plant of Canada.

THE TILLSON CO., Limited, Tillsonburg, Ont.

**A leader in purity, strength and flavor is**

# JAPAN TEA

## Having tea buyers patronize your store

is exactly what all energetic, up-to-date grocers desire. That is exactly what

# JAPAN TEA

will do for you—bring tea buyers to your store. These buyers can be made regular customers, satisfied customers, profitable customers. Everyone likes Japan Tea, and they'll come your way for it.

**A trade-winner that always gives satisfaction is**

# JAPAN TEA




# IMPERIAL MAPLE SYRUP

The Standard from Ocean to Ocean.

**Merit Acknowledged**
**Superiority Admitted.**

## YOUR MONEY BACK

IF NOT SATISFACTORY.

ROSE & LAFLAMME, Agents
**Montreal.**

---

## YOU'RE SURE TO COMMAND

a profitable Starch trade if you keep a full line of

# Ivory Gloss Starch

Starch buyers are bound to come when you sell this high-grade Starch. Build up a profitable Starch trade by recommending and selling

**IVORY GLOSS.**

Manufactured by

**THE ST. LAWRENCE STARCH CO.,**
LIMITED
**PORT CREDIT, ONT.**

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## THE AUER GAS LAMP.

"TURNS NIGHT-TIME INTO DAY-TIME."

New Styles. Lower Prices.



No. 21
100 Candle Power.

**Do you want** a lamp which won't tire your eyes?

**Do you want** a lamp which makes sewing or reading a pleasure?

**Do you want** a lamp which gives more light than half a dozen kerosene ones for less money?

**Do you want** to sell the best lamp on the market?

**THEN WRITE FOR**
**OUR CATALOGUE AND DISCOUNTS.**

Every Lamp Guaranteed.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

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# SYRUP

We are now putting on the market a very fine Cane Sugar Syrup, which is one of the best things offered to the trade for some while.

***If interested send for Samples and Prices.***
***Wholesale only.***

...THE...

## Dominion Molasses Co.,

Limited

Halifax - Nova Scotia.



# 10 Carloads Paradise and Haycastle Currants

**CASES AND HALF-CASES.**

Just arrived. The quality of these celebrated brands is finer than ever. We have seen nothing to equal it. See our travellers' samples—get quotations. It will do your trade good to have such superior currants to offer your customers.

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**W. H. GILLARD & CO.,** Wholesale Grocers, **HAMILTON.**

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## Lessons From the Strike.

If it teaches anything, the great contest proves the truth of the saying: "It is each man's small misfortune that makes up the general misfortune."

Let us apply this rule by contraries: It is each grocer's small fortune in handling choice lines of

# WOOD'S COFFEES

that makes a vast army of them rejoice in general good fortune. New recruits are constantly joining that army.

**THOMAS WOOD & CO.,** 428 St. Paul St., **Montreal**

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# SUGAR-YELLOW-3c. F.O.B.

**British Refined, in Bags, each 224 lb.**

**Terms, 10 Days, Net Cash.**

**TAPIOCA,** Medium, Pearle, Bags about 170 lb., **$2.60** Net F.O.B.

**ARRIVING ABOUT SIX WEEKS.**

Market for Tapioca has advanced since making this contract. We will, however, keep the offer open until November 21st.

TRADE MARK




REGISTERED

# Grocers' Wholesale Company, Limited, Hamilton.

We are free sellers and desire correspondence with independent buyers.

**The surest way to miss success is to miss the opportunity.**

# The Canadian Grocer

AND GENERAL STOREKEEPER.

Vol. XVI. MONTREAL AND TORONTO, NOVEMBER 14, 1902. No. 46.


## ADVERTISING TALKS.

By A. B. Caswell.

THERE are three essential points which the retail merchant will do well to observe in his advertising :

1. Right mediums.
2. Right goods.
3. Right way of using the mediums for the goods.

First—Right mediums. This is a question which causes no small amount of worry to the advertising manager of large concerns where general publicity is desired. The number of mediums is something enormous, and each presses some claim peculiar to itself as good and sufficient reason why its columns should be patronized. This, however, is not a matter which need greatly concern the average retailer, whose local daily or weekly is his only newspaper medium. Where there is only one paper in the town it is not difficult to choose, and in cases where there might be two or three, both might be used or a choice made of the best medium. Every local merchant has a pretty good idea as to their circulation, standing, etc., in the community. The merchant cannot appreciate too much the value of the judicious use of printers' ink. Space in a well-read paper, properly managed, cannot fail to produce results. Run your ad. regularly, daily or semi-weekly or weekly, as the case may be, but regularly, and let each advertisement be as near like a personal call upon your customer or prospective customer as possible. Besides the benefit to be derived from persistent advertising through the medium of the local papers, there are other methods, all of which are a means towards the end. For instance, neat window displays with cards drawing attention to the goods and telling their price is good advertising. Though a stationary advertisement, that is, one which can only be seen by the passing public, yet its general effect is always good. Many merchants pay large salaries to expert window-dressers, recognizing the importance of an attractive window from an advertising standpoint. Another good medium is the delivery wagon. It is a constantly moving advertisement, and will be seen in all parts of the community during a day. Many of the larger stores use their delivery wagons as a means for daily announcements to the public, placing showcards offering particular wares on the sides of the wagon and changing them daily, or as often as desired. An attractive wagon in itself, with the name of the owner neatly lettered upon it, is a cheap as well as an effective advertisement. I say cheap, because a delivery wagon is a necessity anyway to most retail stores, and an attractive outfit costs no more to keep up and little more to possess than a vehicle that would be discreditable.

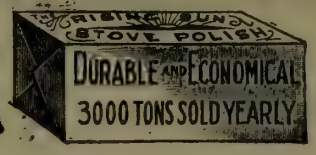
Second—Right goods. I think I have said enough for the present with regard to mediums, and now just a word as to "Right Goods." Too much importance cannot be attached to the merit of the goods advertised. Any article properly advertised can be put upon the market for a time, but it cannot be expected to remain there unless it has merit to back up its advertising, and this is the secret of the meteor-like career of all sorts of quack merchandise which flash across the commercial sky and as quickly disappear into the darkness of oblivion again. They have not the staying qualities. Let me strongly advise the merchant to beware of advertising anything to possess merit which it has not. If you wish to run out some damaged goods, or goods of inferior quality, state openly that such is the case and that for this reason they are being sold at a sacrifice, etc., but never lose sight of the fact that "Honesty is the best policy." Good goods and honest, straightforward statements regarding them, once proved to be honest or backed up by an honest merchant will go farther towards building up a business than all the fake advertising in the world. Even our old friend, P. T. Barnum, who perhaps knew the value of advertising better than anybody else in America, used to say "You can fool all the public part of the time, and you can fool part of the public all the time, but you can't fool all the public all the time."

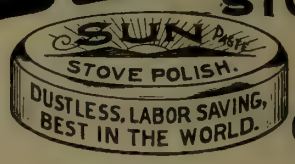
Third.—The right way of using the mediums for the goods. This comes last but is not the least important subject of this article. What I have just said above may also be taken as the keynote of this heading. A plain straightforward statement of facts is the prime feature of good advertising. Having once got the confidence of the public in this way there is no reason why you should not keep it. A catchy headline, neat display, and the judicious use of cuts all assist in adding to the attractiveness of the advertisement.

I also favor giving prices, though some object to this, saying that they do not want their opposition to know what they are doing. Rest assured your opposition knows all about what you are doing, whether you advertise or not, and his taking such an interest in your affairs is complimentary rather than otherwise. The public like prices and are going to buy at the store where they see that such-and-such a thing costs so much rather than at the store where such-and-such a thing is selling at a "very low price." These ambiguous statements are too much like a leap in the dark for this enlightened age. Give the public honest facts and figures if you want them to give you their confidence in return.

RISING SUN STOVE POLISH and SUN PASTE STOVE POLISH

IN CAKES — WELL KNOWN AND RELIABLE




IN TINS — GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

**MORSE BROS., Proprietors, Canton, Mass.**

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

## BUSINESS CHANGES.

### DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

F. J. IRVINE & Co., grocers, Arnprior, Ont., have assigned to J. R. Tierney, and their creditors will meet on November 14.

The estate of Stephen Richard, cigars, etc., Montreal, is offering 50c. on the dollar cash.

Mathias Rousseau, general merchant, of Warwick, Que., has assigned to Lamarche & Benoit.

Allard & Allard, confectioners, Quebec, have assigned; A. Faucher is provisional guardian.

Mrs. Jos. Leduc, grocer and liquor merchant, Montreal, has assigned to Raby & Motard.

A demand of assignment has been made on H. Robert & Co., grocers, etc., of Lachine, Que.

Mrs. P. M. Cauchon, general merchant, Etchemin, Que., has assigned, and Alf. Lemieux is provisional guardian.

W. J. Lawson, fruiterer and confectioner, MacGregor, Man., has left the place and the landlord is in possession.

Dessurault & Cloutier, grocers and liquor merchants, Shawenigan Falls, Que., have assigned to Lamarche & Benoit.

Carmichael & Leith, grocers, of West Lorne, Ont., have assigned to John A. McKillop, West Lorne, and their creditors meet on November 18.

A. M. Mowat & Co., late general merchants, Dauphin, Man., have assigned to C. H. Newton, and their creditors will hold a meeting on November 14.

The creditors of the estate of C. T. Bailey & Co., general merchants, Qu'Appelle, Assa., are requested to file claims with H. T. Harmer, assignee, Qu'Appelle.

### PARTNERSHIPS FORMED AND DISSOLVED.

Robichaud & Rosseau, bakers, Montreal, have dissolved.

Rousseau & Sabourin, grocers, Montreal, have dissolved.

The Granby Tea Co., Granby, Que., has dissolved and a new partnership has been registered.

L. Martineau & Co., wholesale and retail confectioners, Montreal, have dissolved and a new partnership has been registered.

Geo. Robb & Son, grocers and dealers in shoes, etc., Knowlton, Que., have dissolved and a new partnership has been registered.

### SALES MADE AND PENDING.

David Poulter, grocer and blacksmith, Moray, Ont., is selling out.

An auction sale of the stock of M. Marshall, grocer, Hamilton, is advertised.

The assets of Neilson & Tees, fish and oyster dealers, Montreal, have been sold.

The assets of Adrien Barrette, general merchant, St. Tite, Que., are to be sold.

Edwin Henry, general merchant, Waskada, Man., is advertising his business for sale.

The assets of Jos. Picard, grocer and whalesale fruiterer, Montreal, are to be sold.

The assets of J. D. Lalonde & Co., general merchants, St. Benoit, Que., are to be sold.

The assets of J. Landes & Co., tea and crockery merchants, Montreal, are to be sold.

The assets af Alp. Fontaine, general merchant, St. Alexis de Montcalm, Que., are to be sold.

The stock of G. Dumas, general merchant, St. Gervais, Que., was sold at 63 cents on the dollar.

The assets of C. D. Fontaine & Co., general merchants, Shawenigan Falls, Que., are to be sold.

The assets of the estate of J. Pineau & Co., general merchants, Bic, Que., are to be sold on November 19.

### CHANGES.

Elzear Peltier & Co., bakers, of Montreal, have registered.

L. Lewis & Co., cigarmakers, Montreal, have registered.

J. E. Cook, grocer, Ottawa, has removed to Winchester.

Romuld Piette de Trempe, grocer, Berthier, Que., is starting.

J. Law, grocer, Toronto, has sold out to Margaret A. Carter.

Metcalfe & Mitchell, grocers, Brandon, Man., have opened up business.

J. Landes & Co., tea and crockery merchants, Montreal, have registered.

J. G. Kirkwood, grocer, Vancouver, B. C., has sold out to Hough & Calder.

Wm. Bradshaw, general merchant, of Bickford, Ont., has sold out to M. Webster.

E. J. Blouin & Co., manufacturers of vermicelli, soap, etc., Montreal, have registered.

Marshall Smith, general merchant and hotelkeeper, Ladner, B.C., is advertising his hotel for rent.

### DEATHS.

Damase Guilmette, grocer, St. Isidore, Que., is dead.

Jean T. Couillard, of Couillard, Fils & Co., general merchants, Rimouski, Que., is dead.

## BRANDON RETAIL GROCERS.

THE Brandon Retail Grocers' Protective Association has been in existence about four months and already has proved itself of material benefit to its members in many ways by bringing the trade together and helping things generally. The objects of this Association are as follows:

1. To foster a more social feeling among the members of the trade.

2. To patronize such wholesale houses as do an exclusive wholesale business.

3. To keep a list of such persons as are not worthy of credit for the information of members.

4. To watch all legislation affecting the trade.

5. Protection against the adulteration of goods, fictitious labels and false weights and measures.

6. To shorten the hours of labor.

7. To recommend the adjustment of all trade disputes by arbitration whenever practicable.

8. To procure better laws in licensing peddlers and other matters affecting their trade.

In carrying out the above objects they hope to encourage every honest dealer, stamp out fraud and trickery everywhere, and by united action secure to themselves and to their customers all the benefits possible in connection with the trade.

# NEW GRENOBLE WALNUTS

**TO ARRIVE.**

## Reasonable Prices.

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## LUCAS, STEELE & BRISTOL, Wholesale Grocers, Hamilton

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THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKE.

**JERSEY CREAM YEAST CAKE—THE ONLY YEAST WITH CREAM IN IT.**

## APPLES—"OLD CHURCH" BRAND.

We are now packing apples, and owing to the short pack of Tomatoes they should be good sellers. They will largely take the place of Tomatoes and are a much more wholesome food. Our price to the trade :

Will deliver West to WINDSOR and SARNIA.
Will deliver East to OTTAWA or KINGSTON.
Will deliver North to COLLINGWOOD.

**IN LOTS OF 5 CASES—3's or 5 Doz. Gallons.**

**3's., 85c. per doz.**
**Gallons, $2.00 per doz.**

Your wholesale grocer can sell at same prices if he cares to handle our goods. Terms, 10 per cent. 10 days, or 30 days net. For all orders by MAIL ONLY we will make a special discount of 5 per cent. 10 days' draft.

Write, wire or 'phone

## Standard Canning Co., HAMILTON, ONT.

**JERSEY CREAM YEAST CAKE—THE ONLY YEAST WITH CREAM IN IT.**

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKE.

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# SCARCE GOODS—We have them.

**Cases Gallon Blueberries.** Solid Pack.
**Cases 2's Blueberries.** Solid Pack.

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**Sacks Turkey Natural Figs,** each 56 lbs. This year's pack.
These Figs are in fine shape. Large, fat Figs.

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**Half-chests Young Hyson Tea,** to retail at 25c.
**Half-chests Young Hyson Tea,** to retail at 30c.
**Half-chests Moyune Young Hyson Tea,** to retail at 40c.
**Half-chests Moyune Young Hyson Tea** (extra fine), to retail at 50c

This is a nice invoice of good drawing Teas and worth your attention.

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## James Turner & Co., Wholesale Grocers, Hamilton

**MALAGA FRUITS ARRIVING**

Dehesa Clusters, - Boxes 22 lbs.
Choice " - " 5½ "
Blue Baskets, - " 22 "
Black " - " 22 "

**SHELLED ALMONDS, SHELLED WALNUTS.**

**THOS. KINNEAR & CO.,**

**Wholesale Grocers, 49 Front St. East, TORONTO**

## TO ABOLISH TRADING STAMPS.

AT the regular monthly meeting of the Grocers' Association of Montreal, which was held on Thursday evening, November 6, there was an unusually large attendance of members, as it was understood beforehand that the meeting would be of special interest. The president, Ald. Turner, was in the chair.

The subject which occupied the attention of those present for the chief part of the evening was that of the use of trading stamps. This has been brought up before in the meetings and it has been the general opinion that the trading stamps should be abolished. A motion to do away with them in the city was carried by the Association some months ago, and the legal representative of the Association was instructed to inquire into the city's powers in the matter.

It appears that the city council can arrange the charter so as to render the use of trading stamps prohibitory; and at Thursday's meeting it was pointed out that the present was the best time to have the matter settled, as the aldermen were proposing amendments to the charter. After a good deal of discussion, in which it was apparent that to abolish trading stamps was the general desire of the members of the association, it was decided to make a request to have a clause inserted in the charter prohibiting their use. A letter received from the Toronto Grocers' Association some time ago outlined the experience they had had in this connection, and defined their position on the question; and the present action of the Montreal Association is much along the lines of that of their fellow grocers in Ontario.

The plan of closing one night in each week for the benefit of the clerks came up for discussion and was approved of. Already several grocers in the city and suburbs have consented to this, and it has been the practice with them for some little time. Now that the approval of the Association as a body has been secured, all grocery stores will be recommended to close on Thursday night of every week. In the event of its preceding a holiday, of course, it will not be advisable to close.

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At a meeting of the Montreal branch of the Grocery Clerks' Association on November 7 it was recommended that all grocery stores close Thursday evenings, unless preceding a holiday, to give clerks a night to themselves each week.

## ONE ON P. C. LARKIN.

A GOOD story is going the rounds in Toronto business circles just now about that energetic gentleman, P. C. Larkin, with whose name the "Salada" Ceylon tea is indissolubly connected.

Back in Mr. Larkin's little sanctum at the "Salada" tea headquarters, there is a valuable phonograph, which Mr. Larkin uses on occasion to save his stenographers the trouble of taking down his correspondence in shorthand. Into this intricate machine Mr. Larkin is wont to dictate his letters in a firm and emphatic voice, each word clear-cut and resonant. One day not so long ago, Mr. Larkin was leaning over his pet machine, shouting into it some matters of an important nature. He became worked up over his subject and his words came from him with the utmost emphasis. Then, suddenly, he paused perplexed, and turned back the machine. It immediately began to repeat with accuracy every word that Mr. Larkin had uttered. But evidently Mr. Larkin did not think so. He listened, he grew warm, he became excited. Suddenly jumping from his chair he exclaimed: "No, no, I never said that," and promptly turned off the phonograph.




**IMITATORS ARE AGAIN ON THE MARKET**

It is only the good that are imitated. The greatest advertisement for the excellence of

**MacLaren's Imperial Cheese**

is the fact that our imitators, who cannot produce the quality, are now imitating the label and jars.

**DON'T BE DUPED.**

# Malaga Fruits

## THE DAVIDSON & HAY, LIMITED

**Wholesale Grocers.** **TORONTO.**


### HINTS TO BUYERS.

**Contributors are requested to send news only not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.**

A REFINED yellow sugar in bags at 3c. net f.o.b. is offered by Grocers' Wholesale Co., Hamilton. This bargain will not last long.

Tapioca is advertised on page 6 at a very low price.

New Sair and Hallowee dates are in store with The Eby, Blain Co., Limited.

New Hallowee and Sair dates are in store with The R. & J. H. Simpson Co., Guelph, Ont.

E. D. Marceau is in receipt of some Ceylon black teas in 5-lb boxes. These are choice, hill-grown teas.

Laporte, Martin & Cie have received a car of pure apple juice cider, in barrels, half-barrels and quarter-barrels.

The Eby, Blain Co., Limited, have new Santa Clara Californian prunes in stock which they offer at close quotations.

Laporte, Martin & Cie have some sugar syrup in half-barrels at bargain prices. Samples will be gladly sent.

E. D. Marceau has placed in stock a line of low-grade Japan teas which will be offered to good buyers at most interesting prices.

Grocers' Wholesale Co. made shipments of Hallowee and Sair dates last Friday, and have a few boxes still to offer at attractive prices.

In the absence of green codfish, Laporte, Martin & Cie are offering a lot of nice herrings in barrels and half-barrels, which are selling very quickly.

The R. & J. H. Simpson Co., Guelph, Ont., report the arrival of another shipment of cleaned currants, per ss. Bellona, of extra fine quality.

The Eby, Blain Co., Limited, have just received a carload of canned pineapples direct from Singapore, which they are offering at exceptionally low figures.

The R. & J. H. Simpson Co., Guelph, Ont., are taking into stock this week several cars of this season's pack of canned goods. Orders are being filled as speedily as possible.

Laporte, Martin & Cie have just received a lot of Richard's, Couturier's and Marion's brandies, comprising 12,000 assorted packages. They are now filling out orders received in summer for winter stock.

Grocers' Wholesale Co., Limited, Hamilton, can interest all grocers in coffee, no matter how large the buyer. "Unity" and "Quality" blends are the leaders. A carload of Rio, arriving, will be offered at a bargain.

Henri Jonas & Co., Montreal, have just received a consignment of French crystallized fruits, most suitable for Christmas and holiday trade. Orders should be placed early for these goods.

### PROMINENT MERCHANT DEAD.

The death is reported of Mr. Archibald D. Munroe, a well-known tea and coffee merchant of Maxville, Ont. Mr. Munroe went to Montreal on Friday, November 7, to make purchases, and while in the wholesale establishment of Messrs. P. S. Doyle & Co., tea importers, St. Paul street, was suddenly stricken with paralysis. He was immediately taken to the Montreal General Hospital, where physicians pronounced his case very serious. Everything possible was done to save his life, but without avail, and on the following Monday he died.

His brothers, Messrs. D. H. Munroe, D. D. Munroe, of Moose Creek; Alex. D. Munroe, of Maxville; and his nephew F. D. Munroe, a student at McGill University, were at his bedside. The remains were conveyed to Maxville for interment.

Mr. Munroe was a highly respected member of the trade, whose loss will be keenly regretted by all who knew him.





It's the flavor of a good article that makes it distinctive and desirable.

**UPTON'S**

**JAMS, JELLIES AND MARMALADE**

are superior in this as in every other respect.

**Best People Use Them.** **Best Grocers Handle Them.**

**A. F. MacLaren Imperial Cheese Co., Limited, 51 Colborne Street, Toronto,**
**AGENTS.**

# THE PROVISION TRADE

AND COLD STORAGE NEWS.

### FROZEN HOGS FOR AUSTRALIA.

THE PROVINCE, Vancouver, B.C., says: "The exportation of frozen meat from Vancouver to Australia may at first seem like the shipping of the proverbial coals to Newcastle, but it is a fact that arrangements have already been completed for such consignments, and the first shipment will leave here on November 14.

"The meat to be shipped consists of frozen hogs, and the refrigerator cargo space has been pre-empted by the exporters. The cargo space in the refrigerating departments of each vessel carrying the shipments amounts to approximately 150 tons.

"The major portion of the shipments of hogs made on each vessel will be from the hands of local exporters, who will, it is understood, do their business through P. Burns & Co. Eastern people have also seized upon the opportunity of shipping frozen hogs to Australia, and their trade will be represented in the shipments to be made on the next two liners sailing from here.

"It is confidently expected that once the frozen hog trade has been fairly established by Canadians in Australia it will develop to large proportions, and it should prove exceedingly remunerative to those in this Province who are in a position to engage in it."

### CURING BEEF HAMS.

The National Provisioner gives the following good cure for beef hams: For each 220 lb. of meat use a solution or pickle of 16 oz., saltpetre, 3 pts. of syrup and 85 deg. pickle. Cure in 40 days, then store in a temperature of 38 to 40 deg. F.

### RUSSIAN MEAT FOR LONDON.

United States Consul Marshal Halstead reports from Birmingham, October 2, 1902, as follows: "In a recent review of British trade, The London Daily Mail states that the Russian Agricultural Department is reported to be making arrangements to play an important part in supplying the London markets with beef, in opposition to the American meat exporters. It says special steamers have been built with freezing chambers, the Russian Government assisting by subsidies, and that it is intended they shall ply between a Russian Port, via the Kiel Canal, and London, with huge cargoes of fresh meat. Libau is considered a suitable port, as from there the beef can reach London in three days or less after slaughtering."

### O.A.C. GRADUATE HONORED.

J. J. Ferguson, a graduate of the Ontario Agricultural College, Guelph, has been appointed stock manager of the Swift Packing Co., and has general charge of the stock food departments in Chicago, Kansas City, Omaha, St. Louis and St. Paul.

### PREPARING MEAT EXTRACTS.

Meat extract is manufactured from fresh beef soups from canning departments and even from old pickle which contains considerable albumen, taking, however, fresh beef as a basis. The fat, bone and sinew are trimmed out and the meat chopped and macerated in cold water several hours. Steam is then introduced into the vat and raised to a temperature of 120 deg. F. Agitate constantly. The liquor is then strained into another vessel, the residue being then boiled with equal parts of water about six hours. The liquor is afterwards separated by pressure and immediately transferred to a vacuum pan and reduced one-fourth. Then the first liquid obtained, which contains the albumen, is added and evaporation continued until 1 lb. of extract represents 20 lb. of beef. Summed up, there are the following processes involved: First, divesting meat of all fat, bone and sinew and then chopping fine; second, the digestive process, in which the meat is exposed to steam in the digester; third, separating, by straining off the albumen and fibrine; fourth, the evaporation process as above stated. National Provisioner.

### THE PROVISION MARKETS.

TORONTO.

Cattle shipments, averaging about 60 loads per day, are being received this week at the Western Cattle Market. Dealers report the quality as being extra good. About 5,000 hogs have been shipped in this week—a considerable advance on last week's shipments. Since colder weather has come trade is getting very brisk in dressed meats, and prices have advanced. We quote: Dressed hogs, $7.50 to $8.00; beef carcasses, $4.50 to $7.50 per 100 lb.; hind quarters, $5.00 to $8.50 per 100 lb.; front quarters, $3.50 to $5.50 per 100 lb.; veal, 7 to 9c., and lamb 5½ to 6½c. Best live hogs, heavy weight (160 to 200 lb.), are worth $6.00, while light weights are quoted at $5.75. Choice export cattle are quoted from $4.40 to $5.10; butchers' from $3.65 to $4.40, and feeders from $2.50 to $4.25.

The provision trade is brisk in all lines, and, if stocks were not light, would be much more so. There is a particularly good demand for all kinds of pork. A number of wholesale provision dealers are handling venison, in which line there is a ready sale. It is sold by the carcass at 7 and 8c. per lb. Prices in other lines remain unchanged, and are as follows: Long clear bacon, 11 to 11½c.; smoked breakfast bacon, 14½ to 15c.; roll, 12 to 12½c.; medium hams, 13½ to 14c.; large hams, 12½ to 13c.; shoulder hams, 11 to 11½c., and backs 14½ to 15c.; Canadian heavy mess pork, $21.50; short cut, $23.50 to $24.00; lard, in tierces, 10¾ to 11c. per lb.; tubs, 11 to 11¼c., and pails 11¼ to 11½c.; compounds, 8¾ to 10c.; plate beef, $15.00 per 200-lb. bbl.

MONTREAL.

There has been a fair demand in most lines of provisions during the week, and the market in general has been steady with no quotable changes. Both local and country buyers have been taking fairly good supplies. The feeling in Canadian short cut mess continues firm, owing to the continued scarcity.

The demand for dressed hogs continues fairly good, and this week somewhat lower prices are quoted, fresh killed abattoir stock selling at $8.50 to $8.75. Country killed hogs are quoted at $8 per 100 lb.

In lard, although no actual change is quoted in prices, there is an inclination to shade prices of round lots. We quote: Pure Canadian lard, $2.37½ to $2.40 per pail; Fairbank's "Boar's Head" lard compound, 9⅜c. tierce basis, with extras as follows: 60-lb. tubs, ¼c. over tierce; 20-lb. tin pails, ¼c.; 20-lb. wood pails, ½c.; 10-lb. tins, ¾c.; 5-lb. tins, ⅞c.; 3-lb. tins, 1c. Snow White and Globe compound, $1.80 to $1.90 per pail; Cottolene, 11¼c. for 20-lb. pails, and 11⅛c. for 60-lb.

Once used and your customers will ask for Our

# LARD

not twice or three times, but **All the time.**

## Our Process of Rendering

Demands absolute cleanliness and purity.
An Absolutely Pure Lard is the result.

## Every Grocer Should Have It

FROM 3-LB. TINS UP.

The Farmers' Co-Operative Packing Co.
**of BRANTFORD, Limited.**

When you have any

# BUTTER OR EGGS

to offer, write or wire us. We are buyers.

The J. A. McLean Produce Co., Limited
75-77 Colborne Street
Telephone Main 2491. Toronto.

# For 50 Years

we have been curing **Hams** and **Bacon,** making Lard and Selling Butter and Cheese.

We think we make as good Hams, as good Bacon, and as good Lard as your money can buy. We also think we know the best Cheese Factories and the best Creameries in Ontario, and handle their product.

**WE ALSO SELL**

**Fresh Sausage, Bolognas, Mince Meat, Onions, Honey White Beans, Lima Beans,**

and shall be glad to hear from you regarding your wants for any or all of them.

F. W. FEARMAN CO.
(Limited)
**HAMILTON, ONT.**

# Fresh Pork Sausage.

You will please your customers and increase your trade by handling ***Our Celebrated Pork Sausage.***

Delicious in flavor and always fresh made. Once used always kept in stock. Expressed to all parts of Canada. Try a Sample Basket.

The Park, Blackwell Co., LIMITED
**PORK PACKERS,**
TORONTO, ONT.

tubs, for Quebec and Ontario; hams, 12 to 14c.; heavy Canadian short cut mess pork, $24.50 to $25; Canadian short cut clear pork, $23.50 to $24; American short cut clear pork, $24 to $24.50; American fat back, $24.50 to $25; bacon, Wiltshire, 14 to 15c. per lb.; extra plate beef, $14.50 to $15 per bbl.

WINNIPEG.

BEEF — Dressed beef continues in fair supply at 5½ to 6¼c. for city dressed. As the weather grows colder there will be considerable offerings of farm dressed meat, but up to the present that has not cut any figure on this market.

MUTTON — Good demand at 8 to 9c.; lambs, 10 to 10½c.

DRESSED HOGS — Very limited supply at 9 to 9½c.

CURED MEATS — There has been no change in the price of any line this week, the demand is heavy and trade keen. We quote: Hams, sugar cured, 15¼c.; breakfast bacon, bellies, 15¾c.; backs, 14¾c.; spiced rolls, short, 12¾c.; long, 13¼c.; smoked shoulders, 11½c.; cooked hams, 25c. per lb.; smoked long clear, 13c.; dry salt, long clear, 11c.; dry salt, backs, 12½c.; barrel pork, heavy mess, $20; pork sausage, 8c.; bologna, 7½c.; pickled pigs feet, in kits, $1.25.

LARD — Owing to the small number of hogs received lard is somewhat scarce and prices very firm. We quote: Tierces, 11⅞c.; 50-lb. tubs, $6.05; 20-lb. pails, $2.50; 10-lb. tins, in cases, $7.60; 5-lb., tins, $7.65; 3-lb., tins, $7.75.

ST. JOHN, N.B.

In barrelled meats prices are very high. Never were so many grades offered. There are Ontario, domestic and American goods offered. Beside all grades of plate beef there is mess beef. In pork very little of the heavy clear is offered. Market is supplied with cheaper grades. Trade not large. In fresh pork price is a little easier and receipts much better. Sale is somewhat slow. Beef is rather easier, light domestic beef is very plentiful. Lamb is still low. Very little mutton or veal offered. Business is heavy. We quote as follows: Mess pork, $22.50 to $23.50; clear pork, $23.50 to $26; plate beef, $14 to $16; domestic beef, 5 to 7c.; Western beef, 7 to 9c.; lamb, 6 to 6½c.; mutton, 5c.; veal, 5 to 7c.; pork, 7½ to 8c.; pure lard, tubs, 12c.; pails, 12¼c.; compound, tubs, 9¼c.; pails, 9½c.; Fairbank's refined, tubs, 10¼c.; pails, 10½c.

Geo. E. Barbour is offering a superior

CENTRAL Business College
STRATFORD, ONT.
One of the best Commercial Schools on this Continent. Write for Catalogue.
W. J. ELLIOTT, - Principal.




C. P. FABIEN
Manufacturer of Refrigerators and Ice Chests. Diplomas awarded at Montreal, Toronto and Ottawa Exhibitions. Over 50 patterns to choose from. Proprietor of Aubin's Patent Grocery Refrigerator, New Dominion, Imperial Dominion, special improved Dairy Palace for Hotels—all hardwood.
3169 Notre Dame St., MONTREAL.

FISH AND OYSTERS
WHOLESALE.
The F. T. JAMES CO., Limited
76 Colborne Street, TORONTO.

Your Customers
will appreciate the fact that your parcels are always wrapped up neat and strong. For this purpose our manilla and brown papers are absolutely reliable.
—MADE IN CANADA—
by the
CANADA PAPER CO., Limited
TORONTO and MONTREAL.

Sovereign Molasses Candy
100% PROFIT FOR THE GROCER.
A new and delicious Taffee put up in neat boxes to retail at 10c.
Free Sample.
THE GLOBE MFG. CO., 103 Adelaide St. West, TORONTO.

Austrian Sugar
ON SPOT---TO ARRIVE or FOR IMPORT.
Samples and quotations on application.
ALEX. WILLS, 27 St. Sacrament Street, MONTREAL

All first-class Grocers and Provision dealers should handle the
"L. & S." and "Imperial"
Brands of Smoked Hams, English Breakfast Bacon, Backs, Lard, Etc.
Long Clear Bacon.
New cured, free from rust, light or medium weights.
Write or wire us for quotations in case or car lots.
Fowler's Canadian Company, Limited
HAMILTON.

grade of compound lard under the "Climax" brand.

The F. E. Williams Co., St. John, offer both mess and plate beef.

PROVISION NOTES.

George McMorran, butcher, Toronto, is dead.

Rochon & Lafrance, provision merchants, Montreal, have registered.

Woods & Aldrich, butchers, Portage La Prairie, Man., are dissolving.

Papineau & Cie, butchers, etc., St. Cunegonde, Que., have registered.

Thos. Pizer, provision merchant, Toronto, has sold out to the Dominion Poultry & Produce Co.

Kimball & Merkley, butchers and fruiterers, Magrath, N.W.T., are going into the agricultural implement business.

Nine prominent chemical factories in Berlin, Cassel, Graunan, Hamburg and Leipzig, headed by Schering, have addressed a protest to the Diet against the prohibition of the use of boric acid and its salt for preserving meat.

Retail butchers in Toronto, who are at present handling venison, report that very little profit is realized from that line on account of the $15 license required before it can be handled. "The game," they say, "is hardly worth the powder."

William J. Harris, known as London's "Sausage King," has three sons all named William Harris, and numbered one, two, three, who assist him in the business, and four daughters all named Betsy, numbered one, two, three and four and all lady sausagemakers.

## VERY BUSY.

Mr. Ewing, of S. H. Ewing & Sons, informed THE CANADIAN GROCER that their capacity was being taxed to the utmost, and a night as well as a day staff were working hard filling orders. Ewing & Sons ask their many customers to bear with them at present in any delay in filling their orders, as they are doing their best to accommodate the trade as much as possible, and hope soon to be in a position to fill orders more promptly. This rush is a good indication of the popularity of this firm's goods.

## BUILDING NEW FACTORY.

The "Ozo" Co., Limited, proprietors of The Michel Lefebvre Vinegar Works and of Brosseau & Co., have now placed the contract for another factory in Montreal on the property of the Lefebvre Vinegar Works. In the new place they will manufacture pickles, spices, sauces, jams, etc.

The rapid progress of this company has been marked by the trade in general. It is due no doubt to the high quality of their vinegars and pickles, as well as to the excellent business management. When the new factory is completed, and all the lines mentioned being manufactured, The "Ozo" Co., will have one of the most complete factories of its kind.

It is expected that the new place will be finished in about three months' time and everything in operation in good time for the spring trade.

## ELECTION OF OFFICERS.

On Saturday night, November 8, the Dominion Commercial Travellers' Association, at their meeting in Montreal, elected the following officers by acclamation :

President—J. Robinson, reelected.
Vice-President—George A Mann, reelected.
Treasurer—J. S. N. Dougall, reelected.
Directors—J. Paterso', A. D. Gall, P. J. Paradis, R. Booth, jr., S. A. Agnew.
Dinner Committee—L. O. Demer, Le-Sueur, Beauchamp, Mann, Dwyer, Cote, Murdock, Agnew, Dougall, Paradis, Doutre, Robertson, Paterson, Lefebvre, Gall and Evans.

The price the retailer pays for FAIRBANK'S BOAR'S HEAD brand of REFINED LARD COMPOUND has little to do with whether he should purchase it or not. The question for the retailer to consider is, does BOAR'S HEAD brand of REFINED LARD COMPOUND sell at a profit. If the consumer is willing to pay as much or more for BOAR'S HEAD brand of REFINED LARD COMPOUND than for hog lard or any other frying or shortening medium, the price should cut no figure with the merchant. It is the best article that takes a permanent place in the estimation of the consumer, and the store that can point to its shelves with high-grade stock is the one that has the best class of patronage and does the best business usually in the town. A merchant who cannot get away from cheap things is entirely at the mercy of his competitor who talks quality. Every merchant who is selling FAIRBANK'S BOAR'S HEAD brand of REFINED LARD COMPOUND knows that it is the only compound lard that is preferred by many to hog lard or butter.




Orders can be filled by any of the leading packing houses or jobbers in Canada or direct.

| | | | |
|---|---|---|---|
| Tierces - | 400 lbs. | Pails, tin - | 10 lbs. |
| Tubs - - | 60 lbs. | " " - - | 5 lbs. |
| Pails, wood | 20 lbs. | " " - | 3 lbs. |
| " tin - | 20 lbs. | | |

# THE N. K. FAIRBANK COMPANY.

**Wellington and Ann Sts., MONTREAL, QUE.**

**Chicago. New York. St. Louis. New Orleans. San Francisco. Baltimore. Boston. Philadelphia. London, Eng. Hamburg, Ger.**




# Consumer Satisfied, Dealer Gratified.

This is invariably the case with our goods because they never fail to give all-round satisfaction. We are now offering

## Grander Values than ever in Boeckh's Household Brushes.

Greatly increased factory facilities have enabled us to improve qualities without corresponding increase in cost, thus leaving a wider margin of profit than before to the dealer.

**Compare them with others. Comparison is a friend of Boeckh's Brushes.**

**OPERATING:**
**Boeckh's Toronto Factories.**
**Bryan's London Factories.**
**Cane's Newmarket Factories.**

## UNITED FACTORIES,

**Head Office: TORONTO.** LIMITED.

MONTREAL BRANCH: 1 and 3 DeBresoles St. LONDON BRANCH: 71 Dundas St.

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The

## Dominion Canister Company Limited

MANUFACTURERS OF

## The "Perfection" Canister

THE VERY BEST PACKAGE FOR

| | | |
|---|---|---|
| *SPICES* | *BAKING POWDER* | *JELLIES* |
| *TEAS* | *STARCH* | *JAMS* |
| *COFFEES* | *BISCUITS* | *Etc., Etc.* |

We are now in our new quarters and have doubled the capacity of our plant and are prepared to fill all orders promptly.

The best advertisement for any concern :

A NEAT PACKAGE. AN ATTRACTIVE LABEL.

**Write for Samples. Get our Figures.**

## The Dominion Canister Company, Limited

**DUNDAS, ONTARIO, CANADA.**

---

## Nasmith's Bread and Cakes Will Bring You Business

We would be glad to hear from out of town grocers who are not handling our goods.

**THE NASMITH CO., Limited**

**66 Jarvis Street, TORONTO.**

# $281,718.86.

*Is the amount of our Sales for the month of October, 1902, and shows an increase of $48,377.68 on our sales for October, 1901. All in Regular Jobbing business and comprising no incidental large sales to Wholesale Trade.*

# TOMATOES.

*Our sales in advance for 1902 Pack Tomatoes were over 17,000 cases, and, notwithstanding the SMALL CROP and SHORT PACK, it goes without saying that, as usual, we deliver every case we sold.*

*We always deliver full quantity of all we sell, no matter what the conditions existing, however exceptional. With us, no PRO RATA clause, no annoyance, no difficulties, no discussion and no compromise. No excuse, no subterfuges, no substitution of inferior goods. We don't ask our trade to accept low-grade American Tomatoes in place of Canadian Standard Brands. We do not seek the indulgence of our customers; don't bother them with our troubles. They know they have bought from Hudon, Hebert & Cie, and their minds are at ease.*

## Hudon, Hebert & Cie

**MONTREAL.**

# 200 Half-Barrels of SYRUP "ACADIA"

Bright color, can be retailed with profit at 25c. per gallon.

---

# One Car APPLE CIDER

Order at once before close of navigation.

---

# 1,500 Boxes PRUNES

**"Griffin & Skelley"**

Size: 30/40, 40/50, 50/60, 60/70, 70/80, 80/90, 90/100, 100/120.

---

# SPANISH ONIONS

**Extra Quality.**

You can have onions at any price, but what is offered as the cheapest is sometimes the dearest.

---

# Laporte, Martin & Cie

**Wholesale Grocers, MONTREAL.**

IN STORE—The first of the Season.

NEW SANTA CLARA

# CALIFORNIA PRUNES

ALL SIZES.—40/50—90/100—Boxes 25 and 50 lbs.

Our Quotations will interest quick buyers.

THE EBY, BLAIN CO., LIMITED

WHOLESALE GROCERS, ETC. TORONTO.

SOLE WHOLESALE DISTRIBUTORS OF "WHEAT-OS," THE IDEAL BREAKFAST FOOD.




It is acknowledged that in Baking Soda in packages the standard both as to quantity and quality is

## DWIGHT'S

## "COW BRAND."

Dealers and consumers both acknowledge this fact.

JOHN DWIGHT & CO., 34 Yonge Street, TORONTO, ONT.

The maintained quality of TETLEY'S BLENDED BULK TEAS should be a consideration with every retail grocer.

Messrs. JOS. TETLEY, of LONDON, ENGLAND, are one of the LARGEST BUYERS IN THE TEA MARKETS OF THE WORLD, and are in a position to give you the SAME SUPERB QUALITY.

AT ALL TIMES THEIR BLENDS HAVE THE FRESH AROMATIC FRAGRANCE THAT MAKES AND HOLDS TRADE.

PRICES AS FOLLOWS:

| J.T.&Co. No.1 | J.T.&Co. No.2 | J.T.&Co. No.3 | J.T.&Co. No.4 | J.T.&Co. No.5 | J.T.&Co. No.6 | J.T.&Co. No.7 | J.T.&Co. No.8 |
|---|---|---|---|---|---|---|---|
| No. 1, 50c. | No. 2, 40c. | No. 3, 35c. | No. 4, 30c. | No. 5, 27½c | No. 6, 25c. | No. 7, 22c. | No. 8, 18c. |

Samples furnished on appplication, and a trial order will convince you as to the truth of our claims.

Packed in 25 and 50-lb. Venesta Boxes.

TERMS: 60 days net, or 1% 30 days.

SNOWDON, FORBES & CO., 449 ST. PAUL STREET, MONTREAL

or HUDSON BAY CO., WINNIPEG, MAN.

# *In Business To Make Money ?*

The grocer who sells pure, white, dry, crystaline Windsor Salt is absolutely sure of satisfying the man or woman who buys it. **Satisfaction is a pearl of great price,** but you can't measure it in dollars and cents, because you can't sell it. Since "Windsor Salt" and "satisfaction" mean exactly the same thing, you sell a pearl of great price when you sell Windsor Salt.

If you are in business to make money there is no safer way to do it than to sell the best of its kind in staple goods—Salt is one of the staples. **Windsor Salt is best by test!**

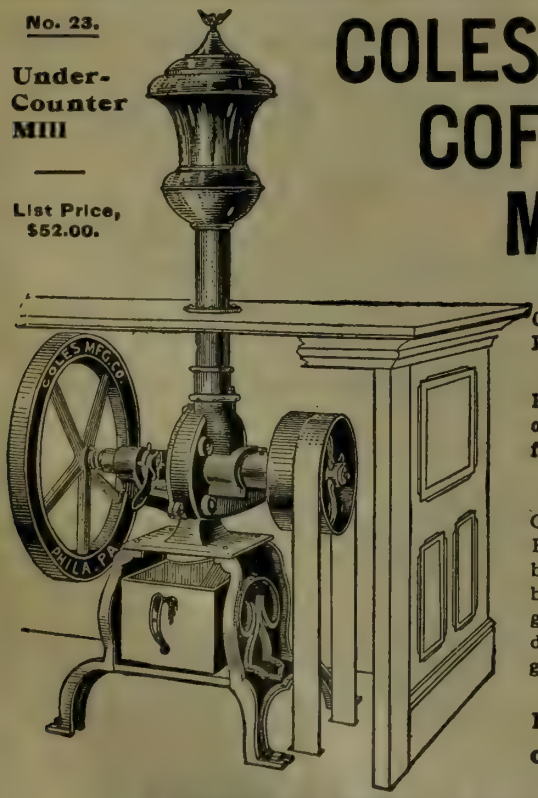
## *Windsor Salt Will Help !*

The Canadian Salt Co., Limited, Windsor, Ont.

No. 23.

**Under-Counter Mill**

List Price, $52.00.




# COLES COFFEE MILLS

**None better for Granulating or Pulverizing.**

**Our mills will Pulverize without heating Coffee.**

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

**A GREAT LABOR-SAVER.**

**Our Grinders wear longest.**

**Agents** { TODHUNTER, MITCHELL & CO., Toronto.
DEARBORN & CO., St. John, N.B.
FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont.

**COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.**

# EASY TO SELL




# GIVES GOOD PROFIT





and these are the two mighty good reasons why Paterson's Camp Coffee Essence is coffee for you to push.

ROSE & LAFLAMME,
Agents, Montreal.

THE CANADIAN GROCER

*President:*
*JOHN BAYNE MacLEAN,*
*Montreal.*

**The MacLean Publishing Co.**
**Limited**

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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Great Britain and elsewhere - - 12s.

Published every Friday.

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WHEN WRITING ADVERTISERS PLEASE MENTION THAT YOU SAW THEIR ADVERTISEMENT IN THIS PAPER

## WHY IT WAS DELAYED.

"IT'S utterly impossible! that insert could never have been printed in Canada."

Such was the dictum of the post office authorities when The MacLean Publishing Company inquired why the Special Fall Number of THE CANADIAN GROCER was being held at the Toronto post office. The insert, of course, was the beautiful piece of work advertising Ogilvie's Flour.

According to the post office regulations—and we are in entire sympathy with them—a publication, any portion of which is printed abroad, is denied the ordinary use of the mails.

The insert referred to was executed in its entirety on the company's premises and the Special Fall Number of THE CANADIAN GROCER was sent out in complete accordance with the requirements of the postal authorities. The latter, on discovering the finely-printed Ogilvie page, promptly concluded that it could never have been produced in Canada, and accordingly stopped the carriage of the edition. Headquarters had to be got at over the long-distance telephone line, and as soon as the Deputy Postmaster-General was assured by the editor that the page was a Canadian product he immediately gave orders by wire to send the edition out in the usual way.

The incident, while unfortunate in one respect, is decidedly encouraging in another. It is a handsome compliment to Canadian artists and to the Canadian engraving and printing industry from men who are competent to judge. We must acknowledge that it is only a short time since the Canadian industry was far behind that across the border in the more modern and scientific branches of the art, but to-day we find, on the testimony of business men, that they can get work done quite as well and quite as cheaply here as in the United States.

The incident served to call forth many compliments to THE CANADIAN GROCER. The paper is usually mailed on Thursday night, so that practically all of Quebec and Ontario get their copies the following day and the Maritime Provinces and Western Canada soon after. On the Saturday following the date of publication a number of letters and even telephone messages came from different parts asking what had become of the paper, and on Monday and the few following days, letters poured in from all over Canada complaining of the non-arrival of THE GROCER. Nearly all of them had something to say complimentary to the paper, and showing in what high esteem it was held. A number enclosed another year's subscription, thinking possibly their term had expired, and requesting that all back numbers should be supplied. Finally, it became necessary to send out a printed circular to explain the delay.

## THE POULTRY MARKET.

Last year a good deal of poultry was exported from Canada to Great Britain and the dealers here realized a fair profit on the transaction. This year the season has opened and the market is active.

The dealers now are finding it more profitable to buy the chickens, ducks and geese by weight instead of by the pair. Thus the sales are made on a better basis, and the farmer is encouraged to fatten his fowls before placing them on the market, being certain of realizing better prices in proportion for them when they are fat than when they are poor.

## EXPORTS OF CEYLON GREEN TEA.

WHATEVER skeptical persons may have thought a short time ago, it is evident that British-grown green teas have secured a permanent footing upon the market. Of course, their use is very small when the quantities of China and Japan greens that are annually consumed are taken into account, but the fact that their consumption is steadily increasing, and that they are now figuring in the statistics which are from time to time issued in regard to tea is in evidence of this.

A return recently issued giving the distribution of Ceylon green tea from January 1 to the end of September shows that there has been a substantial increase over the same period last year. The quantity exported to all countries was 637,224 lb., while this year for the same period the quantity was 1,593,063 lb. In 1901, Russia took no Ceylon green tea, but this year she took 106,435 lb. Africa also appeared for the first time as a consumer of Ceylon green. Australia and China, on the other hand, while they took small quantities last year did not take any this year during the period in question.

Our readers are, no doubt, mostly interested in the figures relating to the quantities exported to this continent. These show that while for the nine months last year the quantity was 457,982 lb., that this year for the same period it was 993,970 lb., an increase of about 117 per cent.

Our own trade returns giving the imports of green tea into Canada show that for the fiscal year ending June 30, 1901, we took 81,574 lb. of Indian and 335,815 lb. of Ceylon green. This year, however, the figures were 71,466 lb. of Indian green and 520,480 lb. of Ceylon green tea.

The dearness and scarcity of China and Japan green teas has, no doubt, materially added to the consumption of British-grown green teas on this continent, but, of course, to what extent cannot be estimated. Whatever may be the causes the fact remains that the consumption is increasing, and not only in America, but elsewhere.

## COUNTING THE COST.

A CANADIAN fast Atlantic service has been the subject of frequent conversation in Canada for some time past. The necessity for such a line and the advantages accruing from it have been emphasized in the press and on the public platform, while statesmen and capitalists have been laying their heads together as to how the project shall be actually consummated.

Yet, with all the eagerness with which this important work is being regarded by patriotic Canadians, there is danger that some important features may be overlooked. To many people the great obstacle will simply be the construction and maintenance of the vessels of the line. They believe that when once the line, as such, is a complete fact, that then everything will be perfection.

But this is the twentieth century, and a few years witness changes which relegate the perfect system of to-day into the antiquated system of yesterday. The Fuerst Bismarck, launched a few years ago at a cost of $1,500,000, is far surpassed in speed and equipment by the Deutchland of 1900, costing $3,000,000. In 1857 the highest steam pressure maintained in the boilers of an Atlantic steamship did not exceed 60 lb. to the square inch. In the latest vessels, boilers are constructed to withstand a pressure of 225 lb. As the years advance the development becomes more rapid. The demand for economy of time is everywhere heard. Whether it be for the transmission of thought, as in the cable or telephone, or in the transmission of merchandise, as in the transportation facilities, increased rapidity is the great desideratum.

It becomes apparent, therefore, if Canadians are to establish a fast line, that they must be prepared to keep it fast or at least relatively fast. If the turbine principle within a few years revolutionizes ocean traffic, then must the Canadian line adopt that principle or fall far behind.

Emil Boas, the New York agent of the Hamburg-American Line, believes in the marvellous prospects of the turbine principle. He writes in a New York paper: "The application of the turbine principle to the propulsion of the steamships I regard as one of the most significant incidents in the history of naval architecture. Unless I am very much mistaken, it will revolutionize present methods. The remarkable speed developed in the ships in which it has been applied indicates that it will be generally adopted."

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### RESULTS OF FRUIT MARKS ACT.

IT is a pleasure to those who have taken part in the agitation for a proper packing and grading of Canadian apples for export to read the report of Mr. A. W. Gundley, the Government agent at Liverpool, in regard to this year's shipments of apples.

He reports, on October 29, that of the apples arriving at Liverpool the grading of Canadian fruit was much superior to that of any of the apples exported from the United States. In the latter many of the apples were "faced" in a shameful way. He gives an example of the way American apples are graded, and considers it a typical one, remarking in regard to it that in all probability this particular barrel would not realize half the price of the "Canadian XX."

In the Liverpool market, however, the grade marks are not as yet considered seriously, all the fruit being exposed by sample in an open market, instead.

But if a feeling of confidence in such marks can be gradually instilled in the minds of buyers in the Old Country, it will not take long before the reliability of the markings of the Canadian fruit will become recognized, which should result in giving to our packers and shippers a reputation that will be of the utmost advantage to them over the exporters of other countries.

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### MONTREAL SHIPMENTS OF CHEESE BETTER.

Last week the steamer Corinthian sailed for Liverpool with 9,697 boxes of cheese and 1,538 packages of butter; steamer Lake Simcoe sailed for Liverpool with 4,039 boxes of cheese; steamer Manxman for Liverpool with 5,388 boxes of cheese and 4,827 packages of butter; steamer Alcides for Glasgow with 2,575 boxes of cheese; steamer Cervona for London with 23,318 boxes of cheese and 4,273 packages of butter; steamer Pomeranian for London with 17,439 boxes of cheese and 668 packages of butter; steamer Loango for London with 523 boxes of cheese; steamer Ashanti for London with 7,892 boxes of cheese; steamer Monmouth for Bristol with 22,342 boxes of cheese; steamer Montcalm for Bristol with 9,528 packages of butter.

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All experiments are not successful; but had there been no experiments there would have been no great commercial enterprises.

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### VALENCIA RAISINS.

THE market for Valencia raisins is very firm, in sympathy with the situation on the primary market, which is characterized by a scarcity of fruit that may easily result in some shortage here before many weeks. Prices have advanced during the week, and show a continued higher tendency. Stocks now in importers' hands are light, considering the season, and all reports go to show that the market is gathering strength, which, as the holiday season is approaching, is not likely to be lost.

On November 6 the steamship Bellona, the second direct vessel, brought a full cargo of fruit; but it is estimated that up to the present the total quantity of Valencia raisins imported this season into Canada has not exceeded 200,000 boxes. As the annual consumption is considered to be in the neighborhood of twice that quantity, it is apparent that before the holiday season arrives the trade, both wholesale and retail, will have no stock to spare.

The demand at present is of the best, and shipments are going forward rapidly to various points throughout the Dominion; but in view of the strong position of Valencias the trade will make no mistake by securing as far as possible a liberal increase in their supplies for the winter.

# TRADE IN COUNTRIES OTHER THAN OUR OWN.

### FIGS IN LONDON.

FROM a wholesale and retail point of view the position of figs is almost as unfortunate as Valencias. The shipments to London will amount to about 12,000 to 13,000 skeleton cases, against an average of 17,000 to 20,000 cases. 11,000 have been already sold, leaving the market very bare and anxiously waiting the next arrival. November has generally been regarded as the fig month, and although the trade in October has been perhaps larger than usual, there still remains a considerable proportion of the business to be done. The difficulty of supplies will undoubtedly become acute at no very distant date, and the possible scarcity has had a considerable effect on the present market, which for nearly all kinds shows an advance of 2s. to 3s. per cwt.; the prices are now very high, and it is to be hoped are quite sufficient to regulate the consumption without any further enhancement. The quantity remaining in Smyrna is reported to be very small and very poor in quality, and beyond this, the time for packing and shipping is almost over.—The Produce Markets' Review.

### LEMONS IN CALIFORNIA.

The Californian lemon season has commenced in earnest. The crop this year is estimated at about 1,800 cars, as against 1,600 last year and 2,700 the year before. Handlers here point out that the growers and packers of Californian lemons have still much to learn. One trouble is that the lemon trees get just as much irrigation as do the oranges—to the detriment of their keeping qualities. Moreover, the tops of the boxes are pressed down with a press worked by foot power. Oranges, with their more flexible skin, can stand this treatment all right, but the more brittle-skinned lemon breaks and bruises under this treatment, and, as a result, very few boxes of Californian lemons are ever opened which do not show bruised fruit on the top layer. The Sicilian packer, with his pliable strips bent over and nailed to either end of box, thus giving the top layer of fruit plenty of play, has a valuable idea of packing.—St. Paul Trade.

### WALNUTS AND ALMONDS ON THE COAST.

Regarding walnuts and almonds The San Francisco Trade Journal has the following: "The outturn of walnuts in this State does not admit of full deliveries from first hands. It is stated that only a 75 per cent. delivery can be made. The market is higher, with supplies hard to get, as further advances are looked for at an early day. The rains did some damage. Almonds are in strong condition. Deliveries of both nuts are being made.

### MACKEREL SITUATION EAST.

Private advices from Boston under date of November 7 say of salt mackerel: "Receipts of salt mackerel continue light, and prices firm. The steamer from Halifax which arrived at 1 o'clock to-day brought 400 bbls. salt mackerel, of which 215 bbls. are going to Gloucester. The schooner Edna Wallace Hopper arrived at Gloucester to-day from Cape Shore, having 40 bbls. large rimmed mackerel, which are not yet sold. There are about a dozen more vessels to come from there, the most of which have small catches. The weather has been unfavorable most of the time. Small fresh mackerel have arrived daily from Woods Hole, New Bedford, and Stonington where they are caught principally close in shore among the rocks with hook and line.

"The total catch for the season numbers 41,342 bbls., compared with 67,587 bbls. for the same period last year, 87,838 bbls. in 1900, 22,171 bbls. in 1899, 14,731 bbls. in 1898, and 10,705 bbls. in 1897. The imports of mackerel at Boston so far this season number 17,134 bbls., against 28,863 bbls. last year, 26,985 bbls. in 1900, 20,700 bbls. in 1899, 18,654 bbls. in 1898 and 15,810 bbls. in 1897.—New York Journal of Commerce.

### SULTANA RAISINS IN ENGLAND.

Sultanas continue firm in price and in the fullest demand. If a little wider range in price could be established it would be desirable, but all indications point to the absolute deficiency of what may be called ordinary fruit. Every parcel which shows the smallest tendency in this direction is eagerly bought up at within a fraction of the value of the fruit intrinsically far superior. Under these circumstances, attention might profitably be directed to those lots which show so much better value at an almost inconsiderable difference of price. There is apparently a great fight to sell a 5d. Sultana at a rather meagre profit, when a good 6d. would provide much better remuneration for the grocer, and infinitely better value for the purchaser. The following figures regarding Sultanas are of much interest:

| | 1902. Tons. | 1901. Tons. |
|---|---|---|
| Total crop | 33,000 | 24,000 |
| Shipments to date to U. K. | 10,000 | 7,000 |

This year's shipment is an average one. That of last year was extremely short, and a rise of 20 per cent. took place subsequent to the corresponding date. The present stock in Asia Minor is about 6,000 tons. If the whole of this came to the United Kingdom it would only bring the total imports for the present year up to 16,000 tons, against an average of 19,000 tons.—Produce Markets' Review.

## NOVA SCOTIA MARKETS.

Halifax, November 10, 1902.

TRADE for the past week in the wholesale grocery line has been remarkably good, and all firms have been kept extremely busy. In fact, there has been more than the usual volume of autumn business doing. Especially good orders have been coming in from the various parts of the Province, and payments at the first of the month were well met. A general healthy tone prevails and the trade is looking for a continuation of the same. The retail trade has also been good, and weekly or monthly accounts have been promptly settled.

Flour is showing a firmer tendency and the same difficulty is being experienced in getting orders filled promptly at the mills. Beans are easier and are now quoted at $2. Oats are firmer, and 40 to 42c. is the general quotation. Potato cargoes are coming in very plentifully, but as the article is not so good a quality as the Nova-Scotian, the price of the latter is not affected and stands at 40 to 45c. It is reported that Prince Edward Island potatoes may be purchased at Charlottetown for 20c. Hay has hardly settled down to a regular quotation. Much will depend on the opening of good markets for export. The farmers are holding out for better prices than offered.

* * *

The market for fish in the West Indies is practically unchanged, and the same may be said of Brazil. Shipments are, however, going forward by every steamer, but the wholesalers claim that there is no profit in the business. Prices here, especially for cod, are very low, the market having been glutted by heavy arrivals of Newfoundland cod. The local market is well supplied with fresh cod, and a few mackerel occasionally. Fresh cod is bought by the wholesalers at 1½c.—the usual price being about 2c. Fresh halibut and other fish are also in plentiful supply.

* * *

Butter is not coming in so freely now and prices have an upward tendency. The same may be said of eggs. Case eggs are quoted at 19c. while fresh laid are retailing at 32 to 35c. Heavy beef is now coming in very freely, and there have been several auctions of carload lots. The quotation has fallen to 8c. on foot. Light beef is plentiful and has declined considerably. In fact, it is not wanted for the local trade. Fowls and turkeys are in good demand, but are no doubt being held back for the Christmas trade, when higher prices may be expected.

* * *

The reopening and enlargement of the pork-packing establishment in Charlottetown, P.E.I., has created a demand there which has cut off the import of hogs from Prince Edward Island, and though the price lately declined here it may be expected to run higher later in the season. Barreled pork, which has declined considerably, is now quoted at $22 to $22.50. Lard is very scarce and there is said to be very little in hands of dealers here.

* * *

Wholesalers report that all kinds of soaps are firm and are likely to remain so. The soap manufacturers of the Maritime Provinces import nearly all the raw material they use from foreign markets and these are in great demand and consequently high.

* * *

Since the apple crop of Nova Scotia has been all packed it is found that there is a very small quantity that is fit for export, unless as No. 2s, which would probably be unprofitable. There will be about one-third of the usual quantity for export. So far, to November 5, the shipments at this port only reach 25,788 barrels, as against 71,119 barrels last year. The ss. Carlisle City arrived yesterday and will take about 5,000 barrels. The ss. Evangeline, now on her way here from St. John, will take a large quantity, probably 10,000 barrels.

R. C. H.

# "Now-tu-Bizznes."

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# MARKETS AND MARKET NOTES

## ONTARIO MARKETS.

TORONTO, November 14, 1902.

### GROCERIES.

An active market continues for all lines of groceries, and the Christmas trade is now commencing to set in. The demand from all parts of the country is good, and particularly so from Eastern Ontario. A good many orders are also coming in from Western Ontario. Remittances are satisfactory, and the colder weather ought now to put more money in circulation amongst the farmers, as they from now on will be marketing their grain, and this will have the effect of increasing the demand for all classes of goods. Canned tomatoes remain as they were, high, with none offering, and the prices of corn and peas have advanced 2½ and 5c. respectively in consequence. The decline in sugars of 5c. last week as we were going to press remains in force, and the sugar market here is fairly brisk for the time of year, and the prices are steady. Cane raws are held firmly, and no change either way is expected for some time to come. In the coffee market there is reported a scarcity of Mexican coffees, but this will hardly affect the local market. New crop foreign nuts are expected to arrive here before the end of the month, and the prices this year for all kinds of nuts will be firm and high. In teas, Japans and Chinas remain scarce and at a high level of price, the lower grades of Young Hysons being now almost unobtainable.

#### CANNED GOODS.

The canned goods market is not very active. The scarcity of tomatoes is still a feature and none are offering, either from the canneries or the wholesale houses. The dearness of these has caused an appreciation of 2½ and 5c. respectively in the prices of corn and peas, for which there is a bigger demand than usual. Quotations now are, corn 95c. to $1.25 and peas 90c. up. Tomatoes are nominal at $1.75 up. In meats, fruits and fish there is little demand and the prices are unchanged.

#### COFFEES.

The local coffee market is quiet with a steady demand, but light for green Rios. Mexican coffee is scarce with none offering on the outside markets. Coffee abroad was weaker and declined under selling by tired holders. Quotations follow: Green Rio, No. 7, 7¼c.; No. 6, 8c.; No. 5, 8¼c.; No. 4, 9c.; No. 3, 10 to 12c. per lb.

#### NUTS.

There is as yet only a light demand for nuts, but the holiday trade will shortly set in and all lines then will be brisk. The first shipment of foreign nuts is expected to arrive about December 1. A letter received by a local house from Marseilles, France, states that the new walnut crop has been destroyed to a large extent by three successive hail storms, and will, as a result, be only one-third of last year's yield which was 8,000 to 10,000 bales for export. And this quantity available for export will be greatly reduced if the London and Paris demand for green walnuts, which averages about 200 bales daily, continues.

#### RICE AND TAPIOCA.

Trade in rice and tapioca keeps up well, but the demand is mostly for small lots. The market in the south for rice continues firm and fairly active. We quote; B rice, 3½c.: Japan, 5½ to 6c.; sago, 3¾ to 4c., and tapioca, 3¼ to 3¾c. per lb.

#### SYRUPS AND MOLASSES.

The market for syrups and molasses continues active, with a good call for the brighter grades of syrups. There is a firm tone in the New Orleans market for new crop molasses.

#### SPICES.

A lull is being experienced this week in the local spice market. White pepper is firmer in sympathy with a stronger feeling on the outside market.

#### SUGAR.

The local sugar market continues steady with no large movement reported. The Canadian beet sugar refineries are now putting their product on the market. In New York, the prices of all lines of sugars declined on November 6 10c. per 100 lb. and this was followed two days later by a further drop of 10c. per 100 lb. on hard sugars by the independent refineries. This was soon met by The American Sugar Refinery Co., leaving refined on the United States sugar market for the week 20c. per 100 lb. lower for hards and 10c. for yellows. At the close, however, there is a stronger feeling in that market and indications of a recovery of at least 5c. per 100 lb.

Cable advices from London report a flat and lower market for beet sugar, the prices showing a decline of 3-4 to 1 1-2d. for the week. The quotations now are about 7s. 4 1-2d. per 100 lb. for 88° beet sugar f.o.b. Hamburg, for November and December delivery. The situation in cane sugars is strong, with offerings light, and tone and tendency in favor of sellers.

The total receipts at the four Atlantic ports for the week were 46,659 tons and meltings were nominal at 45,000 tons, leaving stocks practically unchanged. Last week it was stated by us that stocks in the United States and Cuba for the week were 17,000 tons less than for the previous week. The actual figures show an excess of 18,936 tons. The total stocks in Europe and America at latest uneven dates are 1,255,136 tons, against 467,191 tons at the same uneven date last year. The receipts of cane sugars at the United States four ports for the balance of the year will probably be light, and the indications apart from local disturbing influences are of growing strength. In view of the situation in the Republic it is unwise to predict the course of the market for the near future.

#### TEAS.

Indian pekoe souchongs are scarce and desirable lines are in demand at 5 1-2 to 6d. Medium flavoring teas from London are showing at slightly higher prices over last week, and the cup quality continues excellent. The higher classes of teas are bringing full prices and the late teas show good drawing quality. Fine Assams are rather easier, and also Ceylon greens of good appearance, of which few are offering. Indian greens are in good demand, but none are offering, and 7 1-2 to 9d. will be paid for attractive teas. Ceylon pekoe souchongs are in demand at 6 to 61-2d. for good drawing flavory teas. Good flavored Ceylon pekoes are worth 7 1-2 to 8 1-2d. Japan and China greens remain scarce and at a high level of price, the lower grades of Young Hysons being now almost unobtainable. A letter from Yokohama, bearing the date of October 17, states that teas of all grades there are now nearly exhausted and the few parcels are held for higher prices. A cable from London, Eng., this week reports the market there for Ceylon and Indian teas strong and rising. Mail advices from London report the market for Indian teas weaker through the list. Ceylon teas were also easier, the prices marking a distinct decline and fine teas were especially weak.

### FOREIGN DRIED FRUITS.

CURRANTS.—The local demand for these is fair and the prices are unchanged. We quote: Fine Filiatras, 5½c. up; Patras, 6¼ to 6¾c. and Vostizzas, 7 to 8c. per lb.

VALENCIA RAISINS.—These are in good demand, but are scarce. The prices are unchanged. We quote: Fine off-stalk, 7¼ to 9c.; selected, 8½ to 9c. and selected layers, 9c. per lb.

SULTANA RAISINS.—Trade in Sultana raisins is moderate and the prices are firm. We quote 9 to 13c. per lb.

DATES.—New fruit continues to arrive daily. The holiday trade has not yet set in. We quote: Fard dates, 7½ to 8c. and Sairs, 4½c. per lb.

PRUNES.—A good local market for prunes is reported. Coast advices report a firm market on the large sizes in both the Californian and Oregon offerings. We quote as follows: Californian prunes, 100-110s, 4c.; 90-100s, 5 to 5½c.; 80-90s, 6 to 6½c.; 70-80s, 6½ to 7c.; 60-70s, 7 to 7½c.; 50-60s, 8 to 8½c.; 40-50s, 8¾ to 10c. per lb.

FIGS.—There has been a good trade doing in figs and the prices are firm and stocks light. We quote: Elemes, 7-crown, 15c.; 3-crown, 12c. and Star, 11c. per lb. Naturals, 8 to 9c. per lb.

CALIFORNIAN EVAPORATED FRUITS.—A fair number of orders keep coming forward for peaches and apricots. We quote: Peaches, 9 to 11c. and apricots, 9 to 13c. per lb.

CALIFORNIAN SEEDED RAISINS.—These raisins have been coming in slowly, causing inconvenience to dealers on

this side. This difficulty is due to the scarcity of cars which is hampering the packers in getting the goods from the packing houses. The local market is steady. We quote: Californian seeded raisins, 3-crown, 7½ to 8c.; 4-crown, 8 to 8½c. per lb.

### GREEN FRUITS.

There has been a fairly steady demand through the list for all kinds of green fruits and the prices are about the same as last week. There are lots of inferior apples on the market. We quote: Pears, per basket, 15 to 40c., and apples. 10 to 25c. per basket and $1 to $2 per barrel; crabapples, 25c. per basket; lemons, $4.25 to $7 per box; onions, ordinary, 60c.; Spanish, 90c. per case; peppers, green, 15 to 30c. per basket; ripe, 60 to 75c.; oranges, Jamaica, $2.25 to $2.75 per box and $5 per barrel; Jersey sweet potatoes, $2.50 per barrel; cocoanuts, $3.50 per sack; quinces, 20 to 35c. per basket; Cape Cod cranberries, $9 to $9.50 per barrel; Nova-Scotian cranberries, $8; bananas, $1.25 to $1.75 per bunch; grape fruit, $4.50 per box.

### VEGETABLES.

There is not much doing in the vegetable line this week and prices are about the same as last week. Quotations are: Lettuce, 30 to 40c. per dozen; radishes, 20 to 25c. per dozen; mint and parsley, 20 to 25c.; cauliflower, 50c. to $1 per dozen; cabbage, 30 to 50c. per dozen and $1.00 per barrel; pickling cabbage, 25 to 50c. per doz.; carrots, 40 to 50c. per bag; beets, 40 to 50c. per bag; potatoes, $1 to $1.20 per bag; celery, 50 to 75c. per dozen; corn, 8 to 15c. per doz.; squashes, $1 to $1.50 per doz; pickling onions, 35 to 50c. per basket, pumpkins, 50c. per doz.; citrons, 40 to 50c. per doz.; artichokes, 50c. per bushel; spinach, 40c.; parsnips, 40 to 50c. per bag; vegetable marrow, 30 to 50c. per doz.

### COUNTRY PRODUCE.

EGGS.—There are now only light receipts of fresh eggs, and the trade is mostly in cold storage and pickled stock. We quote: Strictly new laid, 20c.; cold storage, 17 to 18c.; pickled, 16 to 17c.; seconds, 13 to 14c.

BEANS.—These continue scarce and high. We quote $2 to $2.25 per bushel.

DRIED AND EVAPORATED APPLES.—A few evaporated apples are offering at 6 to 6½c. No dried apples yet are on the market.

HONEY.—A fair amount of business keeps doing in honey. Quotations are: Extracted, 8 to 8½c. for large quantities and 9 to 9½c. per lb. in small lots. Combs, $1.50 to $1.75.

POTATOES.—The offerings of potatoes have been larger this week, quite a number of carloads coming from Eastern Ontario and Quebec. The price is 75c. per bag on track.

### BUTTER AND CHEESE.

BUTTER.—Quite a quantity of butter, in large rolls and tubs, keeps coming forward and is meeting with a good demand. A number of creameries are closing for the season. We quote as follows: Finest 1-lb. prints, 17 to 18c.; choice large rolls and tubs, 15½ to 16½c.; secondary grades, tubs and rolls, 13½ to 14½c.; bakers', 12 to 13c.; creamery prints, 20 to 21c.; creamery solids, 19 to 19½c. per lb.

CHEESE.—This market remains firm and high and an active inquiry still keeps up from the Old Country. The stocks over there are lighter than usual while the demand keeps up well owing, probably, to the high prices of meat and other articles of food. Stocks on this side of the Atlantic are supposed not to be as large as they were this time last year, but definite information is not obtainable. We quote 12 to 12½c. per lb.

### POULTRY AND GAME.

POULTRY.—All kinds of poultry are now in good demand and exporters have commenced shipping the produce to the Old Country. For dressed fowl the quotations are as follows: Turkeys, 10c.; geese, 6c.; ducks, 7c. to 9c.; young chickens, 8 to 10c.; old, 6 to 7c. per lb. For live poultry the prices offered are as follows: Turkeys, 8c.; geese, 5c.; ducks, 7c.; chickens, young, 7 to 8c. and old, 6c. per lb.

GAME.—The colder weather has resulted in an increase in the receipts of game, but the demand continues light. Quotations follow: Teal, 20c. per pair; pin tails, 30 to 35c.; black ducks, 70 to 75c.; butterballs, 30 to 35c.; red heads, 60 to 65c. and blue bills, 20 to 30c.

### FISH.

There is a fair demand for all kinds of fish. Oysters are active and firm. Frozen fish are now coming forward in increasing quantities. We quote: Frozen fish, trout, 7½ to 8c.; whitefish, 7½ to 8c. Fresh fish—Lake Erie herring, 4 to 5c.; perch, 4 to 5c.; pike, 6c.; British Columbian salmon, 15 to 20c.; mackerel, 15 to 20c.; halibut, 15c.; blue pike, 4c.; live lobsters, 25c. per lb.; oysters, $1.25 to $1.35 per wine gallon; selects, $1.50 to $1.60; smoked ciscoes, $1.25 per basket; Digby herring, 50c. per bundle of six baskets; finnan haddies, 7½ to 8c. per lb. in 15-lb. boxes; codfish, $4.50 for 25-lb. boxes and $1.80 for 2 doz. box; quail on toast, 5½c. in boxes; boneless cod, 4½c. per lb.; ciscoes, $1.25 per basket; kippered herring, $4 per case of 4 doz. tins; Labrador herring, in half-barrels, $3 and lake herring, $4; salt sea salmon, $7.50 to $8 per 100-lb. bbl.; salt sea mackerel, $2 per kit (20-lb. pail.)

### GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.—There is still not much grain being marketed and the prices are well maintained. On the St. Lawrence Market the prices are as follows: Red and white wheat, 70 to 71c.; goose wheat, 64 to 65c.; barley, 45 to 49c.; oats, 36 to 37c.; rye, 57½c. and buckwheat, 50 to 52c.; at outside stations, 67 to 68c. will be paid for red and white Ontario wheat, and 65c. for goose wheat.

FLOUR.—There is a good demand for all kinds of flour, but lower prices are looked for shortly. We quote: Ontario patents, in bags, $3.35 to $3.65; Hungarian patents, $4 to $4.10; Manitoba bakers', $3.75 to $3.90; straight roller, $3.40 to $3.50 per barrel.

BREAKFAST FOODS.—There is an active demand for oatmeal and the prices have been advanced 25c. per bag. We quote: Oatmeal, standard and granulated, in carlots on track here, $4.45; standard rolled oats in carlots on track here, $4.25 per barrel; in wood, 15c. extra; broken lots are 25c. per bbl. extra; rolled wheat, $2.25 in 100-lb. bbl.; cornmeal, $4; split peas, $4.75; pot barley, $4.25 in 196-lb. bbls., or $4.10 in bags.

### HIDES, SKINS AND WOOL.

HIDES.—The demand for hides is still moderate and the prices are unchanged. Quotations are as follows: No. 1 green, 8c.; No. 2 green, 7c.; No. 1 green, steers, 8½c.; No. 2 green, steers, 7½c.; cured, 8½ to 9c. per lb.

SKINS.—The demand is principally for calfskins. Our quotations are as follows: Veal skins, 6 to 14 lb. inclusive, No. 1, 10c.; No. 2, 8c.; do, 15 to 20 lb. inclusive, No. 1, 9c.; No. 2, 7c.; deacons (dairies), 60 to 70c. each; shearlings and lambskins, 60c.

WOOL.—There is little doing in the wool market. The quotations are steady at 13½c. for fleece and 7½c. for unwashed wool.

TALLOW.—Prices of tallow are weak at 6¼ to 7c. per lb.

### SEEDS.

Local competition is forcing up the prices of alsike rather higher than the export market would warrant, so that the market here is rather nervous. The present quotations are $7 to $7.60 per 100 lb. for prime to choice seed. The prices for red clover are $6.25 to $6.60 per bushel outside, and timothy is quoted at $1.50 to $1.75.


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We have several cars of best Fall and Winter fruit to offer, standard packed, and are **quoting very attractive prices.**

**California Lemons**

Fresh car to hand, all sizes.

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SPECIAL VALUES
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**JAMAICA ORANGES**
—ALSO—
**California Dried Fruits.**
GET OUR PRICES.
CLEMES BROS.,
TORONTO.

## QUEBEC MARKETS.

Montreal, November 13, 1902.

### GROCERIES.

THE demand for groceries this week has been very satisfactory and an active trade has transpired in practically all lines. In fact, some lines are in such active demand that jobbers have difficulty in obtaining supplies fast enough. Among the features of the week the decline in sugar of all grades has been prominent. The market for dried fruits is characterized by a pronounced scarcity in some lines, particularly raisins, which gives ground for the belief that prices will rule high for the year.

SUGAR

On Thursday last a decline of 5c. all round took place in the market for refined sugar. This was the result of a drop on the New York market of 10c. per 100lb., which was caused by a weakening in raw sugar. The present quotations for Montreal refined sugar are $3.75 for No. 1 granulated; $3.55 for No. 2 granulated and $3.10 to $3.60 for yellows. There is a good demand and an active market under the lower prices.

TEAS.

A feature of the market this week is the heavy demand for Ceylon blacks and green teas, a few parcels of which have been sold during the past few days at fairly good prices. The Ceylon green tea market went up about three farthings a week ago, and Ceylon low-grade blacks are up about ½c. since last week. There is still an active inquiry for Japans, but the market is exceedingly bare. The few that arrive via Suez and New York are eagerly looked forward to, especially any teas about 16 to 17c. A few Japans at 21 to 22c. are about the only kind that are in any fair supply at all here. One importer here has been advised by a Japan firm that teas quoted to their New York office at 23 yen in August last were now being quoted at 27 yen a picul. All teas for price were of very light, chaffy leaf, and low-priced hard leaf teas recently bought were no longer procurable, except in small quantities at an advance of 1½c. per lb. There has been some inquiry from United States buyers for low-grade China blacks, and Canadian holders here sold a quantity to that market, including some cheap congous and oolongs.

SYRUPS AND MOLASSES.

Business in syrups is still of rather small volume, owing to the continued low figure at which molasses is quoted. The latter, however, is expected to go higher before long. At present there is a better feeling in the market for Barbados molasses, and the price for small lots is firm at 24c. The demand is slowly improving. Corn syrups are quoted as follows: In bbls., 3c.; in half bbls., 3¼c.; in ¼ bbls., 3⅜c.; in 38½-lb. pails, at $1.40 and 25-lb. pails, $1.10. Barbados molasses sells at 23 to 24c.; New Orleans, 16½ to 17c.; Antigua, 24c.; Porto Rico, 38c. per lb.

RICE AND TAPIOCA.

The demand for the above articles is steady, but the market is not active. There are no quotable changes to report this week. Our quotations are as follows: B rice, in bags, $3.02½; in ½ bags, $3.07½; in ¼ bags, $3.12½; in pockets, $3.17½. In 10-bag lots an allowance of

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10c. is made. CC rice, $2.92½ in bags; $2.97½ in ½ bags; $3.02½ in ¼ bags and $3.07½ in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4 to 5c. per lb. and tapioca, 3½c.

SPICES.

There has been no important change in the market for spices. The feeling all round is firm, though no actual change in prices is reported on this market. We quote as follows: Nutmegs, 35 to 55c. per lb., as to size; penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 22c., according to grade; white, 25 to 27c.; ginger, whole Cochin, 15 to 17c.; Japan, 13 to 14c.; Jamaica, 16 to 20c.; Afghan, 12 to 13c.; ground, Japan, 15c.; Cochin, 16 to 17c.; Jamaica, 20 to 22c.; and Afghan, 13 to 14c.

CANNED GOODS.

The movement in tomatoes was decidedly slow at the price of $1.75 to which jobbers advanced them, and in consequence some wholesalers are now quoting $1.50 again. There is still but a light movement in tomatoes, although the price is very firm, and no reduction is thought of. The demand for corn and peas is unusually good, due in a great measure to the high price of tomatoes. A new feature, and a very interesting one on this market is the tomato situation, is the reported importation of some round lots from Baltimore, one lot market is the reported importation of some round lots from Baltimore, one lot of 3,000 cases selling at $1.50 per dozen. In other lines of canned goods there is nothing new to report this week. Our quotations are now: Tomatoes, $1.50; corn, 82½ to 85c.; peas, 82½c. to $1.20; string beans, 82½c. to 85c.; strawberries, $1.45 to $1.60; blueberries, $1.25; raspberries, $1.45 to $1.60; gooseberries, $1.45 to $1.60; pears, 2's, $1.60 to $1.70; 3's, $2.10 to $2.15; peaches, 2's, $1.65 to $1.70; 3's, $2.50 to $2.75; 3-lb. apples, 85 to 90c.; gallon apples, $2.10 to $2.20; 2-lb. sliced pineapples, $2.20 to $2.30; grated pineapples, $2.50; pumpkins, $1 per doz.; spinach, $1.50; sugar beets, 95c. to $1.00; salmon, pink, 92 to 95c.; spring, $1.25; Rivers Inlet red sockeye, $1.30; Fraser River red sockeye, $1.40.

### FOREIGN DRIED FRUITS.

CURRANTS.—Recent cables from Patras have been firm in tone and the primary market shows a higher tendency. It is now from ¼ to ½c. higher, and further advances may be expected. Locally, there is a good trade doing, and our quotations are as follows: Fine Filiatras, 5⅛ to 5½c. in cases; cleaned, 5⅝ to 5¾c.; in 1-lb. cartons, 6½ to 7c.; finest Vostizzas, 6½ to 7c.

SULTANA RAISINS.—There has been no change in these locally. Sultanas are now from 1½ to 2c. higher than the opening price. We quote 9½c. per lb. The primary market has advanced 5s. within the last fortnight, and the feeling is firm.

VALENCIA RAISINS.—The primary market has continued to advance, and as stocks are very light in importers' hands for this time of the year, prices, locally, are stiffening. We quote: Finest off-stalk, 7½ to 8c.; selected, 8 to 8½c.; layers, 8½ to 9c., according to brands.

CANDIED PEELS.—There is no change this week. Citron peel sells at 15c.; orange, 11½c. and lemon, 10½c. per lb.

MALAGA RAISINS.—There is a good demand for new Malaga raisins, and an active market prevails. Our quotations are as follows: London layers, $1.50 to $1.60; "Connoisseur Clusters," $2.10 to $2.20; ¼'s, 65 to 70c.; "Royal Buckingham Clusters," $3.15 to $3.25; ¼'s, $1; "Excelsior Windsor Clusters," $4.50 to $4.60; ¼'s, $1.30 to $1.40.

FIGS.—There has been a good demand for figs of the new crop, and some importers are reported to be sold out. We quote: Eleme figs at 10½ to 20c. per lb., according to the size of the fig, and Comadres at $1.20 per tapnet.

DATES.—There is nothing new to report. Hallowees, for delivery during the end of this month, are quoted at 4c.

CALIFORNIAN RAISINS.—The market is firm under an active inquiry. Three-crown muscatels sell at 7½c. per lb.

PRUNES.—The market is steady and prices are unchanged. Quotations are as follows: 8½c. for 40-50s; 8c. for 50-60s; 7¾c. for 60-70s; 7½c. for 70-80s; 6¾c. for 80-90s; 6½c. for 90-100s. Italian prunes are offered at the following prices: 40-50s, 7½c. to 7¾c.; 50-60s, 7 to 7½c.; 70-80s, 5½ to 5¾c.; 90-100s, 4½ to 4¾c. per lb.

NUTS.

The market continues firm on all lines, although no change has been made in prices during the week, and we now quote as follows: Walnuts, 11c.; Tarragona almonds, 12 to 13c.; shelled walnuts, 24 to 26c.; shelled almonds, 29 to 30c.; filberts, 9½c.; Pecans, 15c.; Brazil nuts, 14 to 15c. per lb.

### GREEN FRUITS.

Business during the week has been fairly good, notwithstanding a sudden change in the weather, and all lines in season are moving well. Canadian grapes and Delawares have gone out of the market. Chestnuts have become plentiful and are quoted from 1 to 2c. lower. Pineapples are $1 per crate cheaper. Our quotations are as follows: Jamaica oranges, in bbls., $5 to $5.50 and in boxes, $3; Messina lemons, $4 per box; cocoanuts, $3.50 per bag of 100; bananas, No. 1, $1 to $1.50 and 8-hands, $1; Canadian cabbage, 25 to 40c. per dozen; potatoes, $1.15 to $1.30 per barrel; plums, $1.50; pears, $3.25 and limes, $1.50 per box; Canadian apples, in barrels, $1.50 to $3 and in baskets, 20c. to 30c.; egg plant, 50c. per basket; Canadian pears, 40c. per basket; Spanish onions, 55c. per crate and $2.10 per case; sweet potatoes, $2.75 to $3 per bbl., and Malaga grapes, $5.50 to $7 per keg; cranberries, $8.50 to $10 per bbl.; red onions, $2.25 per bbl.; chestnuts, 9 to 10c. per lb.; Boston lettuce, $1.15 per doz.; wax beans, $2.50 per basket; green beans, $2.50 per basket, and cucumbers, $2.25 per doz.; pineapples, 24s, $4 to $4.50 per crate; Tokay grapes, $3.25 per box; grape fruit, $6 per box; new dates, 4½c. per lb.; figs, 10 to 15c. per lb.

### FISH.

Arrivals of fish have been heavy this week and the market at present is well supplied in all seasonable lines. Haddock is cheaper by about 1c. per lb. and dried codfish are quoted lower. Labrador salmon is now entirely out of the market. We quote: Haddies, 6 to 7c.; smoked herring, 9c. per box; fresh haddock and cod, 3½c. per lb.; dore, 7 to 7½c.; pike, 6c.; halibut, 12c.; salmon, 15c.; No. 1 herring, Nova-Scotian, $5.50 per bbl and $3 per half-bbl.; No. 1 Holland herring, $6.50 per half-bbl.; No. 1 Scotch herring, $6.50 per half barrel and 95c. per keg; Holland herring, 70 to 80c. per keg; No. 1 green codfish, $5.50 to $5.75 and mackerel, $20 per barrel; boneless cod, 1 and 2-lb. blocks, 6c. per lb.; loose boneless cod, 5c. per lb. in 40-lb. boxes; dried codfish, $4 to $4.50 per 100-lb. bundle; British-Columbian salmon, $12.00 per barrel; standard bulk oysters, $1.40 per gallon; Marshall's kippered herring, $1.45 per dozen; Canadian kippered, $1.00 per dozen; Canadian ¼ sardines, $4 per 100; canned Cove oysters, No. 1 size, $1.30 per doz.; canned Cove oysters, No. 2 size, $2.20 per doz.; Malpeque shell oysters, $6 to $8 per barrel.

### BUTTER AND CHEESE.

BUTTER.—There has been a decidedly firm butter market this week and there is every likelihood of it continuing in this condition. Without a doubt this year has been a record-breaker for buttermen. In the opinion of one of Montreal's leading exporters, the climax has been reached, and while prospects for the future are bright, a further advance can hardly be expected. Prices are ½ to ¾c. per lb. higher. There is a scarcity of finest. Both exporters and domestic buyers are eager to obtain this class of butter. There is a good supply of other kinds. Finest creamery is selling for 21¼ to 21½c., while finest Quebec is quoted at 20¾ to 20½c. Western creamery sells at 19 to 20½c. and western dairy at 14½ to 17c. per lb.

For the week ending November 8 shipments from the port of Montreal amounted to 20,814 packages, or 9,971 packages more than for the corresponding period last year. Shipments from May 1 amount to 493,825 packages, or 106,283 packages more than for the same time last year.

CHEESE.—Remarkably good is the condition of business in cheese, the market still showing exceptional strength. An advance of from ½ to ¾c. has taken place since our last report. Quebecs are selling at 11¾ to 12c. and Ontarios from 12 to 12¼c. The season is rapidly drawing to a close, and stocks, it is said, are none too heavy. These two factors, in a large measure, account for the strong market, and it seems that purchasers in Great Britain are displaying a keener desire than usual to obtain cheese at the ruling prices. A keen competition exists between exporters in this city.

Shipments from this port for the week ending November 8 amounted to 106,372 boxes, or 46,270 boxes more than for the corresponding week last year. Since May 1 we have shipped from Montreal 2,011,832 boxes, being 340,525 boxes more than for the same period last year.

### COUNTRY PRODUCE.

EGGS.—A slight upward tendency can be reported this week. Straight receipts have advanced ½c. per dozen. There is a fairly active demand for this class at 18½ to 19c. The price of July and August cold storage is 17½c.; pickled, 17½c. and straight candled, 20c. per dozen.

BEANS.—Trade is rather quiet and in all probability top prices have now been reached. We quote: $2.10 to $2.15 for primes and in carlots, $2.

HONEY.—Trade in honey still remains slow and prices are as before. We quote: White clover in comb, 11 to 11½c. and white strained, 8½c.

POTATOES.—While there has been no change in the price of potatoes, a firm feeling is still maintained. Sales have

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**Just received, by Allan Steamer, a consignment of Finest Crystallized Fruits in**

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*Now is the time to order for your Christmas and Holiday Trade. The above lines are all quick sellers. They will help increase your trade and profits. Place your order early, for these goods will go rapidly.*

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been made here at 65c. per 90 lb., while a choice car of Early Rose went for 70c.

MAPLE PRODUCTS.—Trade is reported to be in a fairly satisfactory condition, although there is not a great deal doing. Prices are unchanged. We quote: Syrup, in large tins, 70 to 80c.; in small tins, 50 to 60c.; in wood, 5 to 5½c. per lb. Sugar, 8½ to 10c. per lb.

ASHES.—Business is very quiet and prices are unchanged. We quote: Firsts, $4.35 to $4.40; seconds, $3.60; pearls, $6.25 per 100 lb.

POULTRY.—The mild weather has in a large measure interfered with the poultry trade. Now that the cold weather has set in higher prices are anticipated. Both turkeys and chickens are selling for 12 to 12½c. per lb.

### FLOUR AND GRAIN.

FLOUR.—Though no actual change in the prices has occurred, the tone of the flour market has become stronger and the feeling at present is very firm. Spring wheat flours are in excellent demand, and a good business both on local and country account is being done. We quote as follows: Choice Manitoba spring wheat patents, $4.10; seconds, $3.80; strong bakers', $3.40; straight rollers, $3.50 to $3.60; winter wheat patents, $3.75 to $4.

GRAIN.—Several lines have weakened during the week and lower prices are quoted on some. In peas there has been a further advance and the present price is firm on account of the light offerings. Corn is from 1 to 2c. lower and buckwheat is about 1½c. lower. Oats have not changed in price. Trade is somewhat quiet in that line. We quote: Rye, 56c.; peas, 80c.; corn, 70c.; buckwheat, 57c. to 57½c.; barley, 49c.; oats, 36 to 36½c. ex-store.

OATMEAL.—Trade continues fairly good and the prices are steady and unchanged. Rolled oats, in barrels, are quoted at $4.50, and in bags at $2.25 in jobbing lots. In large quantities the price is $4.15 per barrel and $2 per bag.

FEED.—There is a good demand for all lines of feed and the prices are firm. Ontario grades are higher but Manitobas show no change. We quote: Manitoba bran, $16 to $17; shorts, $18 to $19; Ontario bran, $16; shorts, $18 to $19; mouillie, $23 to $30, according to the quality.

BALED HAY.—The tone of the market is a little firmer this week. There is an active trade doing at the following prices: No. 1 timothy, $9 to $9.50; No. 2, $8 to $8.75; clover, $7 to $7.50 per ton in carlots.

### MONTREAL NOTES.

Valencia raisins have advanced.

Sugar has declined 5c. per 100 lb.

Canned tomatoes have been imported from Baltimore, and are selling at $1.50.

Last week 106,372 boxes of cheese were shipped from Montreal and 20,814 packages of butter. For the corresponding week last year reports show that 60,102 boxes of cheese and 10,843 packages of butter were shipped, so that the week ending November 8 makes a much better showing than the same week last year.

"Maple Leaf" granulated sugar, the product of The Ontario Sugar Co., of Berlin, Ont., is quoted by The Eby, Blain Co., Limited, who report already quite a large sale of this sugar.

## NEW BRUNSWICK MARKETS.

St. John, N.B., November 9, 1902.

DURING the past week business has been good. Holiday shipments are in full swing. The wholesale grocery business was, perhaps, never on a better basis than at present. While some merchants still cut some lines, there is a better average profit than at least for some years. There is also the great advantage of selling goods on shorter terms as well as the great advantage of definite term with long open accounts, which in past years have been the cause of so many heavy losses. The markets continue very largely in sellers' favor. In the local market, while sugar is a little lower, foreign sugars are higher and the general tone is strong. Hops have shown a large advance and are held firm. Cream of tartar is a little easier.

OILS.—In burning oils the market is firm at the advance, and the quantity moving is very large. Lubricating oils continue to have a large sale for the season. Paint oils are in light demand, but linseeds hold at full prices, though turpentine is rather lower. Cod oil is in rather light supply this season.

SALT.—In Liverpool coarse salt the stock held is quite large, and the prices are unchanged. Regular receipts by the winter-port boats will soon be to hand. Buyers can save money by arranging to have supplies shipped direct from steamer's side. Handling adds very quickly to the price of goods of this kind. Prices are likely to rule firm. In fine salt the market is unchanged, and we now quote: Liverpool coarse, 55c. to 60c.; English factory-filled, 95c. to $1.00; Canadian fine, $1 per bag; cheese and butter salt, bulk, $2.40 per bbl.; 5-lb. bags, $2.75 to $2.85 per bbl.; 10-lb. bags, $2.60 to $2.65 per bbl.; 20-lb. wood boxes, 22-23c. each; 10-lb. wood boxes, 14c. each; cartons, $2 per case of two dozen; English bottled salt, $1.25 to $1.30 per doz.; mineral rock salt, 60c. per 100 lb. (Selected lumps.)

CANNED GOODS.—Tomatoes continue to be of particular interest. Stocks will be very light and the high prices are here to stay. Corn and peas are firm. In fruits, quite large stocks of gallon apples are held, local packed. The sale for No. 3 apples is very small. Peaches are a fair stock. Strawberries are firm and blueberries are scarce. Salmon is unchanged. The local demand for meats is light, but some orders for spring are being placed. Domestic fish, such as sardines, herring and haddies are being sold low, though stocks are not particularly large.

GREEN FRUITS.—Apples are rather dull. Nova-Scotian stock is coming to hand freely, though the crop there is short. Very few Bishop pippins are offered. This is one of our best early winter apples. Quite a few Spies and other hard fruit are being received from Ontario. Oranges have a rather light demand and the prices are quite low. Lemons have been scarce. Full prices are asked. In grapes, some good Ontario stock is still offered. Malaga grapes have a better sale. There is a fair demand for quinces. A few peas are offered. Cranberries show a wide range as between native and imported. There is a light business in sweet potatoes. In bananas, a retail trade only.

DRIED FRUITS.—This is a very active line. New Californian prunes and raisins have been received, but only light receipts except prunes. Seeded raisins are very scarce and bring extra price. Loose muscatels have been advanced on the Coast. Though seeded are not quoted higher you cannot get choice confirmed at old prices. New peels, citron, orange and lemon, were largely received last week, but the market is lightly stocked. Figs are selling freely. Dates are to hand and the stock is fine, and the price for first goods is rather higher than will rule later. Currants, new-cleaned, have been freely received. The market is rather firmer; the sale is large. Evaporated apples are unchanged. Onions are rather lower. In peanuts, the new goods quoted are rather easier than the old prices.

DAIRY PRODUCE.—Good butter is scarce and full figures rule. There is a fair stock of medium grade. Eggs are in better demand and rather better prices rule. Care needs to be taken in regard to quality. Cheese is very firm and the stock is not large.

SUGAR.—Local prices are off 5 cents, though the market is reported strong, foreign sugars being higher. Sales are large, particularly for granulated.

MOLASSES.—Some small cargoes of Porto Rico continue to arrive, but the stock here is not large, and there is a steady sale. Rather higher prices rule. Barbados is getting well cleaned up.

FISH.—There is quite a little interest in smoked herring. Prices continue to advance. The stock here is very light and very few to come forward. In dry fish prices are unchanged. There are fair stocks held. Pickled herring hold steady at quite full figures. The sales are quite large. Finnan haddies are a large business. Prices are unchanged. A few spring shad are offered. Alewives are very dull. We quote: Haddies, 4 to 5c.; smoked herring, 9 to 9½c.; fresh haddock and cod, 2 to 2½c.; boneless fish, 4 to 5c.; pollock, $1.65 to $1.70 per 100 lb.; pickled herring, $2 to $2.25 per half barrel; dry cod, $3.50 to $3.65; pickled shad, per half barrel, $6.

FLOUR, FEED AND MEAL.—In flour, both Manitoba and Ontario grades hold firm. Oats and oatmeal are higher and tend upward. Cornmeal is rather lower. Feed is higher and not so freely offered. Beans are easier. Business is light. Barley has a limited sale. Peas are still scarce and high. We quote: Manitoba flour, $4.60 to $4.70; best Ontario, $4.20 to $4.25; medium, $3.95 to $4.10; oatmeal, $4.10 to $4.50; cornmeal, $3.10 to $3.15; middlings, in small lots, $26 to $28; oats, new, 40 to 44c.; handpicked beans, $2.25 tp $2.30; prime, $2.05 to $2.75; yellow eye beans, $2.80 to $3; split peas, $5.15 to $5.25; barley, $4.25 to $4.40; hay, new, $9 to $10.

### ST. JOHN NOTES

Messrs. Jones & Schofield have received the first direct shipment of Californian seeded raisins.

A. L. Goodwin has received a large shipment of new dates, the first new goods of the season.

Large shipments of "Kux Joy" cleaned currants, direct shipment from Greece, were received by the trade this week.

Theo. H. Estabrooks, packers of "Red Rose" tea, is supplying dealers selling "Red Rose" tea with a particularly pretty calendar to supply to their customers.

The trade this week are receiving their supply of Batger's peels. This is the peel chiefly handled here for some years, and its reputation for quality is fully maintained.

It is not good policy to offer substitutes for Royal Baking Powder, nor to sell the cheap alum powders under any circumstances.

The consumer whose trade is most valuable wants the best and purest goods, and in baking powder this is the "Royal." If he does not find the Royal at your store he will go elsewhere for it, and in so doing there is a liability that he will carry all his orders with him.

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"Nectar" Black Tea, in lead packets and fancy tins only.

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**35** " " " " - **16½c.**

**31** Chests Ceylon Black Pekoe, "Venture," of rich flavory liquor, at - - - - **17c.**

**32** Chests Indian Black Pekoe, "Chincorie," heavy, useful liquor, for blending, at - - - - - - **13½c.**

**18** Chests Ceylon Black Pekoe Souchong, "Rangalla," heavy, flavory liquor, at - - - - - - **13½c.**

**20** Cases, containing 12 5-lb. boxes each, Orange Pekoe, fine hill grown Ceylon Tea, branded "Old Crow," at **27½c.**

**10** Cases, containing 12 5-lb. boxes each, G. T. Orange Pekoe, choicest Ceylon Black Tea, branded "Condor," at **35c.**

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**Now 15 days from the Coast---due any day:**

**125** Half-Chests Japan Tea, at - - - - - **18c.**

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"Old Crow" Baking Powder, Vinegar, Mustard, Black Tea.

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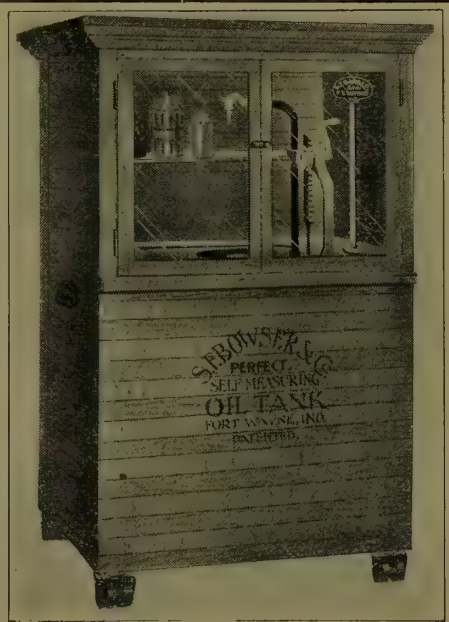
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**TRENTON, - ONTARIO.**

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**The MacLean Publishing Co., Limited, Montreal and Toronto**

**PAPER BAGS**


OUR NEW ADDRESS IS:
**30 WEST MARKET ST.**
**TORONTO**
**DOUGLAS & RATCLIFF**

**A Wise Man Once Said**


FIRST FLOOR CABINET.
"IT IS BETTER TO BE SURE OF A FEW FACTS THAN TO KNOW A GREAT MANY THINGS THAT ARE NOT TRUE."
To an ordinary mortal that statement savors of good sense. There are a few facts about oil tanks of which we are absolutely sure. We refer more particularly to....
**Bowser**
**3** MEASURE SELF MEASURING
**Oil Tanks**
WHICH WE BELIEVE ARE
**THE BEST OIL TANKS UPON EARTH.**
The reason for our faith is that we know HOW and OF WHAT they are built. We know the patience, and care, and skill, and honesty that is built into every one of them. We know their accuracy of measurement. We know their value from the standpoint of economy of oil and of time, and labor. We know they are cheap at the price we get for them. In fact we know all about them and we would like you to know. The best years of our lives have gone into the labor of bringing Bowser Tanks to their present state of mechanical perfection. The labor has been ours the result is yours. We build them not for ourselves, but for you. All we ask of you is a chance to demonstrate their worth, and adaptability to your needs. This will cost you nothing. WRITE FOR CATALOGUE "B."
**S. F. BOWSER & CO.**
Factory, FORT WAYNE, INDIANA.
**65 Front St. East, TORONTO.**

# CORKS and CAPSULES

Your requirements in these lines can be well looked after by us. We have both machine and hand-cut goods. All sizes cut to order. Also brewers' supplies.

**S. H. EWING & SONS**
96 KING ST., MONTREAL.

**Toronto Branch, 87 YORK ST.**
TELEPHONE MAIN 204.

Telephone Bell Main 65
" Merchants 522.

Telephone orders receive prompt attention.


## OTTAWA TRADE GOSSIP.

November, 11, 1902.

BUSINESS this week among retailers has been rather quiet. Your correspondent was around among retail stores in all parts of the city to-day and nearly all merchants who were seen reported business dull. Wholesalers and manufacturers are pretty busy filling orders and getting ready for the Christmas trade. Orders for Christmas confectionery are being solicited this week.

Not many changes in prices have taken place since last week, except a drop in sugar of 5c. per 100 lb.; granulated is now $3.82.

Tomatoes, if anything, are firmer, the jobbing price looking as if it is going to be $1.75 per dozen. Those who have to buy will certainly have to pay high prices, unless they can buy from retailers, who seem to be the best off in the whole situation. In speaking with a number of retailers most of them have received their full order for canned goods when it had been placed with a wholesale house, but those who bought direct from the factory had to take a percentage.

White beans are firm at $2.20 to $2.25 per bushel.

Hams and bacon are selling slow and prices are easier than a month ago. We quote: Hams, 10 to 12c.; pounds, 12 to 13c.; choice breakfast bacon, 14c.; Windsor bacon, 14c.; rolls, 11 to 12c. Pure leaf lard, in tubs, 11c.; kettle rendered, 12c. per lb.

Butter is a little more plentiful since the first of the month, but not enough to affect the price. Creamery is selling at 23c. in prints; choice dairy, 18½ to 20c. Eggs are firm at 18c. Potatoes are very scarce this week at 70 to 75c. per bag. Around this section potatoes are said to be more plentiful than anywhere in Ontario, but they are being shipped to outside points, which is affecting the city market. In flour, patent is selling at $4.10 and strong bakers at $3.80.

In green fruit at the Ottawa Fruit Exchange the receipts of apples have been very large, but despite that fact prices have been very good. Yesterday's sale was a large one and prices ruled as follows: No. 1 Spies, $3.25 to $3.50; No. 2, Spies, $2 to $2.25; No. 1 Greenings, $2.65 to $2.75; No. 2 Greenings, $1.85 to $2.05; No. 1 Baldwin, $3 to $3.25; No. 2 Baldwin, $2 to $2.25; No. 1 Snows, $3.25 to $3.50; No. 2 Snows, $2 to $2.25; No 1 Mackintosh, red, $3.25 to $3.50; No. 1 Russet, $3.10; No. 2, $2 to $2.20; No. 1 Cranberry Pippin, $2.65 to $2.75; No. 2 Cranberry Pippin, $2; No. 1 Canada Red, $3; No. 2 Canada Red, $2.25; No. 1 Ben Davis, $3; No. 2 Ben Davis, $2.25; No. 1 Golden Sweet, $2.50; No. 1 Bell Flower, $2.75; No. 2 Bell Flower, $2.10; No. 1 Phoenix, $2.75 to $2.95; No. 2 Phoenix, $2.30; No. 1 Baxter, $2.10; No. 1 Scarlet Pippins in large sugar barrels, $3.25 to $3.50.; Jamaica oranges, in bbls., $3.50 to $4; ditto in boxes, 176s and 200s, $1.80 to $2.25; sweet potatoes, $2.75 to $3; Malaga grapes, $4 to $4.25; cranberries, Cape Cod, $9 to $9.75. Cranberries are scarce and likely to be higher.

Hallowee dates, 5½c.; layer dates, 4 to 5c.; Persian dates, in pkts., 5½c.; red and white onions, in bbls., $1.25 to $1.50; Spanish onions, 42½ to 50c. per crate.

The last lot of grapes that are expected this season, some 1,500 baskets, sold according to variety from 15 to 20c. per basket.

In future at the Exchange there will only be three sales a week, Monday, Wednesday and Friday, as it gives the company a chance to handle the large quantity of apples, and now that the small fruits are over it is unnecessary for holding a sale every day.

G. W. Hunt expects to store some 25,000 barrels of apples this year in his new building.

### NOTES

Ald. Cunningham, a prominent grocer, of Rideau street, has made application for membership in the Ottawa Retail Grocers' Association.

A. Huckles & Co., of this city, are manufacturing a jelly powder which is making a mark here. They also have for the Christmas trade a nice lot of fruit syrups in bottles of all sizes.

Wholesalers find great difficulty this year in receiving their goods, owing, it is said, to the scarcity of cars, which causes the delivery to be slow in many instances. It goes to show, however, that trade must be growing to an enormous extent in Canada.

In connection with the canned goods situation it is reported that a certain jobbing house in this city, which placed an order for a large lot of tomatoes with a Montreal firm at a figure showing a profit above factory prices, is entering suit owing to its non-delivery. for the value of the order now. It will be interesting to hear the result, which won't be known until January.

The Retail Grocers' Association held their regular meeting last night. The president, Mr. Prevost, who had promised a paper some time ago on "Partnership in Business," brought up the question for discussion. His ideas were in favor of a partnership, but as he had not completed the paper, he will have it ready for the next meeting. A great deal was discussed for and against partnership, which was very interesting for those present. Several accounts were passed and the president and secretary were appointed to canvass a few prominent grocers who have not joined the association,


The best selling tea in Canada today is
Blue Ribbon Ceylon
packed and sold by Blue Ribbon Tea Co.
12 Front St. East - Toronto

to get them on the roll before the next meeting.

It was decided to hold a progressive euchre party in Booth's Hall before the end of the month. The executive committee were instructed to make all arrangements.

The question of buying winter apples was discussed and the ideas of several members were brought out which was a benefit to others not so well posted.

## MANITOBA MARKETS.

Winnipeg, November 9, 1902.

BUSINESS continues good and the fourth of November saw a larger percentage of paper covered than is usual on that date, which is always a heavy one in Western banks. There is some complaint among jobbers that country retail merchants have been speculating in land and asking more time on this account, but this does not apply to any considerable portion, and business is on the whole very satisfactory. After the very fine warm weather which continued up to Monday morning, the 3rd instant, there has come a change to sharp cold with light snow. This has proved a great stimulus to the sale of clothing and footwear, and incidentally, also, it increases the sales of groceries, as farmers coming in for one line of supplies are pretty sure to buy all they need. If the present frost continues it will very speedily put an end to fall plowing, and that will increase the wheat hauling.

Considerable interest is being taken in a notice received from the Government at Ottawa calling attention to the fact that there is a penalty of $100 attached to the selling or offering for sale as "vinegar," a more or less colored liquid consisting essentially of impure diluted acetic acid obtained by the oxidation of wine, beer, cider, or other alcoholic liquids." It is generally understood that a very considerable amount of vinegar, claimed to be pure spirit proof, has been offered and sold at from 7 to 8c. per gallon less than genuine proof vinegar can be laid down in Winnipeg.

CANNED GOODS.—The tomato situation continues to occupy considerable attention. One consignment of tomatoes now on its way to Winnipeg was bought in Baltimore for $1.90 per case, the duty is 96c. per case and the freight will be at least 50c., if not more. The Western representatives of Rose & Laflamme, Montreal, are offering tomatoes at $1.55. This would mean $3.60 per case delivered Winnipeg. Corn is reported growing scarce and although it has not advanced on this market it is very firm. Peas are also firm and without change. All lines of canned fruits are in nominal demand.

SUGARS.—The demand is fair and the price is now $4.40 for granulated and $3.80 for bright yellows.

SYRUPS.—All classes of corn syrups are higher in sympathy with corn.

GREEN FRUITS.—The market is resuming a more normal tone after the slaughter prices produced last week by the sale of carlots by transient traders. Apples, Kings and Spies, are quoted at $3.50, other winter varieties at $2.25: Jersey cranberries, to arrive Monday, $11; lemons, $6; Mexican oranges, $4.50 to $5, according to size; bananas, $3.50; Tokay grapes, $3; Malaga grapes, $8; sweet potatoes, $6 per barrel.

HONEY.—A very fair trade is being done and the prices range as follows:


A LIVE DOLLAR

is the dollar with which you purchase

Clark's Meats

and

Specialties.

Always safe and always earning a profit for you.

EPPS'S GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. COCOA

MINCE MEAT.

Everybody is talking Mince Meat these days, and they all tell you their's is the best.

We don't talk much, but we get there just the same, as others do the talking for us.

Capstan Mince Meat once sold is always sold.

In Packages or in Bulk, from 7 lb. pail to 600-lb. barrel.

CAPSTAN MFG. CO., Toronto.




NEW GOODS JUST ARRIVED.

Fancy Cape Cod Cranberries
Fancy Malaga Grapes
Fancy Jamaica Oranges
PRICES RIGHT.

HUGH WALKER & SON, Direct Importers, GUELPH, ONT.



We want 100,000 Live Chickens annually for our export trade

We will pay the highest possible market price for really prime well-fed birds.

Correspond with

SCOTT, ASHTON & COMPANY, MORRISBURG, ONTARIO.

GRIMBLE'S English Malt VINEGAR

Six GOLD Medals

GRIMBLE & CO., Limited, London, N.W., Eng.

Strained honey, in 60-lb. tins, 12c.; white clover in comb, $2.40; dark honey in comb, $1.50; white clover, in 1-lb. glass jars, $4.50 per case.

CEREALS.—The market is steady and no changes to report in any line.

FLOUR.—Market is good, with fair export trade, and prices are unchanged. We quote: No. 1 patent, $2; No. 2, $1.85; No. 3, $1.55; No. 4, $1.25.

DAIRY MARKET

BUTTER.—There is little or no change. Stocks of creamery are cleaned up and even the holdings by city dealers are small. The city creameries that continue in operation all winter are quoting 25c. per lb. at factory to city customers. Dairy Butter.—Supplies are fair and some of the butter coming in is very good. There is, however, a good deal that is off grade. 14 to 15c. Winnipeg is quoted for the best lots of dairy butter.

CHEESE.—Manitoba made is now about cleaned up and dealers are trading chiefly on Ontario, for which they ask 13 to 13½c. per lb.

EGGS.—The few cold days have practically ended the egg supply which has been light all fall. Storage eggs are selling at 23c. per dozen.

## DEATH OF A COMMERCIAL TRAVELLER.

Harry W. Craig, the well-known commercial traveller for Geo. J. Hamilton, baker and confectioner, Pictou, N.S., died at his father's (ex Mayor Richard Craig) house last Friday of cancer of the brain. Deceased was 28 years of age and the youngest son. His brothers are Richard T. Craig, grocer, Truro, and Alvin J. Craig, grocer, Pictou.

## STOVE POLISH FIRM'S CARDS.

The F. F. Dalley Co., Limited, stove polish manufacturers, Hamilton, are sending out, to all who wish it, a neat little card with the following humorous get-up on the back of it:

A Dutchman, addressing his dog, said, "You vas only a dog, but I vish I vas you, when you go mit your bed in you shust turn round dree dimes and lay down; ven I go mit the bed in I hav to lock up de blace, and wind up the clock and put the cat out, and ondress myself, and my frou vakes up and scolds, den de baby vakes up and cries and I have to valk him mid de house round, den maybe, ven I gets myself to bed it is time to get up again. Ven you get up you shust stretch yourself, dig your neck a leedle and you vas up. I haf to light de fire, put on de kiddle, scrap some mit my vife already and git myself breakfast. You play around all day and have plenty of fun. I haf to work all day and have blenty of drouble. Ven you die you vas dead; ven I die I haf to go to hell yet."

Please mention THE GROCER when writing.

R. Arthur, of Barbados, who is on a visit to Toronto, says that Canadians should increase their trade with those islands. The United States takes nearly all the Barbados product, especially sugar. Canadians get a little of the small trade and sometimes orders are cancelled on account of the slowness of Canadians in filling them. Canadians ought to be ashamed to allow it to be said that they are not as fast as the people of the United States.


Crocers and Confectioners can rely upon the purity and excellence of

**COWAN'S** Cocoa, Chocolate and Famous Blend Coffee.

**Cowan's Cake Icings,** and **Cowan's Pure Confections.**

QUEEN'S DESSERT CHOCOLATE. CHOCOLATE CREAM BARS.
CHOCOLATE GINGER, WAFERS, ETC.
COWAN'S SWISS MILK CHOCOLATE.

THESE ARE CHOICE CHRISTMAS GOODS.

THE COWAN CO., Limited - - - TORONTO.




**Canadian Maple Syrup**

Made straight from the maple tree and guaranteed pure; no adulteration whatever; stands upon its merits; money refunded if not satisfactory.

Canadian Maple Syrup Co., TORONTO, Canada.

**G.O.B. Manitoba Patent**

surpasses in whiteness and purity any All-Manitoba patent flour of same price, and has equal strength.

We have considerable Bran and Shorts to offer in mixed cars.
Our CALLA LILY is A 1 family flour.

MODEL ROLLER MILLS, Perth, Ont.

**"Sarnia" OIL LAMP**

Equal to best American Oil. GROCERS ALL SELL IT.
THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.
SAMUEL ROGERS, President.

**SEASONABLE GOODS** *NOW IN STORE, PER SS. BELLONA.*

FINEST FILIATRA CLEANED CURRANTS, Cases and Half-Cases.
CHOICE VOSTIZZA CURRANTS, Half-Cases.
GOLDEN HALLOWEE DATES. CHOICE SAIR DATES.
C. & B LEMON, ORANGE AND CITRON PEELS.
NEW SHELLED ALMONDS AND WALNUTS.
SELECTED AND F.O.S. VALENCIA RAISINS.

All New Goods at Lowest Prices. Ask for Quotations.

The R. & J. H. Simpson Co.,

WHOLESALE GROCERS AND TEA IMPORTERS, GUELPH, ONT.
Telephone No. 275.

# Graham's Jams, Jellies and Marmalade

are well known all over the Dominion as a **standard of quality.** When ordering try them.

AGENTS:
GEO. J. CLANCY & CO.
59-61 Front St. E., TORONTO.

***Canada Preserving Company,***
HAMILTON.

---

# LISTEN!

We are offering goods at the uniform Association prices.
We solicit your patronage on **the merit of our goods.**
We guarantee the quality of any line of goods packed by us **equal to the best brands packed on the Continent of America.**
We are ready to support this statement with samples. **Don't be sidetracked.**
Your wholesale house will supply our best brands if you insist upon it. If not, write for quotations.

## Delhi Canning Co., Limited, -:- Delhi, Ont.

---

# Gillard's Sauce Gillard's Pickle

Is still the best and cheapest. The most delicious English pickle made.

AS SUPPLIED TO
HIS MAJESTY THE KING
AND
HIS ROYAL HIGHNESS THE PRINCE OF WALES, K.G., Etc.

Sole Proprietors:
## GILLARD & CO., Limited, LONDON, ENG.

---

# Confectionery

Now is the time to place your orders for the Christmas trade. We make everything in the candy line, from the Finest Bon-Bons and Chocolates to the old-fashioned Sugar Sticks and Bull's Eyes. A big line of one-pound and half-pound fancy boxes, to retail from 10c. up.

# The Canada Biscuit Co., LIMITED

KING ST. WEST AND BATHURST ST., CARS PASS OUR WORKS.

KING and BATHURST STS., TORONTO.




**Bovril**

BY SPECIAL APPOINTMENT
PURVEYORS TO HIS MAJESTY THE KING.

THE DEMAND FOR BOVRIL CONTINUES TO INCREASE ENORMOUSLY AS ITS MERITS BECOME WIDER AND WIDER KNOWN. Grocers will serve their own interests by keeping a plentiful supply on hand to meet the requirements of their customers.

**BOVRIL** IS THE ORIGINAL AND ONLY RELIABLE FLUID BEEF.

# Pure Gold Jelly Powder
# Pure Gold Flavoring Extracts
# Pure Gold Baking Powder

WE MAKE THE DEMAND, YOU SELL THE GOODS EASILY.

# CURRENT MARKET QUOTATIONS

November 13, 1902.

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, St. John, N.B., and Halifax. The prices are solicited for publication, and are of such quantities and qualities as are usually ordered by retail dealers on the usual terms of credit. For Winnipeg market report and prices, see page 35.

Goods in large lots and for prompt pay are generally obtainable at lower prices.

All quotations for staple products are under the direct control of the Editors, who call daily upon all the leading houses in the principal centres.

| BUTTER, CHEESE AND EGGS | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| Dairy, choice, large rolls, lb. | $..... | $0 18 | $ 15 | $0 16½ | $..... | $0 16 |
| " " pound blocks | 17 | 18 | 17 | 18 | 16 | 18 |
| " tubs, best | 15½ | 16 | 15 | 16½ | 17 | 19 |
| " tubs, inferior | 14 | 15½ | 13½ | 14 | 14 | 16 |
| Creamery, boxes | 20½ | 21½ | 19 | 19½ | 20 | 23 |
| " prints | ..... | 21½ | ..... | 21 | 22 | 24 |
| Cheese, new, per lb | 11⅛ | 11⅝ | 12 | 12½ | 11 | 11½ |
| Eggs, new laid, per doz | 18 | 18¼ | 17 | 19 | 17 | 18 |
| **CANNED GOODS** | | | | | | |
| Apples, 3's | ..... | ..... | 90 | 1 00 | 1 00 | 1 10 |
| " gallons | ..... | 2 50 | 2 25 | 2 50 | 2 00 | 2 20 |
| Asparagus | 2 20 | 2 25 | 2 00 | 2 40 | ..... | ..... |
| Beets | 1 00 | 1 00 | [illegible] | 1 00 | ..... | 1 10 |
| Blackberries, 2's | ..... | 1 30 | 1 50 | 1 70 | 1 50 | 1 80 |
| Blueberries, 2's | ..... | 1 25 | ..... | ..... | 95 | 1 00 |
| Beans, 2's | 80 | 90 | ..... | 90 | 90 | 95 |
| Corn, 2's | 82½ | 85 | 90 | 1 25 | 80 | 90 |
| Cherries, red, pitted, 2's | 2 25 | 2 30 | 2 10 | 2 25 | 2 30 | 2 40 |
| " white | 2 25 | 2 30 | 2 00 | 2 25 | ..... | ..... |
| Peas, 2's | ..... | 85 | 90 | 95 | 85 | 90 |
| " sifted | 95 | 1 05 | 1 00 | 1 10 | 1 10 | 1 15 |
| " extra sifted | 1 05 | 1 15 | 1 30 | 1 50 | 1 20 | 1 25 |
| Pears, Bartlett, 2's | 1 50 | 1 60 | 1 50 | 2 00 | 1 75 | 1 80 |
| " " 3's | 1 90 | 2 00 | 2 00 | 2 40 | 2 00 | 2 25 |
| Pineapple, 2's | 2 00 | 2 40 | 2 25 | 2 50 | 2 15 | 2 25 |
| " 3's | 2 25 | 2 40 | 2 50 | 2 60 | 2 50 | 2 60 |
| Peaches, 2's | 1 75 | 1 85 | 1 75 | 1 90 | ..... | 1 75 |
| " 3's | 2 60 | 2 70 | 2 50 | 2 75 | 2 70 | 2 80 |
| Plums, green gages, 2's | 1 30 | 1 35 | 1 10 | 1 25 | 1 30 | 1 60 |
| " Lombard | 1 20 | 1 25 | 1 00 | 1 10 | 1 30 | 1 50 |
| " Damson, blue | 1 00 | 1 25 | ..... | 1 00 | 1 10 | 1 30 |
| Pumpkins, 3's | ..... | 1 00 | ..... | 85 | 90 | 1 00 |
| " gallon | ..... | ..... | 2 10 | 2 25 | 2 10 | 2 25 |
| Raspberries, 2's | 1 40 | 1 50 | 1 60 | 1 80 | 1 70 | 1 75 |
| Strawberries, 2's | 1 50 | 1 75 | 1 60 | 1 75 | 1 50 | 1 75 |
| Succotash, 2's | 1 00 | 1 25 | ..... | 1 15 | 1 10 | 1 15 |
| Tomatoes, 3's | ..... | 1 50 | ..... | ..... | 1 25 | 1 30 |
| Lobster, talls | 2 75 | 3 20 | ..... | 3 25 | 2 50 | 3 25 |
| " 1-lb. flats | 3 00 | 3 75 | 3 50 | 3 70 | ..... | 1 25 |
| " ½-lb. flats | 1 75 | 1 85 | 1 75 | 1 80 | ..... | 1 75 |
| Mackerel | 1 00 | 1 10 | 1 15 | 1 25 | 1 35 | 1 45 |
| Salmon, sockeye, Fraser | 1 47½ | 1 52½ | 1 50 | 1 52½ | 1 50 | 1 75 |
| " " Northern | ..... | ..... | 1 40 | 1 45 | 1 15 | 1 25 |
| " " Horseshoe | ..... | ..... | 1 50 | 1 52½ | ..... | ..... |
| " Cohoes | 1 00 | 1 15 | 1 05 | 1 15 | 1 00 | 1 10 |
| Sardines, Albert, ¼'s | 12 | 12½ | 0 15 | 16 | 14 | 15 |
| " " ½'s | 20 | 21 | 22 | 23 | 20 | 21 |
| " Sportsman, ¼'s | 11¼ | 12 | ..... | 14½ | ..... | 12 |
| " " ½'s | 19 | 20 | ..... | 23 | 20 | 21 |
| " key opener, ¼'s | 9 | 11 | 12½ | 13 | 16 | 18 |
| " " ½'s | ..... | 18 | 20½ | 25 | 10 | 11 |
| " P. & C., ¼'s | 20 | 22½ | 25 | 27 | 23 | 25 |
| " " ½'s | 27½ | 30 | 35 | 38 | 33 | 36 |
| " Domestic, ¼'s | 4 | 4¼ | 4 | 4½ | 3½ | 4¼ |
| " " ½'s | 7 | 8 | 9 | 11 | ..... | ..... |
| " Mustard, ¼ size, cases 50 tins, per 100 | 7 50 | 11 00 | 8 50 | 9 00 | 3 50 | 4 00 |
| Haddies | ..... | 1 00 | 1 00 | 1 10 | 85 | 1 00 |
| Kippered Herrings | 1 00 | 1 35 | 1 00 | 1 55 | 85 | 1 00 |
| Herring in Tomato Sauce | 1 00 | 1 55 | 1 00 | 1 70 | ..... | 2 00 |
| **CANDIED PEELS** | | | | | | |
| Lemon, per lb | ..... | 10½ | 10 | 12½ | 12 | 13 |
| Orange, " | ..... | 11 | 11 | 13 | 12 | 13 |
| Citron, " | ..... | 15 | 15 | 18 | 15 | 17 |
| **GREEN FRUITS** | | | | | | |
| Oranges, Sorrentos, per case | 3 75 | 4 00 | ..... | ..... | ..... | |
| " Jamaicas, per bbl | ..... | ..... | 5 00 | 5 25 | 5 00 | 6 00 |
| " " per case | ..... | 3 00 | 2 35 | 2 75 | ..... | ..... |
| Quinces, per basket | ..... | ..... | 0 25 | 0 35 | 0 65 | 0 75 |
| Lemons, Messina, per box | ..... | 4 00 | ..... | ..... | 5 00 | 6 00 |
| Lemons, Californian, " | ..... | ..... | 4 25 | 5 00 | ..... | 2 25 |
| Bananas, Firsts, per bunch | 1 00 | 1 50 | 1 25 | 1 75 | 1 50 | 3 00 |
| Apples, per bbl | 1 50 | 3 00 | 1 00 | 2 00 | ..... | ..... |
| Tomatoes | ..... | ..... | ..... | 0 40 | 0 60 | 0 65 |
| Pears | ..... | 0 40 | 0 30 | 0 50 | ..... | ..... |
| Peaches | ..... | ..... | ..... | ..... | ..... | ..... |
| Jersey Sweet Potatoes, per bbl | 2 75 | 3 25 | ..... | 2 50 | ..... | 4 00 |
| Canteloupes, per crate | ..... | 3 50 | ..... | ..... | ..... | ..... |
| Malaga grapes, per bbl | ..... | ..... | 6 00 | 7 00 | 5 50 | 6 00 |
| Crabapples, per basket | ..... | ..... | ..... | 0 30 | ..... | ..... |
| Apples, per basket | 0 20 | 0 30 | 0 10 | 0 25 | ..... | ..... |
| Can. Grapes, per basket | ..... | ..... | 0 20 | 0 40 | 30 | 50 |
| Peppers, green, per basket | ..... | ..... | ..... | 0 40 | ..... | ..... |
| Peppers, ripe | ..... | ..... | 0 40 | 0 60 | ..... | ..... |
| Cranberries, Cape Cod, per bbl | 8 50 | 10 00 | ..... | 9 50 | 6 50 | 8 50 |
| Cranberries, Nova-Scotian, " | ..... | ..... | ..... | 8 50 | ..... | ..... |
| Butternuts, per basket | ..... | ..... | ..... | 0 25 | ..... | |
| **SUGAR** | | | | | | |
| Granulated St. Law'ce and Red | ..... | 3 75 | ..... | 3 83 | ..... | ..... |
| Granulated, Acadia | ..... | 3 70 | ..... | 3 78 | ..... | 3 85 |
| Paris lump, bbls. and 100-lb. bgs | ..... | 4 30 | ..... | 4 38 | 4 50 | 4 75 |
| " in 50-lb. boxes | ..... | 4 40 | ..... | 4 48 | 4 75 | 5 00 |
| Extra Ground Icing, bbls. | ..... | 4 20 | ..... | 4 28 | ..... | ..... |
| Powdered, bbls | ..... | 4 00 | ..... | 4 45 | 5 50 | 5 80 |
| Phœnix | ..... | 3 55 | ..... | 3 63 | ..... | ..... |
| Cream | ..... | 3 50 | ..... | 3 58 | ..... | ..... |
| Extra bright coffee | ..... | 3 60 | ..... | 3 78 | ..... | ..... |
| Bright coffee | ..... | 3 50 | ..... | 3 58 | ..... | ..... |
| Bright yellow | ..... | 3 45 | ..... | 3 53 | ..... | 3 55 |
| No. 3 yellow | ..... | 3 40 | ..... | 3 48 | ..... | ..... |
| No. 2 yellow | ..... | 3 20 | ..... | 3 38 | ..... | ..... |
| No 1 yellow | ..... | 3 10 | ..... | 3 15 | ..... | 3 25 |

| HARDWARE PAINTS AND OILS | Montreal. | | Toronto. | | St. John Halifax. | |
|---|---|---|---|---|---|---|
| Wire nails, base | ..... | $2 55 | ..... | $2 55 | ..... | $3 20 |
| Cut nails, base | ..... | 2 35 | ..... | 2 45 | ..... | 2 85 |
| Barbed wire, per 100-lb. | ..... | 3 00 | ..... | 3 00 | 3 50 | 3 75 |
| Smooth Steel Wire, base | ..... | 2 60 | ..... | 2 60 | ..... | ..... |
| White lead, Pure | ..... | 5 87½ | 5 00 | 5 25 | ..... | 6 80 |
| Linseed oil, 1 to 2 bbls., raw | ..... | 82 | ..... | 70 | ..... | 74 |
| " " " boiled | ..... | 85 | ..... | 73 | ..... | 77 |
| Turpentine, single bbls. | ..... | 67 | ..... | 75 | ..... | 78 |
| Benzine, in bbls., per gal | ..... | ..... | ..... | 18¾ | ..... | 21 |
| **SYRUPS AND MOLASSES** | | | | | | |
| Syrups— | | | | | | |
| Dark | ..... | 1⅞ | ..... | ..... | ..... | ..... |
| Medium | ..... | 2½ | 30 | 32 | ..... | ..... |
| Bright | ..... | 2⅝ | 35 | 37 | ..... | ..... |
| Corn Syrup, barrel, per lb. | .... | 3 | ..... | 3 | ..... | ..... |
| " " ½ bbls. " | ..... | 3½ | ..... | 3½ | ..... | ..... |
| " " kegs " | ..... | 3¼ | ..... | 3¼ | ..... | ..... |
| " " 3 gal. palls, each | ..... | 1 40 | ..... | 1 40 | ..... | ..... |
| " " 2 gal. " " | ..... | 1 10 | ..... | 1 10 | ..... | ..... |
| Honey | ..... | ..... | ..... | 10 | .... | ..... |
| " 25-lb. palls | ..... | 1 05 | ..... | 1 00 | ..... | ..... |
| " 38-lb. palls | ..... | 1 0 | ..... | 1 40 | ..... | ..... |
| Molasses— | | | | | | |
| New Orleans, medium | 16½ | 17 | 25 | 30 | 28 | 30 |
| " " Open kettle | ..... | ..... | 40 | 50 | ..... | ..... |
| Barbadoes | 23 | 24 | ..... | 32 | 24 | 25 |
| Porto Rico | ..... | 38 | 38 | 42 | 30 | 32 |
| **CANNED MEATS** | | | | | | |
| Comp, corn beef, 1-lb. cans | 1 55 | $1 65 | $1 55 | 1 65 | $1 55 | $1 60 |
| " " 2-lb. cans | 2 75 | 3 00 | 2 85 | 3 00 | 2 80 | 2 90 |
| " " 6-lb. cans | 7 90 | 9 60 | ..... | 8 25 | 8 75 | 9 25 |
| " " 14-lb. cans | 16 50 | 23 00 | ..... | 19 50 | 20 00 | 21 00 |
| Minced collops, 2-lb. can | ..... | 2 75 | ..... | 2 60 | 2 50 | 2 80 |
| Lunch tongue, 1-lb. can | 3 00 | 3 90 | ..... | 3 00 | 3 00 | 3 25 |
| " " 2-lb. can | 6 00 | 7 90 | ..... | 7 00 | 6 80 | 7 60 |
| English brawn, 2-lb. can | 2 40 | 2 75 | ..... | 2 45 | 2 75 | 2 80 |
| Camp sausage, 1-lb. can | ..... | ..... | ..... | 2 50 | 2 50 | ..... |
| " " 2-lb. can | ..... | ..... | ..... | 4 00 | 4 00 | ..... |
| Soups, assorted, 1-lb. can | 1 15 | 1 50 | ..... | 1 50 | 1 40 | |
| " " 2-lb. can | 2 40 | 2 45 | ..... | 2 20 | 2 25 | |
| Soups and Bouil, 2-lb. can | 1 75 | 2 50 | ..... | 1 80 | 1 75 | |
| " " 6-lb. can | 3 50 | 5 85 | ..... | 4 50 | 4 25 | 4 50 |
| Sliced smoked beef, ½'s | 1 65 | 1 70 | 1 65 | 1 70 | ..... | 2 00 |
| " " " 1's | 2 75 | 3 10 | 2 80 | 2 95 | ..... | 3 25 |
| **FRUITS** | | | | | | |
| Dried— | | | | | | |
| Currants, Provincials, bbl | ..... | ..... | ..... | ..... | ..... | ..... |
| " Filiatras, cases | ..... | 5¾ | ..... | 5½ | ..... | ..... |
| " " ½-cases | 5⅛ | 5⅜ | 5½ | 6 | ..... | ..... |
| " Patras, cases | ..... | 6 | 6 | 6½ | ..... | ..... |
| " " ½-cases | ..... | 6 | 6¼ | 7 | ..... | ..... |
| Amalias | 6½ | 7 | 7 | 7½ | ..... | 6½ |
| Vostizzas, cases | 6½ | 7 | 7 | 8 | ..... | ..... |
| Dates, Hallowees | ..... | 4 | ..... | 5 | 4½ | 5 |
| " Sairs | .... | 3½ | ..... | 4½ | ... | 4 |
| Figs, Elemes | 10½ | 20 | 11 | 15 | 10 | 12 |
| " Mats, per lb | 3 | 3¼ | ..... | 4 | ..... | ..... |
| " Tapnets | ..... | 3 50 | ..... | 4 | ..... | ..... |
| " Naturals | ..... | ..... | ..... | 8 | ..... | ..... |
| Prunes, California, 30's | ..... | 9 | ..... | ..... | 10 | 12 |
| " " 40's | ..... | 8½ | 8¾ | 10 | 8½ | 9 |
| " " 50's | ..... | 8¼ | 8 | 8½ | 8 | 8½ |
| " " 60's | ..... | 8 | 7 | 7½ | 7½ | 8 |
| " " 70's | ..... | 7½ | 6½ | 7 | 7 | 7½ |
| " " 80's | ..... | 7 | 6 | 6½ | 6½ | 7 |
| " " 90's | ..... | 6½ | 5 | 5½ | 6 | 6½ |
| " " 100's | ..... | 6 | ..... | 5 | 5½ | 6 |
| " Bosnia, A's | ..... | ..... | ..... | 8 | ..... | ..... |
| " " B's | ..... | ..... | 7½ | 8 | ..... | ..... |
| " " U's | ..... | 5 | 6¼ | 6½ | ..... | ..... |
| " French, 50's | ..... | ..... | ..... | ..... | ..... | ..... |
| " " 110's | ..... | 5 | ..... | ..... | ..... | ..... |
| Raisins, Fine off stalk | 7¼ | 8 | 7¾ | 9 | ..... | 8 |
| " Selected | 8 | 8½ | 8½ | 9 | .... | 8¼ |
| " Selected layers | 8½ | 9 | ..... | 9 | 8½ | 8¾ |
| " Sultanas | ..... | 9½ | 9 | 16 | ..... | ..... |
| " California, 2-crown | 5 | 5½ | ..... | ..... | ..... | ..... |
| " " 3-crown | 7¼ | 7½ | 7½ | 8 | 8½ | 9 |
| " " 4-crown | 7¾ | 8 | 8 | 8½ | 9 | 9½ |
| " " 1's seeded, 3-cr. | 9¾ | 10½ | 8½ | 10 | 10 | 10½ |
| " Empire clusters | 1 50 | 1 60 | ..... | 2 60 | | 2 00 |
| " Black baskets | ..... | ..... | ..... | 2 25 | 2 00 | 2 25 |
| " Extra clusters | ..... | ..... | ..... | 3 35 | ..... | 2 50 |
| " Dehesa clusters | ..... | ..... | ..... | 3 10 | 3 00 | 3 50 |
| " Royal B. clusters | 3 15 | 3 25 | ..... | 5 00 | ... | ..... |
| " Connoisseurs cl'str's | 2 10 | 2 20 | ..... | 2 10 | ..... | ..... |
| " Excelsior clusters | 4 50 | 4 60 | ..... | 4 60 | ... | ... |
| Evaporated apples | ..... | ..... | ..... | 7½ | 7 | 7½ |
| Dried " | ..... | ..... | ..... | 5½ | ..... | ..... |
| **PROVISIONS** | | | | | | |
| Dry Salted Meats— | | | | | | |
| Long clear bacon | .... | 12 | 11 | 11½ | ..... | ..... |
| Smoked meats— | | | | | | |
| Breakfast bacon | ..... | 15½ | 14½ | 15 | .. | ..... |
| Rolls | ..... | 12½ | 12 | 12½ | 11 | 12 |
| Medium Hams | ..... | 14 | 13½ | 14 | 14 | 15 |
| Large Hams | ..... | 13 | 12½ | 13 | ..... | ... .. |
| Shoulder hams | ..... | 13 | 11 | 11½ | ..... | .... |
| Backs | ..... | 15 | 14½ | 15 | ..... | ..... |
| Meats out of pickle 1c. less. | | | | | | |
| Barrel Pork— | | | | | | |
| Canadian heavy mess | ..... | 23 00 | ..... | 21 50 | 23 00 | 23 50 |
| " short cut | 21 50 | 22 00 | 23 00 | 23 50 | 23 50 | 26 00 |
| Plate beef | 12 50 | 13 50 | ... | 15 00 | 15 00 | 16 00 |
| Lard, tierces, per lb | ..... | 11 | 10¾ | 11 | 11 | 11½ |
| Tubs | ..... | 11⅛ | 11 | 11¼ | 11½ | 11¾ |
| Pails | ..... | 11¼ | 11¼ | 11½ | 11¾ | 12 |
| Compounds | ..... | 9⅜ | 8¾ | 10¼ | ..... | ..... |




THE DOMINION BREWERY CO., LIMITED

**Brewers and Maltsters**

**TORONTO**

**Manufacturers of the Celebrated**

# WHITE LABEL ALE

**ASK FOR IT AND SEE THAT OUR BRAND IS ON EVERY CORK.**

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

**WM. ROSS, Manager.**



# Season's Specialties:

Be sure you have a **Plum Pudding, Short Bread,** and **"Dandy Oyster" Biscuit.** They are all good sellers now.

## Christie, Brown & Co., Limited, Toronto and Montreal.


| COFFEE | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| Green— | ..... | 24 | 21 | 25 | 25 | 30 |
| Mocha | ..... | 27 | 22 | 30 | 25 | 30 |
| Old Government Java | ..... | 10 | 7 | 12 | 12 | 13 |
| Rio | ..... | ..... | 9½ | 10½ | ..... | ..... |
| Santos | ..... | 29 | 26 | 30 | 29 | 31 |
| Plantation Ceylon | ..... | ..... | 22 | 25 | 24 | 28 |
| Porto Rico | ..... | ..... | 22 | 25 | 24 | 26 |
| Gautemala | ..... | 18 | 15 | 20 | 18 | 22 |
| Jamaica | ..... | 18 | 13 | 18 | 12 | 13 |
| Maracaibo | | | | | | |
| **NUTS** | | | | | | |
| Brazil | 14 | 15 | 14 | 16 | 12 | 13 |
| Valencia shelled almonds | 29 | 30 | 30 | 35 | 30 | 35 |
| Tarragona almonds | ..... | 11 | 11½ | 13 | 12 | 13 |
| Californian almonds | ..... | ..... | ..... | 20 | ..... | ..... |
| " soft shell walnuts | ..... | ..... | ..... | 19 | ..... | ..... |
| Canadian chestnuts, per bush | ..... | ..... | ..... | 4 50 | ..... | ..... |
| Formegetta almonds | ..... | ..... | ..... | 10½ | ..... | ..... |
| Jordan shelled almonds | ..... | 42 | 40 | 43 | ..... | ..... |
| Peanuts (roasted) | 7 | 11 | 9 | 10½ | 9 | 10 |
| " (green) | 6¾ | 7¾ | 8 | 10 | ..... | ..... |
| Cocoanuts, per sack | ..... | 3 25 | ..... | 3 75 | 3 25 | 3 50 |
| " per doz | ..... | ..... | ..... | 60 | ..... | 50 |
| Grenoble walnuts | 10 | 11 | 12½ | 13 | 10 | 12 |
| Marbot walnuts | ..... | 10 | 11½ | 12 | ..... | ..... |
| Bordeaux walnuts | ..... | 9 | ... | 8 | ..... | ..... |
| Sicily filberts | ..... | 9½ | 11 | 11½ | ..... | 10 |
| Naples filberts | ..... | ..... | ..... | ..... | 10 | 11 |
| Pecans | ..... | 15 | 13 | 15 | 14 | 15 |
| Shelled Walnuts | ..... | 18 | 20 | 23 | ..... | 25 |
| **SODA** | | | | | | |
| Bi-carb, standard, 112-lb. keg | 1 65 | 1 80 | 2 00 | 2 25 | 1 70 | 1 75 |
| Sal soda, per bbl | 70 | 75 | 80 | 90 | 85 | 90 |
| Sal Soda, per keg | 95 | 1 00 | ..... | 1 00 | 95 | 1 00 |
| **SPICES** | | | | | | |
| Pepper, black, ground, in kegs pails, boxes | 16 | 18 | ..... | 18 | 14 | 15 |
| " in 5-lb. cans | 14 | 17 | ..... | 19 | 15 | 16 |
| " whole | 15 | 17 | ..... | 19 | 12 | 13 |
| Pepper, white, ground, in kegs pails, boxes | 26 | 27 | 26 | 27 | 24 | 25 |
| " 5-lb. cans | 25 | 26 | 25 | 26 | 20 | 22 |
| " whole | 24 | 25 | 23 | 25 | 20 | 22 |
| Ginger, Jamaica | 19 | 25 | 22 | 25 | 25 | 25 |
| Cloves, whole | 12 | 30 | 14 | 35 | 15 | 20 |
| Pure mixed spice | 25 | 30 | 25 | 30 | 25 | 30 |
| Cassia | 13 | 18 | 20 | 40 | 15 | 20 |
| Cream tartar, French | ..... | 25 | 24 | 25 | 20 | 22 |
| " " best | ..... | 28 | 25 | 30 | 25 | 30 |
| Allspice | 10 | 15 | 13 | 16 | 16 | 18 |
| **WOODENWARE** | | | | | | |
| Pails No. 1, 2-hoop | ..... | 1 65 | ..... | 1 55 | ..... | 1 90 |
| " " 3-hoop | ..... | 1 80 | ..... | 1 70 | ..... | 2 05 |
| " half, and covers | ..... | 1 65 | ..... | 1 60 | ..... | 1 75 |
| " quarter, jam and covers | ..... | 1 15 | ..... | 1 10 | ..... | 1 45 |
| " candy, and covers | 2 50 | 2 90 | ..... | 2 40 | ..... | 3 20 |
| Tubs No. 0 | 10 00 | 10 15 | ..... | 8 50 | ..... | 11 00 |
| " 1 | 8 00 | 8 15 | ..... | 7 00 | ..... | 9 00 |
| " " 2 | 7 00 | 7 15 | ..... | 6 00 | ..... | 8 00 |
| " " 3 | | 6 15 | ..... | 5 25 | ..... | 7 00 |

| PETROLEUM | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| Photogene | ..... | ..... | 17 | 17½ | ..... | .... |
| Canadian water white | 14½ | 15½ | ..... | 16 | ..... | ..... |
| Sarnia water white | 16 | 17 | 16½ | 17 | 18 | 18½ |
| Sarnia prime white | ..... | 18 | 15 | 15½ | 17½ | 18 |
| American water white | ..... | 19 | 17½ | 18 | 18 | 19½ |
| Pratt's Astral (barrels extra) | 18½ | 19 | 17 | 17½ | 19 | 19½ |
| Lily White (Canadian) | ..... | ..... | 14½ | 15½ | ..... | ..... |
| Silver Lead (American) | ..... | ..... | 16 | 16½ | ..... | ..... |
| Crystal Spray (W. W. Amer.) | ..... | ..... | 18 | 18½ | .... | .... |
| Pennoline (choice fcy. brand) | ..... | ..... | 19 | 19½ | ..... | ..... |
| **TEAS** | | | | | | |
| Black— | | | | | | |
| Congou--Half-chests Kaisow' | 13 | 60 | 13 | 60 | 11 | 40 |
| Moning, Paking | 17 | 40 | 18 | 50 | 15 | 4 |
| Caddies Paking, Kaisow | 35 | 55 | 35 | 55 | 30 | 50 |
| Indian—Darjeelings | 20 | 40 | 20 | 40 | 18 | 40 |
| Assam Pekoes | 18 | 25 | 18 | 25 | 17 | 24 |
| Pekoe Souchong | 35 | 42 | 35 | 42 | 34 | 40 |
| Ceylon—Broken Pekoes | 26 | 30 | 20 | 30 | 26 | 30 |
| Pekoes | 17½ | 40 | 17 | 35 | 17 | 35 |
| Pekoe Souchong | | | | | | |
| China Greens— | | | | | | |
| Gunpowder-Cases, extra first | 42 | 50 | 42 | 50 | ..... | ..... |
| Half-chests, ordinary firsts | 27 | 28 | 22 | 28 | ..... | ..... |
| Young Hyson—Cases, sifted extra firsts | 42 | 50 | 42 | 50 | ..... | ..... |
| Cases, small leaf, firsts | 35 | 40 | 35 | 40 | ..... | ..... |
| Half-chests, ordinary firsts | 22 | 38 | 28 | 38 | ..... | ..... |
| Half-chests, seconds | 17 | 19 | ..... | 28 | ..... | ..... |
| " thirds | 15 | 17 | 16 | 18 | ..... | ..... |
| " common | 13 | 14 | 14 | 15 | ..... | ..... |
| Pingsueys— | | | | | | |
| Young Hyson, ½-chests, firsts | 28 | 32 | 28 | 32 | 30 | 40 |
| " " " seconds | 16 | 19 | 18 | 19 | ..... | ..... |
| " Half-boxes, firsts | 28 | 32 | 28 | 32 | ..... | ..... |
| " " seconds | 16 | 19 | 18 | 19 | ..... | ..... |
| Japans— | | | | | | |
| ½-chests, finest May pickings | 38 | 40 | 38 | 40 | ..... | ..... |
| Choice | 32 | 36 | 33 | 37 | ..... | ..... |
| Finest | 28 | 30 | 30 | 32 | ..... | ..... |
| Fine | 25 | 27 | 27 | 30 | ..... | ..... |
| Good medium | 22 | 24 | 25 | 28 | ..... | ..... |
| Medium | 19 | 20 | 21 | 23 | ..... | ..... |
| Good common | 16 | 18 | ..... | 20 | ..... | ..... |
| Common | 13 | 15 | ..... | 19 | ..... | ..... |
| Nagasaki, ½-chests, Pekoe | 16 | 22 | ..... | .... | ..... | ..... |
| " " Oolong | 14 | 15 | ..... | ..... | ..... | ..... |
| " " Gunpowder | 16 | 19 | ..... | ..... | ..... | ..... |
| " " Siftings | 7½ | 11 | ..... | ..... | ..... | ..... |
| **RICE, SAGO, ETC.** | | | | | | |
| Rice—Standard B | 3 00 | 3 10 | ..... | 3½ | 3 25 | 3 40 |
| Patna, per lb | 4 25 | 4 50 | 4¾ | 5 | 5 | 6 |
| Japan | 4 40 | 4 90 | 5½ | 6 | 5 | 6 |
| Imperial Seeta | 4 60 | 4 90 | 4¾ | 5½ | 5 | 6 |
| Extra Burmah | ..... | ..... | 4¼ | 4¾ | 4 | 5 |
| Java, extra | ..... | 5¼ | 6 | 6½ | 6 | 7 |
| Macaroni, dom'ic, per lb., bulk | 3¼ | 4¼ | ..... | 7¼ | ..... | ..... |
| " imp'd, 1-lb. pkg., French | 8 | 12 | 9 | 10 | ..... | ..... |
| " " Italian | 8 | 10 | 11 | 12½ | ..... | ..... |
| Sago | 3½ | 3½ | 3¾ | 4 | 4½ | 5 |
| Taploca | ..... | 3½ | 3½ | 3¾ | 4½ | 5 |

# Take Your Share.

There is no sense in letting business go by. If you stock James' "Dome" lead it will sell itself, but you can't expect to sell it if you don't carry it in stock. Sales this year double last year's. Why? Because the goods are right.

**W. G. A. LAMBE & CO.,** Canadian Agents.

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# Borden's

## Brands of Condensed Milk and Evaporated Cream at Canadian Prices.







We beg to announce that we have established a branch factory at Ingersoll, Ont., and that we are now prepared to fill all orders for the Canadian trade promptly, and at considerably reduced prices, owing to the establishment of the Canadian Branch. Our **Eagle Brand Condensed Milk, Gold Seal Brand Condensed Milk** and **Peerless Brand Evaporated Cream,** unsweetened, can be obtained through our local representatives.

## BORDEN'S CONDENSED MILK CO.

Originators of Condensed Milk. Established 1857.

Selling representatives in Canada: **F. W. Hudson & Co., Toronto. W. H. Dunn, Montreal. Erb & Rankin, Halifax. W. S. Clawson & Co., St. John, N.B., also Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.**

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*"Best in the World."*

## HILL, EVANS & CO'S (WORCESTER, ENG.)

PURE ENGLISH

## MALT VINEGAR

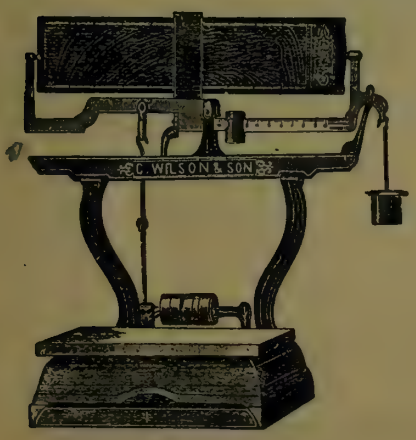
Delicate in Flavor and Aroma.
Splendid keeping properties.

## ROBERT WATERS' QUININE WINE

Quinine in a palatable form—50 years' reputation.

Export Agents:
Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

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# HONESTY

is the only policy which a grocer can follow and be successful.

If he is **dishonest** to his customers they soon find it out and leave him. If he is **dishonest** to himself he soon fails.

Are you **honest** to yourself?

When you are weighing out goods are you sure that your scales do not cheat you? If they are **WILSON'S COMPUTING SCALES** they do not, but if they are any other old kind they might do so. You will find it a profitable investment to look into and purchase one of our **BALL-BEARING** Computing Scales.

They are **honest** to both buyer and seller.

Wilson's Scales are "MADE IN CANADA"

## C. WILSON & SON

69 ESPLANADE ST. E. TORONTO

# "ACME"
## TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

**TORONTO SALT WORKS, Toronto, Ont.**
**Agents for the Canadian Salt Co., Windsor, Ont.**

BUY

# Star Brand

## COTTON CLOTHES LINES

— AND —

## COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

**For sale by all Wholesale Dealers**

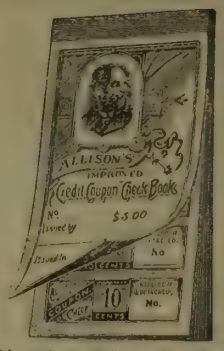
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**WANT TO SELL OUT ?**

Try a condensed advertisement in THE CANADIAN GROCER. We only charge two cents per word each insertion, and we reach all the grocerymen in Canada. All orders for these advertisements MUST BE accompanied by remittance, and when replies are directed to our care, four cents must be added for use of box.

THE CANADIAN GROCER,
MONTREAL. TORONTO.

## Some Merchants' Experience.




**Solomon said in his haste: "ALL MEN ARE LIARS!" He didn't mean it. He was simply so mad with one man that he included all the rest.**

Let us not fall into Solomon's mistake. We should take out of our experience the wisdom there is in it AND STOP RIGHT THERE!

Otherwise we are as stupid as the cat who sat down on a hot stove lid. She will never sit down on a hot stove lid again, and that shows good judgment. BUT SHE WILL NEVER SIT DOWN ON A COLD ONE, EITHER.

Now, some merchants have had hard experiences lately with coupon books that were represented to be absolutely correct in count and made up just as good as any other, but they were not, and you won't know what a perfect coupon book is until you have tried either Allison's Coupon Books or Allison's Coupon Pass Books. Both are good; one book suits some, while the other fills the bill with the rest of the merchants.

We are doing a lot of special engraving work now for merchants who use books in large quantities. Our books are carried in stock by jobbers. We will be glad to send you a free sample.

**Allison's name on a Coupon Book is itself a guarantee of perfection.**

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**THE EBY, BLAIN CO., Limited, TORONTO.**
**C. O. BEAUCHEMIN & FILS, MONTREAL.**
**ALLISON COUPON CO.,** Manufacturers,
Indianapolis, Indiana.

**THE C. G. YOUNG CO**
## RUBBER STAMPS
**AND SUPPLIES**
**No. 1 Adelaide Street East - Toronto**

**GOLD MEDAL, PARIS, 1900.**

# Walter Baker & Co.'s
**PURE, HIGH GRADE**
# Cocoas and Chocolates.


TRADE-MARK.

**Breakfast Cocoa.**—Absolutely pure, delicious, nutritious, and costs less than one cent a cup.

**Premium No. 1 Chocolate.**—The best plain chocolate in the market for drinking and also for making cake, icing, ice-cream, etc.

**German Sweet Chocolate.**—Good to eat and good to drink; palatable, nutritious, and healthful.

## WALTER BAKER & CO. Ltd.
**ESTABLISHED 1780.**
**DORCHESTER, MASS.**
**BRANCH HOUSE, 12 and 14 St. John St., MONTREAL.**

**TRADE-MARK ON EVERY PACKAGE.**

# JUST WHAT YOU WANT

## TIME AND LABOR SAVER

## The "ENTERPRISE" ELECTRIC

RAPID GRINDING AND PULVERIZING **Mill**

Will be furnished for Direct or Alternating Current to suit all conditions

## 25 to 50 lbs. of Coffee

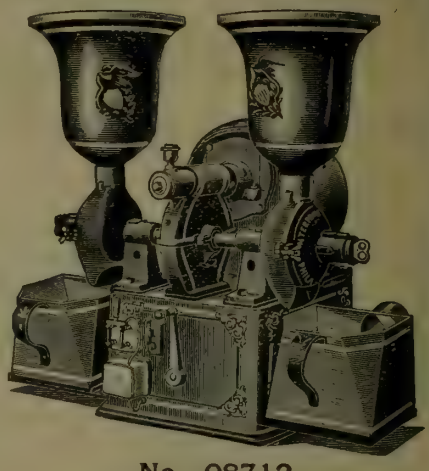
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One Grocer says: It has almost doubled our Coffee Trade, I consider it a Good Investment and Advertisement.

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The Enterprise Mfg. Co. of Pa., PHILADELPHIA, PA. U. S. A.

**GRANULATOR PULVERIZER**



**No. 08712**

*Height 81 inches; Width 32 inches;*
*Length 25 inches; Weight 320 pounds*

*PRICE ON APPLICATION*

*Grinding Capacity*
*Granulating, 2 pounds per minute*
*Pulverizing, ½ pound per minute*

*Capacity of Iron Hoppers, 6 lbs. of Coffee*
*Capacity of Nickel-Plated Hoppers, 7½ lbs. "*

# To Arrive in a Few Days:

**California Raisins, Griffin Seeded.**
**California 2-Crown Loose Muscatels.**
**California 3-Crown Loose Muscatels.**
**California 4-Crown Loose Muscatels.**
**Malaga, Bevan's 3-Crown Loose Muscatels.**
**4-Crown Solari's Sultanas.**
**4-Crown Layers, Pallare's Valencias**

## F. J. CASTLE - OTTAWA.

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tablished 1845 MODERN MACHINERY, UP-TO-DATE METHODS Established 1845




1 and 2-lb. Tins.

## S. H. & A. S. EWING'S

HIGH-GRADE

# COFFEE and SPICES

"The goods that have stood the test of time."
"The perfected products of 57 years' study and experience."
(Have you seen the new ¼ Spice package "Prince of Wales'" brand? Write for sample.)

## S. H. & A. S. EWING, Montreal Coffee and Spice Steam Mills, 55 Cote St., MONTREAL, P.Q.

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**Subscribers wanting goods or special quotations on anything anywhere in Canada, at any time, can get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto or Montreal.**

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## COX'S GELATINE Always Trustworthy

ESTABLISHED 1725.

**Agents for Canada:**
C. E COLSON & SON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO., Toronto, St. John, N.B., and Montreal

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SEASON 1902.

# Butter Tubs

Order now—ship when required. Best goods—fair price.

## WALTER WOODS & CO.

HAMILTON.

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Established 1862.

## E. THOMPSON & CO.

LIVERPOOL,

Offices—11 Victoria St. . . . ENG.
Warehouses—48-52 Thomas St.

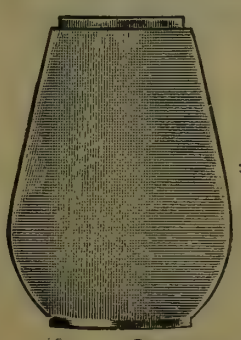
We solicit correspondence and offers of all kinds of **CANNED GOODS** and **DRIED FRUITS**, etc., suitable for the English and Continental markets. Consignments will receive best attention and advances made when required.

REFERENCE—Canadian Bank of Commerce.

American Agent—
G. H. THOMPSON,
107 Hudson St., NEW YORK.

---

ARE YOU USING OUR



Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,
of WALLACEBURG, Limited

---

**Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.**

---

Toronto Fruit Merchants.

## *McWilliam & Everist*

Commission Merchants. Fruit Importers and Exporters.

Canadian Apples a Specialty.

CORRESPONDENCE SOLICITED.

Quote us if you have anything to offer.
Ask for our prices when requiring fruit.

25 and 27 Church St., TORONTO, Can.

Long Distance 'Phone Main 645.
Warehouse 'Phone Main 3394.

---

## California Fruits

**Canadian Peaches, Plums, Tomatoes.**

Fresh arrivals daily at lowest market prices.

Full stock of Oranges, Lemons and Bananas always on hand.

## HUSBAND Bros. & Co.

82 Colborne St., TORONTO.

Phones, Main 54, Main 3428.

# More Care Needed in Shipping Apples.

"THERE are tons of trashy fruit (apples) in this country and they find their level in the poorest class of shops, some being really too miserable to sell from costers' barrows. It is simply absurd for shippers to forward poor fruit. To-day's lot, ex Numidian, showed up in painful contrast to similar varieties from Boston. Greenings were especially poor and have suffered considerably from sweat spots, particularly in the heart of the barrel. Buyers summarize thus: 'Canadian fruit very poor this year, but packing marvellously improved.' There are two exceptions, but two Irish buyers to-day said they could at last count on the bulk bearing definite relation to the face, although they knew nothing of the Fruit Marks Act," said W. A. McKinnon, Chief Fruit Inspector of Canada, writing recently from England to Acting Chief Inspector McNeil.

Thus Mr. McKinnon reports the condition of the English apple market: "The fruit shipped by way of Boston was in excellent condition; those from a Canadian port were in a poor one. The English buyers have got the impression that the Canadian crop was poor. But a large portion of the apples exported from Canada were sent via Boston and arrived in excellent condition. The fault evidently does not lie in the quality of the Canadian apples as they leave Canada from Halifax and Montreal, but in their condition on arrival. Those going by way of Boston reached their destination in excellent condition. The United States were getting the credit for growing good apples, while in reality many of the apples exported from Boston were Canadian grown."

The cause of this unsatisfactory state of affairs can probably be laid at the doors of the railway and steamship companies handling the fruit. Shippers from Toronto complain of the scarcity of proper refrigerator cars, and the fact is that the temperature of the box cars generally provided for apple transportation is from 20 to 25 deg. above the temperature outside.

Many of the steamers subsidized to carry the fruit across the Atlantic are said to be poorly provided with ventilation facilities, indeed, some are not ventilated at all. The apples are packed in the hold, the hatches closed over them, and they are allowed to sweat there until they are spoiled. It is reported as a fact that when the hatches have been opened a strong foul odor escapes from the apples which have been so closely confined. No wonder apples arrive in the Old Country from Canada in a state unfit for selling.

Of course not all the steamers sailing from Canadian ports are as described above. Lately a number have been fitted up with a system of cold-storage, but the facts stated above are true in many cases.

The Federal Government did a good thing for the Canadian fruit trade in passing the Fruit Marks Act, and ought to continue in the right direction in providing proper facilities for laying down our fruit in the United Kingdom.

The fruit crop both in Canada and in the United States is not up to the average this year as far as quality is concerned. The apples are much affected with scab. In the Province of Ontario, according to Inspector Elmer, the trouble has been worse than it has been for years, and thousands of bushels of greenings should never have been picked. In the State of New York the loss through scabby apples will be heavy.

The New York State Experimental Station at Geneva has been investigating this trouble and find that a white mildew on the scab is the cause of a rot that is threatening to destroy the entire apple crop of Western New York. The varieties chiefly affected are greening and fall pippin.

The white mildew has no connection with the scab fungus, it has been discovered on investigation. The scab will not rot the fruit but will break the skin wherever it grows and thus make an opening for the other fungus to get into the apple and rot it.

The trouble is said to be due to a lack of thorough spraying. Had the apples been kept free of spraying, no harm could have been done to them in storage.

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## NOW'S THE TIME.

In a couple of weeks or so wholesalers will not be able to ship goods perishable by frost to their customers otherwise than by express. It behooves the retail merchant who receives his goods by water transportation to look well over his stock, and decide what he will require for winter in the shape of pickles, vinegars, and other goods that would be damaged by exposure to the cold, and order at once.

---

## A TRIP TO THE WEST INDIES.

"To the British West Indies, via Halifax," is the title of a booklet recently issued by Pickford & Black, of Halifax, N.S. It is the story of a trip last winter by a party of Canadians on the steamship Dahome of the Pickford & Black line, and is full of illustrations of the different points visited on the trip. The book will be mailed for the asking. Mention THE CANADIAN GROCER.

---

POPULARITY is the proof of merit, and no brand has ever achieved popularity so quickly as

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

BOBS costs you only 36 cents, and pays a good profit.

BOBS is well advertised.

BOBS is selling well in almost every store from the Atlantic to the Pacific.

BOBS is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO., LIMITED

MONTREAL, QUE.

# CEYLON TEA

**BLACK and GREEN.**

The Grocery Trade of Canada are displaying a greater interest than ever in the tea that brings tea purchasers to their store——

## CEYLON TEA

When the tea-drinking public recognize Ceylon Tea as the best obtainable, it is perfectly natural that the grocers of this country prefer handling it to all others. It certainly assists them in the furtherance of their business. Ceylon Tea sellers are availing themselves of an excellent opportunity to keep prominently before their regular and prospective customers. Ceylon Tea gives an impetus to trade not possible with any other tea.

WHY ARE

# Southwell's

## Jams

superior to all other Imported Lines?




**Because** each Jam has the individual flavor of its own fruit.

Many imported Jams taste all alike.

## Southwell's Don't.

WRITE FOR PRICE LIST, ETC.

## FRANK MAGOR & CO.

16 St. John St., MONTREAL.

DOMINION AGENTS

# MAGIC




TRADE MARK

# SODA

OR SALERATUS IS THE BEST.

E. W. GILLETT COMPANY LIMITED

TORONTO, ONT.

# Current Market Quotations for Proprietary Articles

November 13, 1902.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. of a change is made, either an advance or decline, it is referred to in the market reports, as a matter of news whether manufacturers request it or not.

### BAKING POWDER.

| Cook's Friend— | Per doz. |
|---|---|
| Size 1, in 2 and 4 doz. boxes | $ 2 40 |
| " 10, in 4 doz. boxes | 2 10 |
| " 2 " | 80 |
| " 12, in 6 " | 70 |
| " 3, in 4 " | 45 |
| Pound tins, 3 doz. in case | 3 00 |
| 12oz. tins, 3 " " | 2 40 |
| 5-lb. tins, ½ " " | 14 00 |

| Diamond— | W. H. GILLARD & CO. |
|---|---|
| 1 lb. tins, 2 doz. in case, per doz. | 2 00 |
| ½ lb. tins, 3 " " " | 1 25 |
| ¼ lb. tins, 4 " " " | 0 75 |

IMPERIAL BAKING POWDER.

| Cases. | Sizes. | Per Doz. |
|---|---|---|
| 4 doz. | 10c. | $0 85 |
| 3 " | 6-oz. | 1 75 |
| 1 " | 12-oz. | 3 50 |
| 2 and 3 doz. | 12-oz. | 3 40 |
| 2 and 3 doz. | 16-oz. | 4 35 |
| ½ doz. | 2½-lb. | 10 50 |
| 1 doz. | 2½-lb. | 10 40 |
| ½ and 1 doz. | 5-lb | 19 50 |

MAGIC BAKING POWDER




| Cases. | Sizes. | Per Doz. |
|---|---|---|
| 4 doz. | 5c. | $ 40 |
| 4 " | 4-oz. | 60 |
| 4 " | 6-oz. | 75 |
| 4 " | 8-oz. | 95 |
| 4 " | 12-oz. | 1 40 |
| 2 " | 12 oz. | 1 45 |
| 4 " | 16-oz. | 1 65 |
| 2 " | 16-oz. | 1 70 |
| 1 " | 2½-lb. | 4 10 |
| 1 " | 5-lb | 7 30 |
| 2 " | 6-oz. | Per case. |
| 1 " | 12-oz. | $4 55 |
| 1 " | 16-oz. | |

JERSEY CREAM BAKING POWDER

| | |
|---|---|
| ⅛ size, 5 doz. in case | 40 |
| ¼ size, 4 doz. in case | 75 |
| ½ " 3 " " | 1 25 |
| 1 " 2 " " | 2 25 |

VIENNA BAKING POWDER.

| | Per doz. |
|---|---|
| 1 lb. tins, 4 doz. in box | $2 25 |
| ½ lb. tins, 4 " " | 1 25 |
| ¼ lb. tin, 4 " " | 75 |
| 3 oz. in paper, 4 doz. in box | 70 |
| 5 " " 4 " " | 35 |

### BLACKING.

SHOE POLISH.

| Henri Jonas & Co. | Per gross |
|---|---|
| Jonas' | $9 00 |
| Froments | 7 50 |
| Military dressing | 24 00 |

### BLUE.

| | |
|---|---|
| Keen's Oxford per lb. | $0 17 |
| In 10 box lots or case | 0 16 |
| Reckitt's Square Blue 12-lb. box | 0 17 |
| Reckitt's Square Blue, 5 box lots | 0 18 |
| Gillett's Mammoth, boxes, 1 gross | 9 00 |
| Nixey's "Cervus" in squares, per lb. | 0 16 |
| " " in bags, per gross | 1 25 |
| " " in pepper boxes, according to size | 0 02 0 10 |

### BLACK LEAD.

| | |
|---|---|
| Reckitt's per box | 1 15 |
| Box contains either 1 gro., 1 oz. size; ½ gro., 2 oz. or ¼ gro. 4 oz. | |
| Nixey's refined, per 9 lb. box of 12 1 doz. chip boxes | 1 50 |
| Nixey's, as supplied the King, per 9-lb. box of 12 doz.-block | 1 50 |
| Nixey's Silver Moonlight Stove Polish, in blocks 13-3 and 6-oz. size. Full price list on application. | |

### CORN BROOMS

| Boeckh Bros & Company | doz. net. |
|---|---|
| Bamboo Handles, A, 4 strings | 4 35 |
| " " B, 4 strings | 4 10 |
| " " C, 3 strings | 3 85 |
| " " D, 3 strings | 3 60 |
| " " F, 3 strings | 3 35 |
| " " G, 3 strings | 3 10 |
| " " I, 3 strings | 2 85 |

### BISCUITS.

CARR & CO. LIMITED.
Frank Magor & Co., Agents

| | |
|---|---|
| Cafe Noir | 0 15 |
| Ensign | 0 12¾ |
| Metropolitan mixed | 0 09 |

### CANNED GOODS.

MUSHROOMS.

| Henri Jonas & Co. | |
|---|---|
| Mushrooms, Rione | $15 50 |
| " 1st choice Duchell | 18 50 |
| " 1st choice Lenoir | 19 50 |
| " extra Lenoir | 22 00 |
| Per case, 100 tins. | |

FRENCH PEAS—DELORY'S

| Henri Jonas & Co. | |
|---|---|
| Moyen's No 2 | $9 00 |
| " No. 1 | 10 50 |
| ½ Fins | 12 50 |
| Fins | 14 00 |
| Tres fins | 15 00 |
| Extra fins | 16 50 |
| Sur extra fins | 18 00 |

FRENCH SARDINES.

| Henri Jonas & Co. | |
|---|---|
| ¼ Trefavennes | $9 50 |
| ¼ Rolland | 9 50 10 00 |
| ¼ Delory | 10 50 |
| ¼ Club Alpins | 2 50 |

### CHOCOLATES & COCOAS.

| Cocoa—The Cowan Co Limited. | |
|---|---|
| Hygienic, 1-lb. tins, per doz | $7 25 |
| " ½-lb. tins " | 3 75 |
| " ¼-lb. tins " | 2 25 |
| " fancy tins " | 0 90 |
| Hygienic, 5-lb tins, for soda water fountains, restaurants, etc. per lb | 0 55 |
| Perfection, ½-lb. tins, per doz | 3 00 |
| Cocoa Essence, sweet, ½-lb. tins, per doz | 2 25 |
| Chocolate— | per lb. |
| Queen's Dessert, ¼'s and ½'s | $0 40 |
| " " 6's | 0 42 |
| Mexican Vanilla, ¼'s and ½'s | 0 35 |
| Royal Navy Rock " | 0 30 |
| Diamond " " | 0 25 |
| " 8's | 0 28 |

| Chocolate— Fry's. | per lb. |
|---|---|
| Caraccas, ¼'s, 5-lb. boxes | 0 42 |
| Vanilla, ¼'s | 0 42 |
| "Gold Medal" Sweet, ¼'s, 6 lb. bxs | 0 29 |
| Pure, unsweetened, ½'s, 6 lb. bxs | 0 42 |
| Fry's "Diamond," ¼'s, 14 lb. bxs | 0 24 |
| Fry's "Monogram," ½'s 14 lb. bxs | 0 24 |

| Cocoa— | per doz |
|---|---|
| Concentrated, ¼'s 1 doz. in box | 2 40 |
| " ½'s, " | 4 50 |
| " 1 lbs. " | 8 25 |
| Homoeopathic, ¼'s 14 lb. boxes | .... |
| " ½ lbs. 12 lb. boxes | .... |
| Epps's cocoa, case of 14 lbs., per lb | 0 35 |
| Smaller quantities | 0 37½ |

JOHN P. MOTT & CO.'S
R. S. McIndoe, Agent, Toronto.

| | per lb | |
|---|---|---|
| Mott's Broma | | 0 30 |
| Mott's Prepared Cocoa | | 0 28 |
| Mott's Homeopathic Cocoa (¼'s) | | 0 12 |
| Mott's Breakfast Cocoa (in tins) | | 0 40 |
| Mott's No. 1 Chocolate | | 0 30 |
| Mott's Breakfast Chocolate | | 0 28 |
| Mott's Caracoas Chocolate | | 0 40 |
| Mott's Diamond Chocolate | | 0 33 |
| Mott's French-Can. Chocolate | | 0 18 |
| Mott's Navy or Cooking Chocolate | | 0 28 |
| Mott's Cocoa Nibbs | | 0 35 |
| Mott's Cocoa Shells | | 0 05 |
| Vanilla Sticks, per gross | | 0 90 |
| Mott's Confectionery Chocolate | 0 21 | 0 43 |
| Mott's Sweet Chocolate Liquors | 0 19 | 0 30 |

CADBURY'S.

| Frank Magor & Co., Agents. | per doz |
|---|---|
| Cocoa essence, 3 oz. packages | $1 65 |
| Mexican chocolate, ¼ and ½ lb. pkgs. | 0 40 |
| Rock Chocolate, loose | 0 40 |
| " 1-lb. tins | 0 42 |
| Nibs, 11-lb. tins | 0 35½ |

WALTER BAKER & CO., LIMITED.

| | per lb |
|---|---|
| Premium No. 1 chocolate, 12-lb boxes | $ 32 |
| Vanilla chocolate 6-lb boxes | 47 |
| German sweet, 6-lb. boxes | 27 |
| Brkfast cocoa, ½-lb. tins, plain; 6-lb. boxes | 51 |
| Cracked cocoa, ½-lb. pkgs. 12-lb. bxs. | 35 |
| Caracas sweet chocolate, 6-lb. boxes | 37 |
| Soluble chocolate (hot or cold soda) 1-lb. cans | 45 |
| Vanilla chocolate wafers, 48 to box, per box | 1 50 |

### COCOANUT.

L. Scherp Co.

| | per lb. |
|---|---|
| 1-lb. packages, 15 and 30-lb. cases | $0 26 |
| ½-lb. " " " " | 0 27 |
| ¼-lb. " " " " | 0 28 |
| ½ and 1-lb. pkgs., assorted, 15 and 30-lb. cases | 0 26½ |
| ¼ and ½-lb. pkgs. assorted, 15 and 30-lb. cases | 0 27½ |
| 5c. package, 4 doz. in case, per doz. | 0 45 |

CHEESE.

| | |
|---|---|
| Imperial—Large size jars, per dos. | $ 8 25 |
| Medium size jars | 4 50 |
| Small size jars | 2 40 |
| Individual size jars | 1 00 |
| Imperial Holder—Large size | 18 00 |
| Medium size | 15 00 |
| Small size | 12 00 |
| Roquefort—Large size, per doz. | 2 40 |
| Small size | 1 40 |

# "THE EDWARDSBURG BRANDS"

# Starch . . and Syrup

Are well known all over the Dominion as a **STANDARD OF QUALITY.** **ASSORTED STOCKS** of all styles of packages now on hand, and **PROMPT SHIPMENT** guaranteed.

## EDWARDSBURG STARCH CO'Y, Limited

**Established 1858.**

164 St James St., MONTREAL. | Works: CARDINAL, ONT. | 53 Front St. East, TORONTO


### COFFEE.

JAMES TURNER & CO.

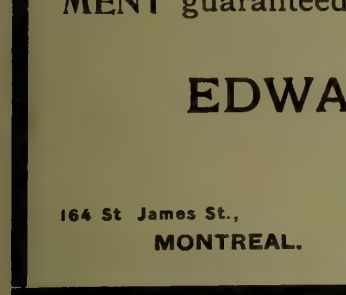
| | per lb. |
|---|---|
| Mecca | 0 32 |
| Damascus | 0 28 |
| Cairo | 0 20 |
| Sirdar | 0 17 |
| Old Dutch Rio | 0 12½ |

E. D. MARCEAU, Montreal.

| | per lb. |
|---|---|
| "Old Crow" Java | 0 25 |
| " Mocha | 0 25 |
| "Condor" Java | 0 30 |
| " Mocha | 0 30 |
| 15-year-old Mandheling Java and hand-picked Mocha | 0 50 |
| 1-lb. Fancy tins choice pure coffee, 48 tins per case | 0 20 |
| Madam Huot's Coffee, 1-lb. tins | 0 31 |
| " " 2-lb. tins | 0 30 |

100 lb. delivered in Ontario and Quebec.

### CONDENSED MILK.




Borden's Condensed Milk Co.

| | |
|---|---|
| "Eagle" Brand | $1 65 |
| "Gold Seal" Brand | 1 30 |
| "Peerless" Brand Evaporated Cream | 1 20 |

### CLOTHES PINS.

UNITED FACTORIES LIMITED.

| | |
|---|---|
| Clothes Pins (full count), 5 gross in case, per case | 0 57 |
| 4 doz. packages 12 to a case) | 0 12 |
| 6 doz. packages (12 to a case) | 0 12 |

### COUPON BOOKS—ALLISON'S

For sale in Canada by—The Eby, Blain Co., Limited, Toronto C. O. Beauchemin & Fils, Montreal

$1, $2, $3, $5, $10 and $20 books.

| | Unnumbered | Covers and Coupons numbered. |
|---|---|---|
| In lots of less than 100 books, 1 kind assorted | 4c. | 4½c. |
| 100 to 500 books | 3½c. | 4c. |
| 500 to 1,000 books | 3c. | 3¼c. |

Allison's Coupon Pass Book

| | |
|---|---|
| 1 00 books | 3 cents each |
| 2 00 books | 3 cents each |
| 3 00 books | 3 cents each |
| 5 00 books | 4 cents each |
| 10 00 books | 5½ cents each |
| 15 00 books | 6½ cents each |
| 20 00 books | 7½ cents each |
| 25 00 books | 8 cents each |
| 50 00 books | 12 cents each |

### EXTRACTS.

HENRI JONAS & Co.

| | Per gross. |
|---|---|
| 8 oz. London Extracts | $6 00 |
| 2 oz. " " (no corkscrews) | 5 50 |
| 2 oz. " " | 9 00 |
| 2 oz. Spruce essence | 6 00 |
| 2 oz. " " | 9 00 |
| 2 oz. Anchor extracts | 12 00 |
| 4 oz. " " | 21 00 |
| 1 oz. " " | 36 00 |
| 1 lb. " " | 70 00 |
| 1 oz. Flat " | 9 00 |
| 2 oz. Flat bottle extracts | 18 00 |
| 2 oz. Square " | 21 00 |
| 4 oz. " " corked) | 36 00 |
| 8 oz. " " | 72 00 |

| | Per doz. |
|---|---|
| 8 oz. " glass stop extracts | 3 50 |
| 8 oz. " " " | 7 00 |

| | Per doz. |
|---|---|
| 2½ oz. Round quintessence extracts | 2 00 |
| 4 oz. Jockey decanters " | 3 50 |

### FOOD.

| | Per doz. |
|---|---|
| Robinson's Patent Barley ½ lb tins | 1 25 |
| " " 1 lb. tins | 2 25 |
| " " Groats, ½ lb. tins | 1 25 |
| " " 1 lb. tins | 2 25 |

### GINGER ALE & SODA WATER

| | per doz. |
|---|---|
| Cantrell & Cochrane's Imported Ginger Ale and Club Soda Water | $1 40 |

### JAMS AND JELLIES.

SOUTHWELL'S GOODS. Frank Magor & Co., Agents.

| | per doz |
|---|---|
| Orange Marmalade | 1 50 |
| Clear Jelly Marmalade | 1 80 |
| Strawberry W. F. Jam | 2 00 |
| Raspberry " " | 2 00 |
| Apricot " " | 1 75 |
| Black Curran " | 1 85 |
| Other Jams, W. F. | 1 90 |
| Red Currant Jelly | 2 75 |

Jams— T. UPTON & CO.

| | |
|---|---|
| 12-oz. glass jars, per doz | $0 95 |
| 1-lb. glass jars 2 doz. in case, per doz | 1 50 |
| 2½-lb. tin pail, 2 doz. in crate, per lb. | 0 09 |
| 5-lb. tin pails, 8 pails in crate, per lb | 0 08 |
| 7-lb wood pails, 6 " " " | 0 06 |
| 14-lb. wood pails, per lb | 0 06 |
| 30-lb " " " | 0 06 |

Jellies—

| | |
|---|---|
| 1-lb. glass jars, per doz | $1 50 |
| 7-lb. wood pails, per lb | 0 09 |
| 14-lb. " " " | 0 09 |
| 30-lb. " " " | 0 09 |

### LICORICE.

YOUNG & SMYLIE'S LIST.

| | |
|---|---|
| 5-lb. boxes, wood or paper, per lb | $0 40 |
| Fancy boxes (36 or 50 sticks) per box | 1 25 |
| "Ringed" 5 lb. boxes, per lb | 0 40 |
| "Acme" Pellets, 5 lb. cans, per can | 2 00 |
| "Acme" Pellets, fancy boxes 40) per box | 1 50 |
| Tar, Licorice and Tolu Wafers, 5 lb. cans, per can | 2 00 |
| Licorice Lozenges, 5 lb. glass jars | 1 75 |
| " " 20 5 lb. cans | 1 50 |
| "Purity" Licorice 10 sticks | 1 45 |
| " " 100 sticks | 0 73 |
| Dulce large cent sticks, 100 in box. | |

### LIQUORS.

COGNAC IN CASES.
Ph. Richard.

| | |
|---|---|
| S.O. Quarts, 12's | $22 50 |
| F.C. " | 15 00 |
| F.C. 1-15 bottles, 180's | 22 00 |
| V.S.O.P. " | 12 00 |
| V.S.O.P. pints, 24's | 13 00 |
| V.S.O.P. ½-pints, 48's | 14 00 |
| V.S.O.P. 1-15 bottles, 180's | 20 00 |
| V.S.O. quarts, 12's | 10 00 |
| V.S.O. 1-15 bottles, 180's | 18 00 |
| V.O. quarts, 12's | 8 50 |
| V.O. pints, 24's | 9 50 |
| V.O. ½-pints, 48's | 10 50 |
| V.O. 1-15 bottles, 180's | 14 00 |
| V.O. decanters, 12's | 10 50 |
| V.O. " pints, 20's | 13 00 |
| V.O. flasks, Imp. pints, with thumblers | 9 75 |
| V.O. " Reputed " " 24's | 10 50 |
| V.O. " " no " 24's | 9 50 |

Chas. Couturier.

| | |
|---|---|
| Quarts, 12's | 7 00 |
| ½ bottles, 24's | 8 00 |
| ¼ " 48's | 9 00 |
| 1-15 bottles, 180's | 13 50 |
| Flasks, 24's | 8 00 |
| ½ Flasks, 48's | 9 00 |
| Flasks Imperial pints, Copsule, 16's | 8 00 |

F. Marion & Cie.

| | |
|---|---|
| Quarts, 12's | 6 00 |
| ½ bottles, 24's | 7 00 |
| ¼ " 48's | 8 00 |
| Flasks, reputed 24's | 7 00 |
| Flasks, ½-pints, 48's | 8 00 |
| 1-15 bottles, 180's | 12 50 |
| Flasks, Imp. pints with thumblers, 16's. | 8 00 |

Cognac In Wood.
Ph. Richard.

| | Gals. | ½ Oct's. | Oct's. | Bbls. | Hhds. |
|---|---|---|---|---|---|
| Couturier | $4 00 | $3 95 | $3 85 | $3 80 | .... |
| Marion | 3 75 | 3 60 | 3 50 | 3 40 | .... |
| Ph Richard V.S.O.P | 5 50 | 5 35 | 5 25 | 5 00 | .... |
| Richard V.O. proof. | 4 25 | 4 10 | 4 00 | 3 90 | 3 80 |
| Richard 5 up. proof V. O. | 4 00 | 3 80 | 3 70 | 3 50 | 3 40 |
| Richard Fine champagne | 6 00 | 5 90 | .... | .... | .... |

Gin—Pollen & Zoon, in Cases.

| | |
|---|---|
| Red, 15's | $10 00 |
| Green, 12's | 5 00 |
| Poney, 12's | 2 50 |

Gin - Pollen & Zoon, in Wood.

| | Gals. | ½ Oct's. | Oct's. | Bbls. | Hhds. |
|---|---|---|---|---|---|
| Gin, P. & Z. | $3 15 | $3 05 | $3 05 | $3 00 | $2 95 |

Mitchell Bros. Limited - Scotch.

| | 1 case. | 5 cases. |
|---|---|---|
| Heather Dew, ordinary qts. 12's | $ 7 00 | $ 6 75 |
| Heather Dew, stone jars, Imperial, 12's | 12 50 | 12 25 |
| Heather Dew, oval flasks, quart, 12's | 11 25 | 11 00 |
| Special Reserve, oval, pts. 24s. | 11 75 | 11 50 |
| " " ordinary qts., 12's | 9 00 | 8 75 |
| Special Reserve, ½ bottles, pints, 24s | 10 00 | 9 75 |
| Extra Special Liqueur, flagon, 12's | 9 50 | 9 25 |
| Extra Special Liqueur, ordinary bottles, 12's | 9 50 | 9 25 |
| Heather Dew, flasks, 48's | 12 00 | 11 75 |
| " " ½ flasks, 60's | 9 00 | 8 75 |
| Mullmore, Imperial oval quart flasks, 12's | 10 00 | 9 75 |
| Mullmore, flasks, Imperial pints, 24's | 10 50 | 10 25 |
| Mullmore, flasks, ordinary pints, 24's | 7 75 | 7 50 |
| Mullmore, ½ flasks, ordinary, 48's | 9 00 | 8 75 |
| Mullmore, ordinary quarts, 12's | 6 50 | 6 25 |
| Mullmore ordinary pints 24's | 7 50 | 7 25 |

Scotch Whiskey in Wood.

| | Gals. | ½ Oct's. 9gals. | Oct's. 17gals. | Bbls. 40gals. |
|---|---|---|---|---|
| Special Reserve | $4 50 | $4 25 | $4 15 | $3 90 |
| Heather Dew "A" | 4 00 | 3 85 | 5 | 3 65 |

| Extra Special Liqueur | 5 00 | 4 90 | 4 80 | 4 75 |
|---|---|---|---|---|
| Old Scotch | 3 75 | 3 70 | 3 65 | 3 50 |

**Whiskey in Cases.**

**Mitchell Bros., Limited—Irish.**

| | |
|---|---|
| Cruiskeen Lawn, stone jar, 12's | $12 50 |
| Old Irish, flasks, Imp. quarts, 12's | 11 25 |
| " Special, quarts, 12's | 9 00 |
| " " Imp. pints, 24's | 11 75 |
| " round bottl s, quarts, 12's | 6 50 |
| " round ½-bottles, pints, 24's | 8 00 |
| " 10-o . fla-ks, 48's | 12 00 |
| " 5-oz. flasks, 60's | 9 00 |

**Irish Whiskey in Wood.**

| | Gal. | ½-Oct. | Oct. | Bbl. |
|---|---|---|---|---|
| Mitchell, "Special Old" | $4 50 | $4 40 | $4 25 | $4 10 |
| Mitchell, "Old" | 4 00 | 3 90 | 3 75 | 3 65 |
| " "B" | 3 50 | 3 40 | 3 30 | 3 25 |
| " "C" | 3 00 | 2 | 2 80 | 2 75 |

**Champagne Wine in Cases.**

| | |
|---|---|
| Duc de Pierland, quarts, 12's | $14 00 |
| " " pints, 24's | 15 00 |
| Cardinal, quarts, 12's | 12 50 |
| " pints, 24's | 13 50 |
| Vve. Amiot Carte d'Or, quarts, 12's | 16 00 |
| " " pints, 24's | 17 00 |
| " " d'Argent, quarts, 12's | 10 50 |
| " " pints, 24's | 11 50 |

**Blandy Bros Wine.**

**Blandy's Madeira Wine, in cases.**

| | |
|---|---|
| Very Superior, quarts, 12's | 8 50 |
| Special Selected, quarts, 12's | 10 00 |
| London Particular, quarts, 12's | 13 00 |

**Blandy's Malaga, in cases.**

| | |
|---|---|
| Pale Sweet Blue Label, quarts, 12's | 7 50 |
| " White Label, quarts, 12's | 10 00 |

**Blandy's Sherry, in cases.**

| | |
|---|---|
| Manzanilla, quarts, 12's | 8 50 |
| Morosa, quarts, 12's | 11 00 |

**Blandy's Port Wine, in cases.**

| | |
|---|---|
| Good Fruity, quarts, 12's | 7 50 |
| Invalid Special, quarts, 12's | 12 00 |

**Blandy Bros'. Wine in Wood.**

| | Gal. | Octave. |
|---|---|---|
| Madere, No. ½ | $3 50 | $3 00 |
| " No. ¾ | 4 50 | 4 00 |
| Malaga Pale Sweet | 3 00 | 2 75 |

| Canadian Whiskies. | In barrels. per gal. |
|---|---|
| Gooderham & Worts, 65 O.P. | $ 4 50 |
| Hiram Walker & Sons " | 4 50 |
| J. P. Wiser & Son " | 4 49 |
| J. E. Seagram " | 4 49 |
| H. Corby " | 4 49 |
| Gooderham & Worts, 50 O.P. | 4 10 |
| Hiram Walker & Sons " | 4 10 |
| J. P. Wiser & Son " | 4 09 |
| J. E. Seagram " | 4 09 |
| H. Corby " | 4 09 |
| Rye, Gooderham & Worts | 2 20 |
| " Hiram Walker & Sons | 2 20 |
| " J. P. Wiser & Son | 2 19 |
| " J. E. Seagram " | 2 19 |
| " H. Corby | 2 19 |
| Imperial, Walker & Sons | 2 90 |
| Canadian Club, Walker & Sons | 3 60 |

Less than one bbl. per gallon.

| | |
|---|---|
| 65 O. P. | $4 55 |
| 50 O. P | 4 15 |
| Rye | 2 25 |

## LYE (CONCENTRATED).

GILLETT'S PERFUMED.

| | Per case. |
|---|---|
| 1 case of 4 doz | $ 3 60 |
| 3 cases " | 3 50 |
| 5 " | 3 40 |

## MINCE MEAT.

| | |
|---|---|
| Wethey's Condensed, per gross net | $12 00 |
| " per case of doz. net | 3 00 |

## MUSTARD.

COLMAN'S OR KEEN'S.

| | |
|---|---|
| D. S. F., ¼ lb. tins, per doz. | $1 40 |
| " ½ lb. tins, " | 2 50 |
| " 1 lb. tins, " | 5 00 |
| Durham 4 lb. jar, per jar | 0 75 |
| " 1 lb. " " | 0 25 |
| F. D., ¼ lb. tins, per doz. | 0 85 |
| " ½ lb. tins | 1 45 |

HENRI JONAS & Co.

| | Per gross |
|---|---|
| Pony size | $7 50 |
| Imperial, medium | 9 00 |
| Imperial, large | 12 00 |
| Tumblers | 12 00 |

| | Per gross |
|---|---|
| Mugs | 13 20 |
| Pint jars | 18 00 |
| Quart jars | 4 00 |

E. D. MARCEAU, Montreal.

| "Condor," 12-lb. boxes— | | |
|---|---|---|
| ¼-lb. tins | per lb. | 0 35 |
| ½-lb. tins | " | 0 33 |
| 1-lb. tins | " | 0 32½ |
| 4-lb. jars | per jar | 1 20 |
| 1-lb. jars | " | 0 35 |

| "Old Crow," 12-lb. boxes— | | |
|---|---|---|
| ¼-lb. tins | per lb. | 0 25 |
| ½-lb. tins | " | 0 23 |
| 1-lb. tins | " | 0 22½ |
| 4-lb. jars | per jar | 0 70 |
| 1-lb. jars | " | 0 25 |

## OLIVE OIL

| | per case |
|---|---|
| Barton & Guestier's quarts | $8 00 |
| " " pints | 9 00 |

## ORANGE MARMALADE.

T. UPTON & CO.

| | |
|---|---|
| 1-lb. glass. 2 doz. case, per doz. | $1 00 |
| 7-lb. pails and 5 lb. tins | 0 06 |
| 14 and 30-lb. pails | 0 06 |

## PICKLES.

STEPHENS'.

A. P. Tippet & Co., Agents.

| | |
|---|---|
| Pa ent stoppers (pints) per doz. | 2 30 |
| Corked (pints), " | 1 90 |

## SODA.—COW BRAND.




Case of 1 lbs. containing 60 pkgs. per box, $3.00
Case of ½ lbs. (containing 120 pkgs. per box, $3.00.
Case of 1lbs. and ½ lbs. (containing 30 1 lbs. and 60 ½ lb. packages) per box, $3.00.
Case of 5c. pkgs (containing 96 pkgs) per box, $3.00.




EMPIRE BRAND.

Brunner, Mond & Co.

Case 120 ½-lb. pkts. (60 lb.) per case $2 70.

Case 96 10-oz. pkts. (60 lb.) per case $2.80.

"MAGIC" BRAND.

| | per case |
|---|---|
| No. 1, cases, 60 1-lb. packages | 2 75 |
| " 2, " 120 ½-lb. packages | 2 75 |
| " 3, " (30 1-lb. packages (60 ½-lb. packages) | 2 75 |

## SOAP




A. P. TIPPET & CO., AGENTS

| | colors | black |
|---|---|---|
| Maypole Soap, per gross | $10.30. | |
| Maypole Soap, per grs. | $15.30 | |
| Oriole Soap, per gross, | $10.30. | |

| | |
|---|---|
| Gloriola Soap, per gross | 12 00 |
| Straw Hat Polish, per gross | 10 20 |

## STARCH.

EDWARDSBURG STARCH CO., LTD.

| Laundry Starches— | per lb. |
|---|---|
| No. 1 White or Blue, 4-lb carton | 0 06½ |
| No. 1 " " 3-lb. " | 0 06½ |
| Canada Laundry | 0 05½ |
| Silver Gloss, 6-lb. draw-lid boxes | 0 08 |
| Silver Gloss, 6-lb. tin canisters | 0 08 |
| Edwards'g Silver Gloss, 1-lb. pkg. | 0 08 |
| Kegs Silver Gloss, large crystal | 0 07 |
| Benson's Satin, 1-lb. cartons | 0 08½ |
| No. 1 White, bbls. and kegs | 0 05¾ |
| Benson's Enamel, per box, $1 50 to | 3 00 |
| **Culinary Starch—** | |
| Benson & Co.'s Prep. Corn | 0 07¼ |
| Canada Pure Corn | 0 05¾ |
| **Rice Starch—** | |
| Edwardsburg No. 1 white, 1-lb. car | 0 10 |
| Edwardsburg No. 1 White or Blue, 4-lb. lumps | 0 08½ |

BEE STARCH.

| | |
|---|---|
| Cases, 64 pkgs. 48's | $5.00 |
| ¼ Cases, 32 pkgs. 24's | 2.50 |
| Packages 10c. each. | |

BRANTFORD STARCH WORKS, LIMITED.

Ontario and Quebec.

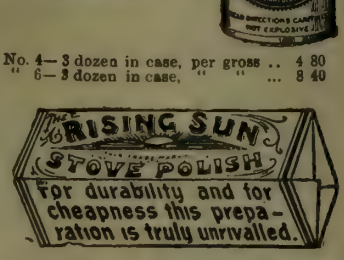
| Laundry Starches— | | |
|---|---|---|
| Canada Laundry, boxes of 40 lbs. | $0 05½ | |
| Acme Gloss Starch— | | |
| 1-lb. cartons, boxes of 40 lbs. | 0 06 | |
| Finest Quality White Laundry— | | |
| 3-lb. Canisters, cases of 48 lbs. | 0 06½ | |
| 4-lb. " " " | 0 06½ | |
| Barrels, 200 lbs. | 0 05¾ | |
| Kegs, 100 lbs. | 0 05¾ | |
| Lily White Gloss— | | |
| 1-lb. fancy cartons cases 30 lbs. | 0 08 | |
| 6-lb. toy trunks, 8 in case | 0 08 | |
| 6-lb. enameled tin canisters, 8 in case | 0 08 | |
| Kegs, ex. crystals, 100 lbs | 0 07 | |

| | |
|---|---|
| Brantford Gloss— | |
| 1-lb. fancy boxes, cases 36 lbs. | 0 08½ |
| Canadian Electric Starch— | |
| Boxes of 40 fancy pkgs, per case | 3 00 |
| Celluloid Starch— | |
| Boxes of 45 cartons, per case | 3 60 |
| Culinary Starches— | |
| Challenge Prepared Corn— | |
| 1-lb. packages, boxes 40 lbs. | 0 05¾ |
| No. 1 Brantford Prepared Corn— | |
| 1-lb. packages, boxes 40 lbs. | 0 07¼ |
| Crystal Maize Corn Starch— | |
| 1-lb. packages, boxes 40 lbs. | 0 07¼ |

## STOVE POLISH.




No. 4—3 dozen in case, per gross .. 4 80
" 6—3 dozen in case, " " ... 8 40




| | Per gross |
|---|---|
| Rising Sun 6-oz. cakes, ⅓-gross lots | 8 50 |
| Rising Sun, 3-oz. cakes, gross boxes | 4 50 |
| Sun Paste 10c. size, ¼ gross boxes | 10 00 |
| Sun Paste, 5c. size, ¼ gross boxes | 5 00 |




## TEAS.




SALADA CEYLON.

| | Wholesale | Retail |
|---|---|---|
| Brown Label, 1's | 0 20 | 0 25 |
| " " ½'s | 0 21 | 0 26 |
| Green Label, 1 and ½s | 0 22 | 0 30 |
| Blue Label, 1s, ⅓s, ½s and ⅒s | 0 30 | 0 40 |
| Red Label, 1s and ½s | 0 36 | 0 50 |
| Gold Label, ½s | 0 44 | 0 60 |

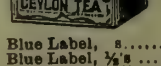



Ceylon Tea, in 1 and ½ lb. lead packages black or mixed.

| | |
|---|---|
| Black Label, 1-lb., retail at 25c. | 0 19 |
| " " ½-lb., " " " | 0 20 |
| Blue Label, retail at 30c. | 0 22 |
| Green Label " 40c. | 0 28 |
| Red Label " 50c. | 0 35 |
| Orange Label, retail at 60c. | 0 42 |
| Gold Label " 80c. | 0 55 |




| | | |
|---|---|---|
| Cases each 60 1-lbs. | .... | 0 35 |
| " " 60 ½-lbs. | .... | 0 35 |
| " " 30 1-lbs. | | |
| " " 120 ¼-lbs | .... | 0 36 |




LUDELLA CEYLON, 1's AND ½'s PKGS.

| | | |
|---|---|---|
| Blue Label, s | 0 18½ | 0 25 |
| Blue Label, ½'s | 0 19 | 0 25 |
| Orange Label, 1's and ½'s | 0 21 | 0 30 |
| Brown Label, 1's and ½'s | 0 28 | 0 40 |
| Brown Label, ¼'s | 0 30 | 0 40 |
| Green Label, 1's and ½'s | 0 35 | 0 50 |
| Red Label, ½'s | 0 40 | 0 60 |

CROWN BRAND

| | Wholesale | Retail |
|---|---|---|
| Red Label, 1-lb. and ½'s | 0 35 | 0 50 |
| Blue Label, 1-lb. and ½'s | 0 28 | 0 40 |
| Green Label, 1-lb. | 0 19 | 0 25 |
| Green Label, ½'s | 0 20 | 0 25 |
| Japan, 1s | 0 19 | 0 25 |

E. D. MARCEAU, Montreal.

| Japan Teas— | |
|---|---|
| "Condor" I 40 lb. boxes | 0 37½ |
| EMD AAA 40-lb. boxes | 0 37½ |
| "Condor" II 40 lb boxes | 0 36 |
| " II 80-lb. " | 0 35 |
| " III 80-lb. " | 0 33½ |
| " IV 80-lb. " | 0 30 |
| " X 80- b. " | 0 [illegible] |
| " V 80-lb. " | 0 2[illegible] |
| " XXXX 80-lb. boxes | 0 25 |
| " XXXX 30-lb. " | 0 26 |
| " XXX 80-lb. " | 0 22½ |
| " XXX 30-lb. " | 0 23½ |
| " XX 85-lb. " | 0 20 |
| " LX lead packets | |
| " Assorted cases (1 and ½ lb.) to retail at 40c. | 0 2[illegible]½ |
| " Lead packets | |
| " Assorted cases (1 and ½ lb.) to retail at 25c. | 0 19½ |
| Black Teas—"Nectar," in lead packets— | |
| Green label retails 0 26 at | 0 20 |
| Chocolate label " 0 35 " | 0 25 |
| Blue label " 0 50 " | 0 36 |
| Maroon label " 0 60 " | 0 45 |
| Fancy tins—Chocolate, 1-lb. | 0 32½ |
| " " —Blue, 1-lb. | 0 42½ |
| " " —Maroon, 1-lb. | 0 50 |
| " " —Maroon, 1-lb. | 1 50 |
| Black Teas—"Old Crow" Blend— | |
| Bronzed tins of 10, 25, 50 and 80 lb. | |
| No. 1 per lb. | 0 35 |
| No. 2 " | 0 30 |
| No. 3 " | 0 25 |
| No. 4 " | 0 20 |
| No. 5 " | 0 17½ |

LIPTON'S TEA (in packages).

| | Price per lb |
|---|---|
| No. 1, cases 50 lb., (50 ½-lb. pkgs. | $0 35 |
| (25 1-lb pkgs | 34 |
| No. 1, cases 50 lb., in 5-lb. tins | 35 |
| No. 2, cases 50 lb., (50 ½-lb. pkgs. | 29 |
| (25 1-lb. pkgs. | 28 |
| No. 2, cases 50 lb., in 5-lb. tins | 29 |
| No. 3, cases 50 lb., (50 ½-lb. pkgs | 23 |
| (25 1-lb. pkgs. | 22 |
| No. 3, cases 50 lb., in 5-lb. tins | 23 |
| Green Ceylon, No. 1, (50 ½-lb. pkgs | 35 |
| (25 1-lb. pkgs. | 34 |
| Green Ceylon, No. 2, (50 ½-lb. pkgs. | 29 |
| (25 1-lb pkgs. | 28 |

## TOBACCO

THE EMPIRE TOBACCO CO., LIMITED.

| | |
|---|---|
| Smoking—Empire, 3½s. 5s and 10s | 0 39 |
| Royal Oak, 2 x 3, 80 ace, 8s | 0 52 |
| Something Good, 7s | 0 48 |
| Chewing—Bobs, 5s and 10s | 0 36 |
| Currency, 13¾ oz. bars, spaced 9s | 0 39 |
| Currency, 6s and 10s | 0 39 |
| Old Fox, narrow 10s | 0 39 |
| Snowshoe, 1-lb. bars, spaced 6s | 0 43 |
| Pay Roll, 6s | 0 44 |

## VINEGARS.

E. D. MARCEAU, Montreal.

| | Per gal. |
|---|---|
| EMD, pure distilled, highest quality | 0 30 |
| Condor, pure distilled | 0 25 |
| Old Crow | 0 20 |

Special prices to buyers of large quantities

MICHEL LEFEBVRE.

| | |
|---|---|
| Bull Dog, quadruple strength, regist'd | 0 55 |
| Lion "L" brand, registered | 0 38 |
| Imperial, triple strength, registered | 0 33 |
| Cote D'Or, extra super, registered | 0 30 |
| " household vinegar, registered | 0 28 |
| Crystal Pickling, extra | 0 28 |
| " " ordinary | 0 23 |
| White Wine, XXX | 0 25 |
| " " XX | 0 20 |
| " " X | 0 17 |
| Cider, XXX | 0 27 |
| " XX | 0 22 |
| " X | 0 17 |
| Pure English Malt, triple strength | 0 45 |
| " " double strength | 0 35 |
| " " single strength | 0 25 |
| Distilled white malt vinegar | 0 50 |

JOHN HOPE & CO., MONTREAL.

| | |
|---|---|
| Sir Robert Burnett & Co.'s English Malt Vinegar | 0 60 |

## WOODENWARE

UNITED FACTORIES, LIMITED.

| | |
|---|---|
| Washboards, Leader Globe | 1 50 |
| " Improved Globe | 1 60 |
| " Standard Globe | 1 80 |
| " Solid Back Globe | 1 95 |
| " Jubilee (perforated) | 1 95 |
| " Crown | 1 35 |

| | Per doz |
|---|---|
| No. 1 2-hoop pails | 1 5[illegible] |
| " 1 3 " | 1 70 |
| " 0 Tubs | 8 50 |
| " 1 " | 7 00 |
| " 2 " | 6 00 |
| " 3 " | 5 25 |

## YEAST

| | |
|---|---|
| Royal yeast, 3 doz. 5c pkgs. in case | 1 00 |
| Gillett's Cream yeast, 3 doz | 1 00 |
| Jersey Cream yeast cake, 4 doz. 5c. | 1 00 |
| Victoria " " 3 doz. 5c. | 1 00 |
| " " " 3 doz. 10c. | 1 80 |

NIXEY'S REFINED BLACK LEAD

By Appointment to H.M. the KING of the British Empire.

Sole Manufacturer of "Cervus" Square and Bag and Pepperbox Blues, and "Silver Moonlight" Stove Polish.

W. C. NIXEY, 12 Soho Square, LONDON, ENG. Canadian Representative: MR. H. T. BAKER.

OUR TRADE A MARK

AUER LIGHT MANTLES
LONGEST LIFE & BRIGHTEST

OUR TRADE A MARK

## A Statement of Facts.

We make the strongest mantles.
Our mantles gives the most light.
We use the purest and most costly chemicals.
We anneal our mantles with pressure gas.
Our mantles won't shrink or fray out.
Our trade mark A is on the best mantles.







We make mantles with any private mark on them, your own name if you desire.

WE MAKE

| | |
|---|---|
| Coal Gas Mantles. | Coal Oil Mantles. |
| Oil Gas Mantles. | Gasolene Mantles. |
| High-Pressure Mantles. | Acetylene Mantles. |

In single, double or triple weave.

Lowest prices on Mantles, Shades, Chimneys and Sundries.

*Write us if you are interested.*

AUER LIGHT CO., - - MONTREAL.



# "Empire" Soda

BEST FOR BAKING.

Made in England by

BRUNNER, MOND & CO.

Used in Canada by

All Careful Housekeepers.

WHY ISN'T IT IN YOUR STOCK?

WINN & HOLLAND,

SOLE AGENTS FOR CANADA,

MONTREAL.



ADVERTISING in WESTERN CANADA

will be Carefully, Efficiently, and Promptly attended to by

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WINNIPEG, CANADA



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has a population of 700,000, who might be educated to use Canadian Flour, and other manufactured goods. An advertisement in the

# "KINGSTON GLEANER"

which circulates all over the island, is a sure and economical way to awaken and interest the masses. You can find out all about cost and the best policy to follow, by writing

I. C. STEWART

Halifax, N.S.



# BASKETS

We make them in all shapes and sizes. We have

*Patent Strawboard Berry Box*
*Grain and Root Baskets,*
*Clothes Baskets,*
*Butcher Baskets,*

In fact, all kinds; besides being very neat in appearance, they are strong and dur able. Send your orders to

THE . . .

Oakville Basket Co.

Oakville, Ont.



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of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

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CANADIAN PRESS CLIPPING BUREAU,

232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.

10 Front St. E., Toronto. Telephone Main 2701.



Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S

COOK'S FRIEND

BAKING POWDER.

The Best Grocers make a point of Keeping it always in Stock.




**Don't use this kind of a light**

but write us for prices on any kind of Lamps or fittings.

We manufacture lamps and can suit you.

**LAMP CHIMNEYS**
WITH THESE LABELS
**ARE THE BEST.**

For Lime Flint. For Lead Flint.

# GOWANS, KENT & CO.

Wholesale
**Crockery and Glassware**
**China and Lamp Goods**
TORONTO and WINNIPEG.

# Ready for Pies

There is no trouble for the housekeeper who wants good Mince Pies if she knows about our make or has ever tried it. Put up in neat "brick" package.

## Wethey's Mince Meat




is the most delicious Mince Meat ever made, and we vouch for its absolute purity and wholesomeness. We make it only of the freshest meats and fruits, spiced to the most exacting taste. Ready for instant use, ready for pies. You can recommend it to your customers.

(6)

Prepared only by
**J. H. Wethey, Limited, St. Catharines, Ont.**

# Crosse & Blackwell's Candied Peels.
# Crosse & Blackwell's Candied Ginger.
# Crosse & Blackwell's Plum Puddings.

## C. E. COLSON & SON, MONTREAL.

CHAS. F. CLARK, President. JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

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THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

# OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters.

**JOHN OAKEY & SONS, LIMITED**
MANUFACTURERS OF
**Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.**
**Wellington Mills, London, England.**
Agent:
**JOHN FORMAN, 644 Craig Street**
MONTREAL

VOL. XVI. MONTREAL AND TORONTO, NOVEMBER 21, 1902 NO. 47

PUBLISHED EVERY FRIDAY

CIRCULATES IN EVERY PROVINCE

THE CANADIAN GROCER AND GENERAL STOREKEEPER

QUALITY..

When a salesman talks price to you
**Ask him about QUALITY**

When he talks quantity . . .
**Ask him about QUALITY**

When he talks merit to you . . .
**Ask him about QUALITY**

That's the
**STRONG POINT**
In
**Colman's Mustard**

# The Proof of the Biscuit

CHRISTIE'S
LEIBNIZ
TORONTO

like the proof of the pudding—is the eating. There's another proof though, that's more convincing to the groceryman, and that's the sale.

Our latest biscuit, **LEIBNIZ,** is the kind that people take a second one of, when they are passed around—the kind your customers will ask for again and again. Leibniz is perhaps the tastiest biscuit we have ever produced. You'll find it crisp, sweet, dainty and light—48 to the pound. It's a biscuit we're proud of. Ask the travelling men about it.

**Christie, Brown & Co., Limited, Toronto**

If your customers desire a really fine, pure Table Salt, give them

# Rice's Pure SALT.

It gives Universal Satisfaction.

R. & J. RANSFORD,

Established 1886

Clinton, Ont.




# LICORICE . . .

We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, plain and corrugated; Acme Licorice Pellets; Y. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLIABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and Golf-Sticks, 100 to box; Blow Pipes, 200 and 300 to box; Manhattan Wafers, 2¼-lb. boxes; Curved Stem Pipes, 200 to box. Write for illustrated catalogue.

YOUNG & SMYLIE

Established 1845. BROOKLYN, N.Y.

THE TIME TO INSURE IS

# NOW

While you are WELL, STRONG and INSURABLE.

THE

# Confederation Life

ASSOCIATION issues policies on all approved plans of insurance, and is a prosperous and progressive Canadian Company.

PROTECTION FOR YOUR FAMILY.
PROFITABLE INVESTMENT FOR YOURSELF.

Pamphlets and full information sent on application.

W. H. Beatty, Esq., PRESIDENT.

W. D. Matthews, Esq., Frederick Wyld, Esq., VICE-PRESIDENTS.

W. C. MACDONALD, ACTUARY.

J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO.

IT IS NOT TOO EARLY TO BEGIN YOUR INQUIRIES ABOUT THAT TRIP YOU ARE GOING TO TAKE TO THE

# British West Indies

this winter. We have just issued a booklet telling what some people saw and did on the same voyage last winter, and if you write us we will send you one.

THERE IS NO MORE DELIGHTFUL WAY OF SPENDING SIX OR SEVEN WEEKS THAN ON SUCH A TRIP AS THIS. THE WHOLE COST FROM HALIFAX AND RETURN IS $130.00.

Pickford & Black - Halifax.



# Levers for more Business!

***"Thistle Brand" Canned Haddies, Kippered Herring, Fresh Herring, Herring and Tomato.***

The very best fish, put up in the cleanest way. The brand that knows no competitor from Quality's standpoint. Selected fish, packed with absolute cleanliness, without regard to cost. The "Thistle" Canning Co's factory at Little River is without exception the most perfectly equipped and cleanest one of its kind on the Atlantic Coast. Captain Austin, the Manager, has devoted a lifetime to his chosen work. The "Thistle" Brand is a safe, sure, strong "lever for more business."

---

***"Griffin" Brand Dried Fruits.***

Prunes, Seeded Raisins, Apricots, Peaches and Pears. "Second to none," because no other brand can equal their high quality. Grown, cured and packed right at the Vineyards Orchards on the Pacific Coast. They reach you at first hands—there is no tampering with the contents of the package en route. "Levers for more business!"

---

ARTHUR P. TIPPET & CO., Agents,

8 Place Royale, Montreal. 23 Scott Street, Toronto.

**John MacKay,** Bowmanville, .... Ont.

Manufacturer of **Established 1854.**

**POT AND PEARL BARLEY, SPLIT PEAS, AND CHOP FEED**

Send for Prices or Samples. Prompt Business. **IN CAR LOTS.**

**FLOUR** MAGOR'S DELICIOUS PATENT FLOUR.

**The Purest Flour Made—makes Delicious Bread, Cakes and Pastry.**

Prices For Cash Unequalled.

**JOHN MAGOR & CO., MONTREAL**




**Downweight is a Thief** Stealing Your Profits Every Time You Use Your Scales. . . .

The Toledo Springless, Automatic, Computing Scale, **"The Scale with Brains,"** is the only scale in the world that positively stops the giving of **DOWNWEIGHT.** It is the only Automatic Computing Scale in the world without springs No hand operation in weighing; no prices to set; no levers to move; no weights to lift; no poises to shift; you simply place the article to be weighed on the scale, and the scale instantly and automatically shows in plain figures:

1. The weight of the article in pounds and ounces,
2. The price per pound.
3. The total value of the article in dollar and cents.

It is a mechanical wonder, marvelous in its Simplicity, Sensitiveness, Accuracy and Rapidity of Operation. Made in many styles and sizes for all kinds of stores. Write to-day for illustrated catalogue.

**Toledo Computing Scale Co.**

**DEAN & McLEOD,**
Canadian Agents, HAMILTON, ONT.

MOTT'S DIAMOND CHOCOLATE. JOHN P. MOTT & CO HALIFAX, N.S. ESTABLISHED 1844 IS THE BEST.

**For Sale Everywhere.**

—:o:—

ASK FOR

**MOTT'S.**

**Perkins, Ince & Co.**

**Wholesale Grocers**

FRONT STREET EAST,

**Toronto.**

**Wanted**

Sun-Dried Apples and Evaporated. Will buy f.o.b. I am also open to buy Poultry, Eggs, and Butter.

**CORRESPONDENCE SOLICITED.**

**C. NEUGENT,**
TRENTON, - ONTARIO.

**Beg your pardon—**



But, what about **"Marguerite" Cigars?** You're not forgetting about that order are you? There's no better way of finding out what there is for you in the sale of these popular cigars than giving them a trial. You're sure to be satisfied—right from the start.

Lots of people who don't smoke will be buying cigars by the box, along Christmas time. People who don't, know just as well as people who do, that **"Marguerite" Cigars** are always good class. Don't let the Christmas trade slip by.

**TUCKETT CIGAR CO., Limited, - HAMILTON.**

## TO SATISFY YOU

that it is to your advantage to buy cigars of me, I make a liberal trial offer, which I would be glad to tell you all about if you will drop me a postal. This offer gives you a chance to test the selling qualities of my cigars at my expense.

**J. Bruce Payne,**

Cigar Mfr. GRANBY, QUE.

# Mince Meat

A brand that is reliable is one that finds a ready sale. Ours never deteriorates, but is always delicious.

—Put up in convenient-sized fibre and —wooden pails.

## T. A. LYTLE & CO.

High-Grade
Mince Meat Manufacturers,

124-128 Richmond St., West, TORONTO.

# TILLSON'S

**28**

And all the best of their kind

10 Kinds of Flour

8 Kinds of Cereal Breakfast Foods

10 Kinds of Feed

The "all-around" equipped Cereal Milling Plant of Canada.

THE TILLSON CO., Limited,
Tillsonburg, Ont.

THE POPULARITY OF

# JAPAN TEA

Is in a large measure attributable to its *strength and delicacy of flavor.*

It comes from a country where modern ideas prevail—where the soil is most adaptable to the growing of such healthy, strengthening tea.

## Japan Tea is a Winner.

The best grocers keep the best Imported Biscuits

Try an assorted case of

# CARR'S




They will bring you additional trade, and mark you as

***One of the live grocers of Canada.***

FRANK MAGOR & CO.,

Agents for the Dominion. 16 St. John St., MONTREAL

C. E. JARVIS & CO., Vancouver, Agents for B.C.

## TO LIVE GROCERS ONLY

We are putting up and are having a LARGE SALE on our famous . . . .



## "VICTORIA CROSS" CEYLON TEA

BLACK and MIXED.

Every package guaranteed finest grade grown. 25-40-50 cents per lb., in Handsome Lead Packages.

Write us for Samples and Prices.

J. F. SMYTH & CO.

Tea Packers. WINDSOR, ONT.




# IMPERIAL MAPLE SYRUP

The Standard from Ocean to Ocean.

**Merit Acknowledged**
**Superiority Admitted.**

## YOUR MONEY BACK

IF NOT SATISFACTORY.

ROSE & LAFLAMME, Agents
**Montreal.**

## YOU WILL FIND IT

IN THE LAUNDRY EVERYWHERE.

# Ivory Gloss Starch

is the POPULAR BRAND because we have made it our primary aim to PLEASE THE CUSTOMER. You can recommend it with perfect safety and it will prove a money-maker.

Brands also manufactured for kitchen purposes.

**THE ST. LAWRENCE STARCH CO.,**
LIMITED
**PORT CREDIT, ONT.**

## THE AUER GAS LAMP



**"Turns night-time into day-time"**

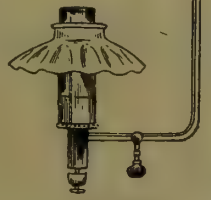
NEW MODELS. LOWER PRICES.

**We offer you** the best made lamp on the market, built scientifically.

**We offer you** a lamp that will light your store for half the cost of kerosene.

**We offer you** a lamp that is safer than a coal oil one.

**We offer you** a lamp which you can sell at a good profit.



No. 25
100 Candle Power.

**Do you want the Agency for it?**

THEN WRITE FOR
OUR CATALOGUE AND DISCOUNTS.

EVERY LAMP GUARANTEED.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

## SYRUP

We are now putting on the market a very fine Cane Sugar Syrup, which is one of the best things offered to the trade for some while.

***If interested send for Samples and Prices.***
***Wholesale only.***

...THE...

## Dominion Molasses Co.,

Limited

Halifax - Nova Scotia.

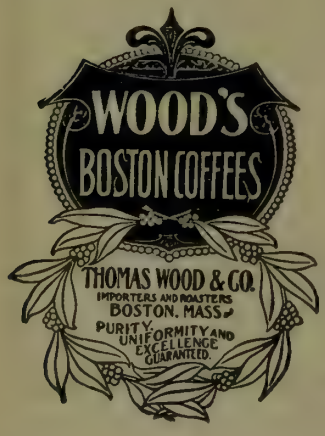
**IN STORE Comadre Figs, In TAPNETS**



**Choice Eleme Figs,** 2 to 2¾ inches. 10, 20 and 24-lb. boxes.

***ARRIVING :*** Another carload of those choice SANTA CLARA PRUNES, in 50-lb. boxes, at 3¾c. A rare chance. Price subject to advance at any moment.

**W. H. GILLARD & CO.,** Wholesale Grocers, **HAMILTON.**




## Lessons From the Strike.

If it teaches anything, the great contest proves the truth of the saying : "It is each man's small misfortune that makes up the general misfortune."

Let us apply this rule by contraries : It is each grocer's small fortune in handling choice lines of

**WOOD'S COFFEES**

that makes a vast army of them rejoice in general good fortune. New recruits are constantly joining that army.

**THOMAS WOOD & CO., 428 St. Paul St., Montreal**

**We offer Canadian Tomatoes**

The adverse season did not prevent Grocers' Wholesale Co., Limited, from delivering in full every order booked with standard Canadian goods.

Whether it was good luck or good judgment on our part is immaterial to our customers. The fact remains that they have the goods they bought, and at the contract prices. We still have a limited quantity of

**CANADIAN TOMATOES, CORN AND PEAS** to offer.




**TAPIOCA.** Ask our price on shipment arriving.

**Grocers' Wholesale Company, Limited, Hamilton.**

We are free sellers and desire correspondence with independent buyers.

# The Canadian Grocer

AND GENERAL STOREKEEPER.

Vol. XVI. MONTREAL AND TORONTO, NOVEMBER 21, 1902. No. 47.


## GOOD ADVERTISING.

Notes by Miss Nora Laugher, Toronto.

ADVERTISING to bring business is very like fattening pigs for the market—you must keep right on with it. No man succeeds in fattening a pig by feeding it well one day and famishing it the next, neither can the merchant put money in his purse by advertising a portion of the year and neglecting it the remainder. An ad. must be continued—driven right home as it were. To advertise correctly is to advertise continuously. Merchants who have gained wisdom by experience thoroughly realize that very few people reply to an ad. the first time that it is brought before their notice. Of course, this does not apply to women and bargains. The very first bargain ad., if well written and catchily set, usually strikes home where it is intended to. I am speaking of some staple article


High-Class Groceries

We purchase our stock from reliable dealers, and our goods at all times will be found strictly fresh and of the choicest quality. We make a specialty of keeping on hand the choicest lines of

Canned Meats, Fruits and Vegetables.

Quality is an essential in this class of goods. We place in stock only the most reliable brands . . . . . .

TAYLOR & CRUSO

Successors to Jas. Miller. Victoria Block, Fort William.


Strong statements.

which must be advertised steadily, but with proper variation and judgment, of course, in literary composition and typesetting.

* * *

When an ad. appears but once a week in a daily paper people forget that they ever saw it. Speaking of women and bargains: Men may laugh, but women will shop, and quite right they are. Shopping is a part of woman's work. It is generally compulsory upon her, for Adolphus George scorns the idea of entering the store to ask for canned peas at three for a quarter, or socks for little Jimmy at six pairs for 50c. He would much prefer lording it around and paying 12½c. per can for peas and 25c. per pair for his son and heir's hose upon any ordinary occasion. He has a soul above bargain day. Woman, on the other hand, does not have to be coaxed or coerced into shopping, she knows it is her bounden duty, just as sweeping the parlor, cooking the dinner and dressing the children. Necessity compels her as the housewife, to economize.

* * *

The one thing every merchant must keep in view who wishes to reap the best results from the money expended in advertising is to conduct his business and make his announcements that the public will recognize the business integrity of the house and the entire reliability of any announcement he may make. This must be a fundamental principle of permanent success.

* * *

The next thing is to have his announcements so prepared that not only will their literary construction be above criticism, but with such a knowledge of primary ideas and the typesetter's art that he will be able to properly emphasize the leading thoughts of lines of goods by an appropriate display of type. It is only thus that the public in these days of universal advertising and rapid living can be induced to read and act upon his announcement, which, to the man who is paying for it, is of more importance than all the other combined ads. in any medium.

* * *

Like the farmer, the advertiser sometimes finds that the harvest follows the planting very quickly, while, at other times, the result is slower. So much depends upon the character of the seed, the knowledge of the sower of the required conditions, and the field or the soil in which it should be sown.

* * *

Any dealer who has good, reliable articles to dispose of and takes space judiciously in good mediums to bring those articles before the public with well-written ads. cannot fail to stir up a demand.

* * *

An ad. should be crisp and convincing; it should be well constructed so that it will catch the eye at once. Many a merchant has good and bright ideas regarding his own advertising, but lacks the ability to express them properly. Then, again, others have the ability to write their own advertisements, if they had time to concentrate their thoughts upon


Honey

You can depend on the quality of the article when you buy Honey, or anything else, from our store.

Just now we have a big stock of the very newest Honey in glass jars, 5-lb. tins or in the comb.

PRICES.

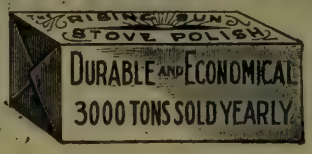
No. 1 Clover 5-lb. tins, 75c.
Glass Jars 15c., 2 for 25c.
Comb Honey 25c. Square.

W. F. HOGARTH.

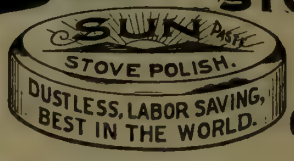

Useful information.

them. These men should remember that there are now many ad.-writers both ready and willing for a reasonable remuneration to put into correct and business-bringing form the ideas of the advertiser and see that the printer makes the mechanical work in displaying them prominently conform to the purpose of the advertisement.

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE




SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE




Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

**MORSE BROS., Proprietors, Canton, Mass.**

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

## BUSINESS CHANGES.

### DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

JOS. LEDUC, general merchant, St. Isidore de Prescott, Que., has assigned to Lamarche & Benoit.

The Banner Tea Co., Granby, Que., is offering 50c. on the dollar.

Shore & Co., grocers, Ottawa, are offering 30c. on the dollar cash.

O. Lockwell, grocer and liquor dealer, Quebec, has effected a compromise.

Jude, Talbot & Fils, general merchants, St. Eulalie, Que., are offering to compromise.

The creditors of J. E. Heon, general merchant, St. Eulalie, Que., will meet on November 21.

G. A. Perry, general merchant, Dalhousie Station, Que., is offering 40c. on the dollar cash.

The creditors of M. Rousseau, general merchant, Warwick, Que., held a meeting on November 13.

Allard & Allard, confectioners, etc., of Quebec, are offering to compromise at 35c. on the dollar.

The Foster Manufacturing Company, manufacturers of butter tubs, Foster, Que., have assigned.

The premises and stock of Dennis McDonald, liquor merchant, Dunnville, Ont., were seized by the sheriff.

H. Robert & Cie., grocers, etc., of Lachine, Que., have assigned, and their creditors will meet on November 21.

The chattel mortagee is in possession of the premises of Haneon Firth, grocer, Victoria, B.C., and the stock is for sale by tender.

James F. Richards, confectioner, Bothwell, Ont., has assigned to S. J. Thomas, and the creditors will meet on November 22.

### PARTNERSHIPS FORMED AND DISSOLVED.

V. Boyer & Co., bakers, Montreal, have dissolved.

Dauphinais & Frere, bakers, St. Hyacinthe, Que., have dissolved.

G. H. Brown, general merchant, Condie, Man., has admitted T. Higgie as partner.

Gordon & Kennedy, grocers, of Peterboro', Ont., have dissolved, and W. H. Gordon continues.

Wright, Cannon & Burnett, commission agents, Vancouver, B.C., have dissolved; Wright, Cannon & Co. continue.

### SALES MADE AND PENDING.

E. Barbeau, tobacconist, Toronto, is advertising his business for sale.

John Moses, manufacturer of cigars, Toronto, was sold out by the bailiff.

The assets of Mrs. Jos. Leduc, grocer, Montreal, have been sold.

Mrs. S. Harris, baker, Medicine Hat, N.W.T., is advertising her business for sale.

H. C. Armstrong, grocer, Toronto, is advertising his business and property for sale.

The assets of J. D. Lalonde & Co., general merchants, St. Benoit, Que., have been sold.

The assets of C. D. Fontaine, general merchant, Shawenigan Falls, Que., have been sold.

J. H. Strachan, baker and confectioner, Aylmer West, Ont., is advertising his business for sale.

The real estate of F. J. K. Alexander, general merchant, St. Agathe and Little River, Que., has been sold by auction.

### CHANGES.

Jasmin & Duquette, grocers, Montreal, have registered.

E. Delage & Cie, general agents, Quebec, have registered.

Houle Freres, cheesemakers, Lapresentation, Que., have registered.

J. S. Keeping, tobacconist, Toronto, is succeeded by W. Cunningham.

Eli Bailey, grocer and confectioner, of London, Ont., is out of business.

C. D. Matheson, baker and confectioner, Weyburn, N.W.T., is out of business.

George J. Adams has registered for The Yamaska Milling Co., Adamsville, Que.

The estate of Owen Falls, grocer, Simcoe, Ont., is succeeded by W. S. McCall.

G. B. Ballard, general merchant, Listowel, Ont., has sold out to J. B. Douglas.

P. J. Austin, general merchant, Kingsbridge, Ont., has sold out to Charles Moss.

J. A. Petch, baker, etc., Rossland, B. C., is succeeded by Petch & Schwartzenheimer.

The stock of P. F. Bouchard & Co., grocers, Quebec, has been sold to Chas. Martel.

Robert Scales, general merchant, of Wardsville, Ont., has removed to Appin.

Owen Burdett, baker and confectioner, Birtle, Man., is succeeded by Fitzpatrick & Chubb.

Amedee Charbonneau has registered for T. Chgrbonneau & Co., fish dealers, of Montreal.

Wilson Bros., wholesale grocers, Victoria, B.C., are discontinuing the Vancouver branch.

C. T. Bailey & Co., general merchants, Qu'Appelle, N.W.T., have sold out to A. E. Fitzgerald.

William Abrams, general merchant, of Waldheimer, N.W.T., has sold out to Jacob Jaugen.

The style of S. Fader, commission grocer, Vancouver, B.C., has been changed to C. Aldredge & Co.

Kenneth Ferguson, general merchant, of Glace Bay, N.S., has sold his grocery branch to J. A. Ferguson.

D. Sincennes, tea and coffee merchants, Montreal, have ceased doing business under the style of J. Landes & Co.

A. & J. Gingras, grocers and liquor merchants, Quebec, have opened a branch store on St. Foye Road, Mount Pleasant, Que.

The stock of the estate of Barker & Co., general merchants, Macleod, N.W.T., has been sold to R. T. Barker at 65c. on the dollar.

### FIRES.

J. T. Peardon, grocer, Charlottetown, P.E.I., was burned out; insured.

G. W. Waggoner, general merchant, of Eden, Man., has sustained loss by fire.

L. B. Baker, druggist and general merchant, Aylesford, N.S., has been burned out.

Arthur Williamson, grocer, Hamilton, has sustained a small loss by fire; insured.

Dillon & Spillet, exporters of cheese, butter, etc., Charlottetown, P.E.I., have sustained loss by fire.

### DEATHS.

A. D. Munroe, tea peddler, of Maxville, Ont., is dead.

Thomas Bearse, general merchant, of Corinth, Ont., is dead.

Robert E. Wight, of Wight & Esdarle, grain and flour commission merchants, of Montreal, is dead.

---

Port Dalhousie reports the finest herring fishing for years.

# CALIFORNIA
LOOSE
# MUSCATELS
2, 3 and 4 Crown.

Mat Figs,
Malaga Fruit
ALL CHRISTMAS GOODS.

## LUCAS, STEELE & BRISTOL, Wholesale Grocers, Hamilton

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKE.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

We noticed in last week's GROCER an ad. which says: "You have lots of worries, Mr. Grocer." If you want worry, Mr. Grocer, start a Canning Factory, but if you do, take our advice and sell only to the retail trade. Some wholesale men seem to believe in the motto: "When you have a man down, jump on him." However, look out for us next season, we shall double our capacity, and pack PEAS, CORN, TOMATOES and CANNED FRUITS of all descriptions,

We will book orders subject to pack after January 1st, at prices named by the RING to the WHOLESALE TRADE.

In 1903 the STANDARD CANNING FACTORY will be run solely in the interests of the retail grocer.

Our price for MAIL ORDERS only—

**A Flinty Green Rio Coffee, 5½c.—to arrive.**

Our travellers are not allowed to sell at this price.

## LUMSDEN BROS.,
TORONTO and HAMILTON

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKE.

# MECCA COFFEE

is a blend of finest Coffees grown; every Coffee in this famous blend is the highest grade produced in the district shipped from.

***MECCA*** cannot be matched, though, as we learn from the trade, offers to do so are legion. When so accepted by the grocer they turn out disastrously to the buyer who comes back every time to ***MECCA*** more satisfied than ever.

## James Turner & Co., Wholesale Grocers, Hamilton

OWNERS AND BLENDERS.

**MALAGA FRUITS ARRIVING**

Dehesa Clusters, - Boxes 22 lbs.
Choice " - " 5½ "
Blue Baskets, - " 22 "
Black " - " 22 "

**SHELLED ALMONDS, SHELLED WALNUTS.**

# THOS. KINNEAR & CO.,

**Wholesale Grocers,** **49 Front St. East, TORONTO**

## TRADE CHAT.

JAMAICA planters wish to exchange sugar, fruits, spices, etc., with Canada for grain, hardware, building material, canned goods and farm products.

P. C. Dufore has started a bakery at North Bay.

Alex. H. Ness has opened a grocery store at Barrie, Ont.

Fred Andrich has opened a butcher store at Portage la Prairie.

The Peterboro' Sugar Co., Limited, has been gazetted with head offices at Peterboro'.

The C. P. R. will erect a flour house at North Bay, for Canadian milling companies.

Canada's exports for the past four months exceed her imports by over $10,000,000.

Toronto wholesale fruit dealers report that the apple export industry is rapidly increasing.

W. S. Sitch, late storekeeper at Fort William, Ont., has opened a general store at Hymer's Crossing, Ont.

S. Hustwitt, Toronto, agent for T. H. Estabrooks, tea merchant, has left to open a branch in Winnipeg.

The Consumers' Tobacco Co., Leamington, Ont., and The McAlpine Tobacco Co., of Toronto, have amalgamated.

The Ferry Road Butter and Cheese Company have opened the factory formerly used by The Perth Canning Factory at Almonte.

The Fletcher Manufacturing Company have delivered a six horse-power dough-mixing machine, to W. A. Hunter, baker, Galt, Ont.

T. Hook, of Markham, Ont., has sold his grocery business and residence to Moses White. Mr. Hook will lease an hotel in Stratford.

Wm. J. Cannon, flour and feed merchant, Hamilton, was united in marriage to Miss Maud, eldest daughter of T. Ghent, Burlington.

T. J. Jordan and Joe Burnett, of Durham, Ont., have entered into partnership in the grocery business under the name of Jordan & Burnett.

Reports from Halifax, N.S., say that this season's pack of lobsters is worth over $2,000,000. This is the average annual value of the catch.

J. Blanchard, of Blanchard Bros., grocers, of London, Ont., and Mrs. Clara Nash, widow of the late B. J. Nash, were married on the 12th inst.

J. Bennetto & Co., Winnipeg, have purchased 40 ft. of the Trinity Church property, Portage avenue, from Alloway & Champion, paying $6 per ft.

Michael Lawless, Kingston, has sold his grocery store and stock to Mr. Eves, a Simcoe Island farmer. Mr. Lawless has retired on account of ill-health.

James Edwards, grocer, of Meaford, Ont., was united in marriage to Miss Jessie Bailey, the ceremony being performed by the Rev. S. H. Eastman.

The Strathroy Canning and Preserving Company are applying at Osgoode Hall, Toronto, for an injunction to restrain the Dominion Syndicate of Hamilton from proceeding on an arbitration on an alleged agreement, dated March, 1901.

Mr. Saunders has started a dry goods and grocery store at Prince Albert, N.W.T.

The Bowmanville branch of the Oshawa Canning Factory was destroyed by fire on November 12, and this season's goods and machinery were ruined. The cause of the fire is unknown.

F. C. Hare, Superintendent of the Dominion Poultry Fattening Stations, will establish breeding yards in Durham, and Huron counties, Ontario, and at Brome, in Quebec.

The Reindeer Condensed Milk Company, of Truro, N.S., are to build a branch at Huntingdon, Que., to help supply the great demand for condensed milk that has sprung up in the Yukon.

Two new stores are about to be opened at Brandon, Man. Taylor & Company, corner of 6th street and Rosser avenue, opposite the Royal Hotel are now completing their new store into which they intend to put an up-to-date stock, and Metcalfe & Mitchell have opened at the corner of 6th street and are carrying a new stock of groceries and provisions.

The exporting fruit growers in the Niagara district have adopted the practice of wrapping each article of fruit separately in tissue paper, packing it in excelsior and then putting in boxes, four of which hold a barrel. George C. Creelman, Superintendent of Farmers' Institutes, gave it as his opinion that this is the way in which all perishable fruit will be packed sooner or later.



**Mushrooms AND Toadstools**

look very much alike and are often mistaken for one another. Other Cheese Jars and Labels are made to represent "Imperial."

**DON'T GET POISONED!**

# VALENCIA RAISINS

Our "future" orders for this fruit are now filled. Every box sold has been delivered. **PRICES ARE MOVING UP.** If you have not yet bought up your requirements—or do not feel assured that you will get full delivery of your order—we advise present purchases. Last season we sold several thousand boxes **in December** at an advanced price to those who had bought elsewhere but could not get delivery. History has a trick of repeating itself.

## SULTANAS

**CHOICE, BRIGHT, EXTRA BRIGHT.**

We would be pleased to have your inquiry. See our travellers, or write us for samples. We can sell you.

## COMADRE—FIGS—ELEME

We completed our deliveries in this fruit ten days ago. Send along your order if you want prompt shipment and full matured fruit.

## MALAGA FRUIT

Full range in stock of best packers' fruit. Prices right.

---

# THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, - - TORONTO.

# THE PROVISION TRADE

AND COLD STORAGE NEWS.

### THE LARD SITUATION.

IT is an unusual condition, write The N. K. Fairbank Co., under date of November 11, when the price of hog lard in the United States affects the Canadian market, a duty of 2c. per lb. always prohibiting the importation of American hog fat. At the present time, a peculiar condition, however, is that United States lard has advanced to a point that the foreign market is paying more for lard purchased in the United States than they could buy at in Canada. This, for the first time in years, gives the Canadian producers of lard an opportunity in the English market. Hog lard in the United States closed on November 8 at $10.80, or fully ¾c. above the Canadian price at that time. To-day (November 11) foreign buyers can get a better grade of lard for ¾c. less in Canada than in the United States. The export records show that Canada has exported all of the products of the swine, excepting lard, and, with this opportunity, it looks as if the price of lard in Canada will soon be on a par with the price in the United States, as the foreign market is the balancing power. Buyers would do well to consider this phase of the situation, and its effects on lard and kindred products like refined compounds. Hog receipts in Chicago last week were 455,000, compared with 490,000 for the corresponding week in 1901, which probably means continued advances in the United States and better prices abroad, and, in turn, higher prices in Canada.

### MONTREAL BUTCHERS.

The members of the Butchers' Association of Montreal held their annual meeting on the night of Tuesday, November 11.

The election of officers resulted in nearly all the former officers being reelected for the ensuing year. Following are the names of the new officers : President, Alfred Leduc, reelected ; 1st vice-president, Jean Lamoureux, reelected ; 2nd vice-president, Jos. Courville, reelected ; secretary, L. R. Trudeau, reelected ; assistant secretary, S. J. A. Toupin, reelected ; treasurer, H. Poitras, reelected ; assistant treasurer, F. Leroux ; corresponding secretary, Albert Blanchard ; marshals, J. B. Leroux and D. Belanger ; auditors, Jos. Vileneuve, S. Jeannotte and A. Leduc, reelected.

Vice-President J. Lamoureaux outlined a scheme of reform which he proposed that the Association should demand when the intended amendments to the city's charter are discussed. He said that the system of meat inspection was defective and that the butchers are not sufficiently protected. For instance, meat sold by grocers, especially in the spring season, should be most carefully inspected, and he thought that no license should be given to them in the fall. He said that all tenants at the Bonsecours market, paying at least $300, should be given the right to vote, and advocated the system of isolation for butchers' stalls.

The treasurer's report being read proved to be very satisfactory, there being a balance on hand of $1,939.41, and the Association had a membership of over 300.

### ADULTERATED FOODS.

The Pure Food Department of the State of Pennsylvania has knocked down a great many public idols in food sense. After carefully analyzing hundreds of brands of syrups, chocolates, honeys and more serious items of food, including imported articles, this department has condemned many popular and well-known brands as adulterated frauds. "Pure honey drawn from the bee" was highly adulterated with syrup, "pure chocolate" was frightfully adulterated with corn starch or mixed with the powdered hulls of the chocolate bean. Evaporated cream was colored for richness and many other frauds on foods were perpetrated upon the public. The whole range of the food field is being searched and it should be searched. — The National Provisioner.

### TO MAKE POLISH SAUSAGE.

The Butchers' Advocate gives the following hints for making and keeping Polish sausage : "Take 25 lb. of pork, two parts lean and one part fat, which has been salted for a few days with 1 lb. salt and a little sugar. Grate down finely 3 sticks of garlic, salt them, stir in among them a quart of water ; then add the meat, which has first been chopped into pieces the size of a hazelnut. Then add 1 ½ oz. of pepper, ½ oz. nutmeg. Mix well and put into narrow pigs' casings very full. The casings should be 2 ft. 6 in. long. They are then tied up and doubled, so that each sausage is 15 in. long. Hang them on a smoking stick to dry for a day. Then smoke them at a heat of 133 deg. Fahr., and let them hang until they are thoroughly cooked inside merely with the hot smoking. These sausages can be made in the hottest weather without being spoiled. The garlic need not necessarily be an ingredient. If one should prefer to boil this sausage, then give only a light smoke until the sausage is a yellowish red color, and boil afterwards directly after smoking, for 25 minutes."

### BUTCHER KILLS HIMSELF.

C. H. Cornell, a butcher of 200 Robert street, Toronto, committed suicide on Monday, November 17, at about 11 a.m., in Rosedale Ravine Drive, Toronto, by shooting. Deceased had been speculating in stocks and lost a lot of money, and this is supposed to be the cause of him putting himself out of the world.

### THE PROVISION MARKETS.

TORONTO.

From 60 to 70 loads of cattle per day are being received at the Western Cattle Market. The stock is said by the dealers to be of good quality, and all shipments are quickly purchased. Export cattle are a little lighter than usual. About 5,000 hogs of a good quality have been received this week. Prominent dealers say farmers should keep their hogs until they are heavier as too many light ones have been received of late. Those who handle dressed meats claim the weather is having a depressing effect on the number of carcasses received. There has been an advance in prices in that branch of the business. We quote : Dressed hogs, $7.00 to $8.60 ; beef carcasses, $4.50 to $8.00 per 100 lb. ; hind quarters, $6.00 to $9.00 per 100 lb. ; front quarters, $4.00 to $6.00 per 100 lb. ; veal, 5 to 9c., and lamb 6½c. Best live hogs, heavy weight (160 to 200 lb.), are worth $6.00 to $12.00, while light weights are quoted from $5.00 to $7.50. Choice export cattle sell for $4.75 to $5.25; butchers' from $4.00 to $4.40, and feeders from

# All Bacon AND Hams

TOMAHAWK CANADA

Registered Trade Mark Brand
Found on all our Bacon and Hams

cured by this company are done after the Irish process, which has made Irish Bacon famous the world over. We guarantee a cure and quality equal in every respect.

**OUR LARD** is absolutely pure, and we are confident of repeat orders wherever it receives a trial.

These are some of our varieties: Breakfast Bacon, Short Roll Bacon, Long Roll Bacon, Wiltshire Bacon, Cumberland Bacon, Long Rib Bacon, Long Clear Bacon, Back or Windsor Bacon, Long and Short Cut Hams, etc.

The Farmers' Co-Operative Packing Co.
of BRANTFORD, Limited.

When you have any

# BUTTER OR EGGS

to offer, write or wire us. We are buyers.

The J. A. McLean Produce Co., Limited
75-77 Colborne Street
Telephone Main 2491. Toronto.

# LARD

We are sending out lard just as fast as rendered, ensuring our customers Fresh, New Made Goods, much more desirable to you and your customers than old, held over stock. We shall be glad to have your orders in

Tierces Tubs
Pails Tins
or in 1-lb. Cartons

F. W. FEARMAN CO.
(Limited)
HAMILTON, ONT.

# Fresh Pork Sausage.

You will please your customers and increase your trade by handling ***Our Celebrated Pork Sausage.***

Delicious in flavor and always fresh made. Once used always kept in stock. Expressed to all parts of Canada. Try a Sample Basket.

The Park, Blackwell Co., LIMITED
PORK PACKERS,
TORONTO, ONT.

$3.75 to $4.15 for the best, and $2.75 to $3.75 for common stock.

Packers in the wholesale provision houses are kept very busy at present filling orders for dealers in lake port towns, who are stocking-up before navigation closes, on account of the boat freight rates being so much less than the all-rail rates. Fully a carload of vension has been received during the past week. The weather is unfavorable for keeping it in good condition, and, no doubt, a considerable quantity of it will have to be sacrificed if it does not get colder. Venison is sold at 6 to 8c. per lb. by the carcass. The following are our quotations in other lines: Long clear bacon, 11 to 11½c.; smoked breakfast bacon, 14½ to 15c.; roll, 12 to 12½c.; medium hams, 13½ to 14c.; large hams, 12½ to 13c.; shoulder hams, 11 to 11½c., and backs 14½ to 15c.; Canadian heavy mess pork, $21.50 to $22.00; short cut, $23.50 to $24.00; lard, in tierces, 10¾ to 11c. per lb.; tubs, 11 to 11¼c., and pails 11¼ to 11½c.; compounds, 8¾ to 10c.; plate beef, $15.00 per 200-lb. bbl.

MONTREAL.

No noteworthy change has taken place in the provision market. All lines are moving freely, but in small lots. In dressed hogs there is an easier feeling, and prices have receded somewhat. Sales of fresh-killed abbatoir stock were made at $8.25 to $8.50, and country-killed at $7.50, with carlots offering at $7.25 to $7.50 per 100 lb. In lard, no change has taken place. Quotations are as follews: Pure Canadian lard, $2.37½ to $2.40 per pail; Fairbank's "Boar's Head" lard compound, 9⅝c. tierce basis, with extras as follows: 60-lb. tubs, ¼c. over tierce; 20-lb. tin pails, ¼c.; 20-lb. wood pails, ½c.; 10-lb. tins, ¾c.; 5-lb. tins, ⅞c.; 3-lb. tins 1c. Snow White and Globe compound, $1.80 to $1.90 per pail; Cottolene, 11¼c. for 20-lb. pails, and 11⅛c. for 60-lb. tubs, for Quebec and Ontario; hams, 12 to 14c.; heavy Canadian short cut mess pork, $24.50 to $25; Canadian short cut clear pork, $23.50 to $24; American short cut clear pork, $24 to $24.50; American fat back, $24.50 to $25; bacon, Wiltshire, 14 to 15c. per lb.; extra plate beef, $14.50 to $15 per bbl.

ST. JOHN, N.B.

In barrelled pork and beef there is a slightly lower market, though the local market is unchanged. Stocks here are very light. In lard, full figures are asked. There continues to be a large sale. Refined and compound lard also are moving freely. In fresh beef, receipts are large, domestic beef being plentiful but light.


CENTRAL Business College.
STRATFORD, ONT.
One of the best Commercial Schools on this Continent. Write for Catalogue.
W. J. ELLIOTT, - Principal.


Bennett's Grocery Cabinet.

OUR GOODS SELL THEMSELVES BECAUSE THEY GIVE SATISFACTION.

"Pincher Creek, N.W.T., August 25th. —Please forward one Spice Cabinet, same as the one got from you recently, the first one has proved such an accommodation. "SCHOFIELD & Co."

WRITE NOW for Price List.
J. S. BENNETT,
Patentee and Mnfr.,
15 Marion St., Toronto.

FISH AND OYSTERS
WHOLESALE.
The F. T. JAMES CO., Limited
76 Colborne Street, TORONTO.

Protect Your Parcels
for your customers. A well-wrapped parcel is the one that builds trade. Our Brown and Manilla wrapping-papers are the best. Durable, strong, and good weight.
CANADA PAPER CO, Limited
TORONTO and MONTREAL.

Sovereign Molasses Candy
100% PROFIT FOR THE GROCER.
A new and delicious Taffee put up in neat boxes to retail at 10c.
Free Sample.
THE GLOBE MFG. CO., 103 Adelaide St. West, TORONTO.

Austrian Sugar
ON SPOT---TO ARRIVE or FOR IMPORT.
Samples and quotations on application.
ALEX. WILLS, 27 St. Sacrament Street, MONTREAL

All first-class Grocers and Provision dealers should handle the
"L. & S." and "Imperial"
Brands of Smoked Hams, English Breakfast Bacon, Backs, Lard, Etc.
Long Clear Bacon.
New cured, free from rust, light or medium weights.
Write or wire us for quotations in case or car lots.
Fowler's Canadian Company, Limited
HAMILTON.

Lamb is freely offered. Little mutton or veal is seen, and prices are unchanged. Pork is more freely offered, and is somewhat dull at full figures. Our quotations are as follows: Mess pork, $23.00 to $23.50; clear pork, $23.00 to $26; plate beef, $14 to $16; domestic beef, 5 to 7c.; Western beef, 7 to 9c.; lamb, 6 to 6½c.; mutton, 5c.; veal, 5 to 7c.; pork, 7½ to 8c.; pure lard, tubs, 12c.; pails, 12¼c.; compound, tubs, 9¼c.; pails, 9½c.; Fairbank's refined, tubs, 10¼c.; pails, 10½c.

A car of Fairbank's refined lard was distributed to the trade this week.

WINNIPEG.

BEEF—Beef is in good supply and prices are without change for the past 10 days, being 6c. for the top of the market.

MUTTON—Good stock of excellent quality mainly from Western ranges. 8c. is the quotation.

HOGS—A moderate supply at 9 to 9½c.

CURED MEATS — The market is still a very active one and no change of price is recorded for the week. We quote as follows: Hams, sugar cured, 15¼c.; breakfast bacon, bellies, 15¾c.; backs, 14¾c.; spiced rolls, short, 12¾c.; long, 13¼c.; smoked shoulders, 11½c.; cooked hams, 25c. per lb.; smoked long clear, 13c.; dry salt, long clear, 11c.; dry salt, backs, 12½c.; lard, tierces, 11⅞c.; 50-lb. tubs, $6.05; 20-lb. pails, $2.50; 10-lb. tins, in cases, $7.60; 5-lb. tins, $7.65; 3-lb. tins, $7.75. Barrelled pork, heavy mess, $20; pork sausage, 8c.; bologna, 7½c.

PROVISION NOTES.

James Coffey, butcher, Port Elgin, Ont., has sold out to F. Fair.

E. Brigden, butcher, Miami, Man., is succeeded by H. F. Hillis.

Wm. Templeman, wholesale and retail butcher, Montreal, is dead.

A. D. Marshall, butcher, Roland, Man., has closed his branch at Rosebank.

James Woodland, dealer in meats, etc., Cumberland, B.C., is succeeded by Donald McKay.

Thompson Bros., butchers, Southampton, Ont., have opened a branch at Port Elgin, Ont.

Hodgson & McKay, dealers in meats, Cumberland, B.C., have dissolved; Donald McKay continues.

William Templeman, a well-known butcher of Montreal, died suddenly on November 12. He was out and attending to business up till two days before his death. He was 41 years of age.

## A WEALTHY BREWER.

THE London Daily Mail tells us in a recent issue that the value of the estate left by the late R. H. Ratcliff, a member of the well-known brewing firm of Bass, Ratcliff & Gretton, Limited, of Burton-on-Trent, amounts to £609,524 7s. 11d. and the personal estate is estimated to be £551,305. To Mrs. Ratcliff is left an annuity of £4,000, together with a sum of £1,000 and the effects at Wilton Lodge. Legacies of £40,000 each are left, in trust, to each of the testator's younger sons and also to the daughters. He bequeathed the Stanford Hall estate, at Loughborough, and his real estate in Nottingham and Lincoln, to his eldest son.

Within four years duties totalling a large amount have been levied on estates left by members of this firm, the estates being as follows: R. Ratcliff (died November 24, 1898), gross, £1,116,190; net, £1,007,362; J. Gretton (died October 2, 1899), gross, £2,883,640; net, £2,714,043; H. A. Bass (died April 8, 1898), net, £126,262.

Judging by the great wealth of these deceased gentlemen one would surely be warranted in thinking that there is money in the brewery business in the Old Land.


Bovril

BY SPECIAL APPOINTMENT

PURVEYORS TO HIS MAJESTY THE KING.

THE DEMAND FOR BOVRIL CONTINUES TO INCREASE ENORMOUSLY AS ITS MERITS BECOME WIDER AND WIDER KNOWN. Grocers will serve their own interests by keeping a plentiful supply on hand to meet the requirements of their customers.

BOVRIL IS THE ORIGINAL AND ONLY RELIABLE FLUID BEEF.

# Wide-Awake Retailers.

## Hints and Ideas of Interest.

### SOMETHING ON COFFEE.

EVERY grocer, of course, handles coffee to a more or less extent and is so eager to learn more about the most successful ways of buying the product. Some coffees are impure when they are delivered to the grocer, and some are not. How to buy only the pure should every grocer know. The Merchants' Review has the following to say about the buying of coffees :

A certain food commissioner declares that coffee is glazed in order to deceive buyers. Coffee is not exhibited in this part of the country so that consumers can examine it and buy it because it looks nice and brown and shiny, and we doubt if it is so exhibited anywhere, therefore if the glazing deceives any class it must be the grocers.

Now, Messrs. Grocers, do you buy coffee on its looks or on its flavor? If you buy it because it looks nice, nothing afterwards will much matter, whatever happens to that coffee. It will not much matter whether the coffee is properly ground, properly stored or properly made —simply because the start was made wrong. If the buyer does not get "stuck" at first he will later, and one invoice of poor coffee will drive away more trade in a day than could be won back in a month.

Now, if it is bought on its intrinsic merits, and not upon a fallacious polish which may or may not cover a multitude of sins, the dealer will be warranted in pushing the article.

First, let him use it on his own table. No grocer ought to let an article go over his counter until it has passed the same test. If it is not good enough for himself it is not good enough for his customers.

Having discovered the right goods, the right blend, keep it up to the standard. If it falls off, send the coffee back where it came from. Never take the risk of substituting an inferior article. Plead with customers to infuse the coffee properly, and print instructions on the label.

Take pains with the coffee blend or blends. See that they are bought right, kept right, and as far as possible, infused right.

Let your trade fame rest upon the fame of your coffee. If it is not good enough for that it is not good enough for your purpose. If it is good enough for your trade, it is good enough for strangers, and will serve to carry your reputation further and to build your fortunes higher.

Make no mistake. Coffee is capable of working wonders for the grocer il used aright. Consider the remarkable success of a skilfully advertised breakfast food of the day! Many experts can see no merits in the article, but anyone can see the merits of the advertising. Let the same grade of advertising be applied to a really good grade of coffee, and it is a dollar to a last year's campaign button that the success of the coffee-advertising scheme would "force" the cereal success into the background and fill some grocer's pockets with gold or its substitutes.

See that your coffee is roasted properly. It is sometimes possible to over-roast it without affecting the appearance, but the flavor suffers. Don't be deceived by the appearance. You can't sell the goods that way, and therefore should subject every invoice received to the cup test.

If the goods vary much from time to time, the roaster may be responsible, and a peremptory warning may be sufficient to keep him more vigilant afterwards. When the trouble frequently occurs, the roaster should be changed. No compunctions should deter the grocer from taking a decesive step, for the whole future of his business may depend upon the manner in which he conducts his coffee department.

There are grocery stores that sell really fine coffee at reasonable prices, but only a few people are aware of the fact. Innate modesty or congenital conservatism perhaps prevents the owners from making the fact widely known.

There can be little doubt that more physical vigor is obtainable from a cup of delicious coffee than from a saucer of half-cooked vegetable matter which tastes like a mixture of butterscotch and a goat's milk, yet while health foods are lauded to the shies as food for angels and men, the royal berry of Mocha, Java and Brazil has no one to say a specially good word for it or to tell how some "Clem Jumps," or other sufferer from indigestion, produced by bad cooking, became a different man under the restorative influence of a regular morning dose of So-and-So's Mocha and Java blend at 30c. per lb.

Who will be the Homer of the coffee berry? Who will paint the good it does and the joy that it spreads about it? Who will do this and incidentally make some humble grocer rich?

### POOR FINANCING.

I READ an article not long ago, writes J. H. Bolton, the purport of which was that the reason a great number of merchants fail to mave any money was not so much the lack of a volume of business as it was small profits.

There is a great deal of truth in this. So many merchants do not seem to realize what goods cost; they figure if they buy a yard of cloth for five cents and sell it at six cents they are making one cent. That they are not making anything, more likely losing, would be nearer the truth. There are so many articles that must be sold close that it is very necessary to put a profit on anything that will stand it. There is no sense in making leaders of everything.

So many merchants mark their goods according to the price they pay and not what they are really worth or will bring. I have frequently run across articles marked 20 per cent. above their. real value, simply because the buyer gave too much for them at the time of purchase, or the market has dropped materially since that time; but the selling price is not changed.

On the other hand, I find next to the high-priced article, one which is marked at an equally ridiculous low figure, simply because it cost a certain price and a certain amount of profit was figured on that cost.

A man can't always hit everything right, but he'll pound his thumb a good deal if he doesn't try to find out, all the time, just how and where he is travelling. Men have made money when they went blindly into buying aod selling goods, but we don't hear much about the fellows who flunk doing the same thing.

Making money by selling goods has to be done after just as intelligent methods as running a locomotive or an automobile successfully—chance may do it, but actual knowledge is the only sure way.

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The Canadian exhibit of grasses, vegetables and grains at the Michigan Fair was the best ever seen at that Fair. J. N. Grieve, the Canadian Emigration Agent in charge of the exhibit, was kept busy telling the merits of the Canadian Northwest to prospective settlers.

A Few of our Fall Importations in

# DRIED FRUITS

| | | |
|---|---|---|
| 300—50-lb. boxes | "Victor" | Choice Apricots |
| 300—50-lb. boxes | "Victor" | Choice Peaches |
| 700—25-lb. boxes | "Griffin" | Choice Royal Apricots |
| 400—25-lb. boxes | "Griffin" | Choice Peaches |
| 300—25-lb. boxes | "Red Ribbon" | Choice Apricots |
| 500—25-lb. boxes | "Red Ribbon" | Choice Peaches |
| 100—25-lb. boxes | "Red Ribbon" | Choice Pears |
| 100—25-lb. boxes | "Red Ribbon" | Choice White Nectarines |
| 50—25-lb. boxes | "Red Ribbon" | Choice Silver Prunes |
| 350—36-lb. boxes | "Griffin" | 16-oz. Seeded Raisins |
| 400—36-lb. boxes | "Queen" | 16-oz. Seeded Raisins |
| 800—36-lb. boxes | "Carnation Pink" | 12-oz. Seeded Raisins |
| 600—50-lb. boxes | "3-Crown" | Cal. Loose Muscatels |

## Eight Carloads Oregon Prunes.

From the Willamette Valley Prune Association of Salem.

## "Pheasant" Brand Fancy Evaporated Italians.

| | | |
|---|---|---|
| 500—25-lb. boxes | 30/40 | Fruits to the lb. |
| 1,000—25-lb. boxes | 40/50 | Fruits to the lb. |
| 1,800—25-lb. boxes | 50/60 | Fruits to the lb. |

## "Pheasant" Brand Fancy Evaporated French.

| | | |
|---|---|---|
| 1,200—50-lb. boxes | 70/80 | Fruits to the lb. |
| 1,000—50-lb. boxes | 90/100 | Fruits to the lb. |

# HUDON, HEBERT & CIE,

MONTREAL.

# TRADE IN COUNTRIES OTHER THAN OUR OWN.

### TEA IN NEW YORK.

NO business of importance was reported transacted for the day, but the tone of the market held firm. Increasing interest was reported being shown by buyers in both Congous and Formosas. Offerings were light, most of the dealers expressing decided confidence in the situation, and were holding for still higher prices. The line business was fairly active at firm prices.—N. Y. Journal of Commerce, November 18.

### CANNED GOODS IN BOSTON.

About everything has an upward tendency except tomatoes, and they are about the same as last week. Corn is soaring higher all the time. Squash and pumpkin are firmer, and gallon apples are a shade firmer. The Alaska Packers' Association has advanced the price on canned salmon 20c. per case, and we look for a further advance before long. Canned salmon is the cheapest article on the list. Sardines are firm at unchanged quotations. Canned lobsters are still scarce and very firm.—New England Grocer.

### FISH ON THE COAST.

Referring to salmon The San Francisco Trade Journal has the following: "Shipments on contracts are being made as fast as possible. New business is reported light. The supply of chinooks, sockeyes and reds are practically out of first hands, but there are considerable pinks and also chums or dog. Holders are firm in their views, stating that with the higher grades practically out of first hands the trade will have to fall back on pinks, and owing to a scarcity and high prices for mackerel and pickled salmon these will be cleaned up when the spring demand sets in. Some think that stronger prices will probably obtain in view of the scarcity of other kinds of fish."

### TOMATOES IN BALTIMORE.

Telegrams from Baltimore to-day report the tomato market steady in tone and full standard 3s, with 90c. regular f.o.b quoted. Off standards are offered freely at 85 to 87½c. f.o.b. and standard 2s at 67½c. Gallons are quoted at from $3 to $3.10. The demand is reported quiet on the spot, little important movement being noted. Writing from Baltimore under date of Saturday, Strasbough-Steckel-Hewitt Co. say of the situation:

"One of the more important features of the week has been the strong position taken by holders of desirable lines of tomatoes against concessions under their figures. By a large number of holders of thoroughly desirable lines repeated offers at a shade under their figures have this week been repeatedly turned down, so that whatever shading has been done has been confined to lines showing irregularity or other less desirable features. Several unsettling features of the tomato market which prevaled during the last half of October and the first half of this month, among them, anxiety to sell among some holders, adjustment of rejections and a lack of confidence in the market's ability to sustain quotations around 90c. for standard 3s. All of these are more and more being removed, and in their place we find a good, healthy undercurrent among leading interests, based on a more intelligent estimate of stocks in first and second hands than it was possible to arrive at prior to this time."—N. Y. Journal of Commerce, November 18.

### OYSTERS IN BALTIMORE.

Dredgers and packers are complaining that oysters are unusually scarce. Already what may be called the entire summer crop of oysters has been collected, that is, there is nothing of the smallest kind of stock to be had off the bay; and many cargoes are being rejected by the packers because they are two-fifths shells without any oysters in them. It is certain from this that the cold weather of February will see much higher prices for Cove oysters, and that it will join the list of the high-priced articles in canned goods.—The Trade, Baltimore.

### REFINED SUGAR IN NEW YORK.

The general report continued of a better undertone to the market and a steadily growing belief that prices on their present basis were safe. Advices were received from New Orleans reporting that refiners in that market had advanced prices 5 points, so that they were on the same basis as quoted by New York refiners, also had a favorable influence. The volume of business transacted was reported as reaching fair proportions, there being a good call for shipments on outstanding contracts, and there was a fair run of new orders. No changes were made in list prices. The market closed firm. The first arrival of the domestic beet granulated was reported, and it was learned that this sugar will be stored and not offered at the present market prices. —N. Y. Journal of Commerce, November 18.

### RAW SUGAR IN NEW YORK.

Willett & Gray have the following to say of raw sugar in New York:

"The desire to obtain 1-16c. advance at the close of last week on a cargo of Javas, then on the market, resulted in the cargo being put in store, rather than accept the then current quotation of 3⅝c. for 96 deg. test centrifugals. The decision showed the wisdom of the owners, as buyers during the current week have paid 1-16c. advance for centrifugals. The cargo of Javas is now held by the owners at 3⅝c., with a fair prospect of obtaining it soon, though, for the present, the extreme of the market must be considered as strong at 3 11-16c. for 96 deg. centrifugals. European markets during the week, show slight fluctuations, closing at 1½d. higher, with beet sugars at 7s. 6⅜d. for November-December delivery. The whole tone and tendency of the raw sugar market is in favor of sellers.

"Mr. Licht's cables to ourselves through the week, simply repeat that the prevailing conditions regarding the beet crop remain entirely unchanged.

"Meltings for the week were reduced 9,000 tons, against receipts of 50,583 tons, resulting in an increased stock to 185,219 tons, against last week, 165,636 tons. The reduced meltings are caused by the discontinuance of large shipments of refined to the west, preceding their sale, in order to take advantage of the low freight rates. Meltings will remain smaller for the balance of the year. Refiners are now storing several cargoes of Java sugars which arrived for their account sooner than needed."

### NUTS FOR NEW YORK.

The second shipment of new-crop Grenoble walnuts is due to arrive per steamer Kronland, due November 23, and offerings are available at 12½c. and for shipment first half of December 12c. can be done. The first of the new French arrived on the ss. Philadelphia and offer at 10½c. A small lot is due per ss. Majestic on Wednesday, and offer at the same price. On the direct steamer due here about December 1, 10½c. can be done. The last of the new crop Chili walnuts arrived on the ss. Pretoria, and offer freely at 9½c.—N. Y. Journal of Commerce.

## WHAT SORT OF GOODS TO PUSH.

AT one of the conventions held by retail grocers the question was asked: Should we, as retailers, push trust or anti-trust brands of goods of any and all characters? The reply was—Push the goods that give the best satisfaction and a legitimate profit. Therein lies the secret of success, says Retail Merchants' Review. Let the first thought be quality and service, so that customers have no chance for grumbling. Satisfy them in those respects, and there will be no trouble over prices. The question of profit as it relates to special lines is one to be determined by the conditions or circumstances surrounding the individual retailer. There are grocers who find it profitable to sell certain lines at absolute cost; a policy indefensible in others.

During the past week when creamery butter was 19½c. in large lines, a well-known retailer advertised it at 19c. per lb. That is no reason why 8,000 other retail grocers in the territory affected should do the same. The conditions governing the cut are radically different from those under which the majority of the grocers do business, and for them to throw away their profit on a leading article such as butter, would be foolish and do them harm. Their policy should be to sell the finest butter the market affords at a fair profit; see that the service is irreproachable. The difference in price will encourage the belief that the higher-priced article is superior and tend to confirm the customer's faith in the seller.

**Every Grocer** should handle

**"MAPLE LEAF" GRANULATED SUGAR,**

Manufactured by the **ONTARIO SUGAR CO.**, at **BERLIN, ONT.**

"THE FINEST EVER MADE IN CANADA, FROM SUGAR BEETS GROWN IN CANADA"

**QUALITY.**—IT IS A FINE SPARKLING CRYSTAL—NO DUST—AND IS GUARANTEED EQUAL TO ANY REFINED SUGAR.

FOR QUOTATIONS—DELIVERED AT YOUR STATION—WRITE

THE **EBY, BLAIN CO.,** LIMITED

**WHOLESALE GROCERS,** **TORONTO.**

## LAKE OF THE WOODS COMPANY.

AT the annual meeting of The Lake of the Woods Milling Co., held in Montreal, the shareholders decided upon an unprecedented piece of business, namely, not only increasing, or doubling, but of tripling their original capitalization!

This company have made such a name for themselves by the excellence of their "Keewatin" flour, which is now known all over the civilized world, that they have thus confessed themselves unable to cope with their business with the present capital stock, and hence the sensational action at the annual meeting. That the stock will be snapped up as soon as it is put on the market is a foregone conclusion—though our Ottawa correspondent makes a broad hint that the great bulk of the new issue will never see the brokers' hands, as it was no doubt spoken for by the original shareholders before the meeting took place.

The question as to what the company will do with the million of dollars must be patent to everyone. They will build more flour mills and more elevators, for the money that is to be made by "Keewatin Flour," which has for years been persistently advertised and consistently kept up to the standard of excellence advertised, could not be made so fast by any other means than by increasing the output to fulfil the demand for an article which has been established as the best, not only in Canada, but in the world.

Pears' soap people spend millions of dollars annually to establish a name. Once established, then the name of a firm is everything. When John Mather was organizing his company to harness the Tunnel Island water-power, which is in the town of Rat Portage, he knew what he was doing when he named it the Keewatin Power Co. He is a director of the Lake of the Woods Milling Co., and he knew that the day was not far distant when the name of "Keewatin Flour" would become as much a household word as Pears' soap, and that to supply the demand it would be necessary to build more mills. Keewatin flour, manufactured at the Keewatin Power Co.'s dam on Lake of the Woods, is now the only place for the Lake of the Woods Milling Co. to build additional mills to manufacture Keewatin flour.

Our correspondent says the company could build an addition to the present mill at Keewatin, using the same power, and so arranging the machinery that it would not be necessary to duplicate the present crew to turn out double as much "Keewatin Flour" as is now being produced. He calculates that an additianal two-fifths more labor would suffice—but he adds:

"If this was all the Lake of the Woods Milling Co. intended to do it would not have been necessary to even double the capital stock, much less triple it, as less than a quarter of a million of dollars would have been sufficient for this purpose. Therefore," he argues, "when they called for that million they knew just where it was going to be put, and after the explanation given above about the name of "Keewatin Flour" there is only one conclusion to be drawn and that is that they intend to build at The Keewatin Power Co.'s dam. Men do not subscribe $1,000,000 unless they get dividends for it, and the quickest way The Lake of the Woods Milling Co. know of making those dividends is by manufacturing 'Keewatin Flour.' It may be stated that during the past year The Lake of the Woods Milling Co. have paid the C.P.R. over $1,000,000 in freight charges."—Rat Portage Miner.

## NOVA SCOTIA MARKETS.

Halifax, November 17, 1902.

DURING the last week the grocery business, which for some time had been very satisfactory, was very active, and the wholesalers are quite satisfied with the way goods are moving, all their energies being taxed to promptly fill and ship the rush of orders coming in. A heavy business is being done in fancy groceries as the country merchants are already preparing for a heavy Christmas and New Year's trade. Fancy biscuits and confectionery are in great demand; also the various dried fruits and peels which enter into the Christmas cookery. Payments still continue satisfactory, and especially good reports of the general business activity of the Maritime Provinces are coming in from all quarters.

Flour and the various kinds of millfeeds are all firm. There is still only a small quantity of hay moving, and the price is somewhat unsettled as yet. Oats have been coming in in large quantities from Prince Edward Island, but the producers are holding out for higher prices. In fact, oats are quoted 2 or 3c. higher now than 10 days ago. This possibly denotes even higher prices later on. The standard quotation now is 41 to 42c. During the last 10 days a very large quantity of Prince Edward Island potatoes have also come in, but nominal prices quoted two weeks ago are not materially affected. Prince Edward Island stock is quoted at 35 to 38c.; Nova Scotian, 40 to 45c.

On account of the high quotations on cheese, the factories have kept on making that article considerably longer than usual, and this has had the effect of cutting short the usual supply of butter that comes in at this season of the year. Butter is consequently very firm, and best grades have advanced 2c. since November 1. The supply of the cheaper grades is made up by the importation of western butter. Eggs are also firm and have advanced 1c. per doz. for case eggs. Fresh are still retailing for 30c. and over.

The dullness prevailing in the fish business, already reported, still continues. Markets in the south have not materially improved. Large quantities of Newfoundland cod are coming here as the price is very low in the Ancient Colony. Wholesalers now have large stocks on hand and are not anxious buyers. In fact, they can simply make their own prices.

The sugar market, which has been fluctuating more or less for some time, is not yet settled, and changes may come at any time. There is a good demand at this season of the year, and considerable trade is being done. During the last 10 days the following lots of sugar and molasses have arrived here: From Antigua, steamer Druro, 138 bbls., 241 bags; from Demerara, 14,970 bags for Montreal; from St. Kitts, 238 bags; molasses from St. Kitts, 4 hhds., 79 puns., 50 bbls. A sailing vessel also brought 195 puns. and 52 tierces molasses from Porto Rico.

R. C. H.

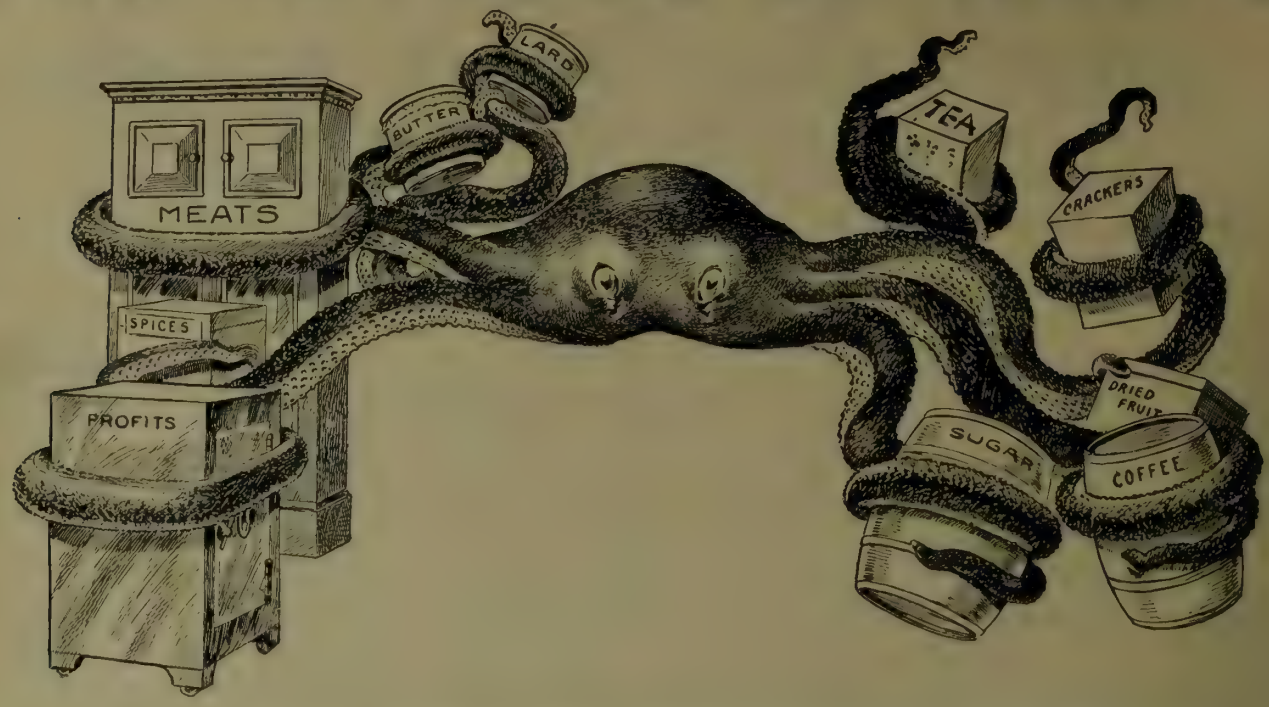
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H. P. Eckardt & Co. are quoting new dates at low prices.

A large shipment of Malaga table raisins arrived this week for H. P. Eckardt & Co.

Buyers of peel should communicate with H. P. Eckardt & Co., who are selling at interesting prices.

# THE OCTOPUS OF WASTE




Don't let this hideous monster (the pound and ounce method of weighing merchandise) fix its tentacles on your store. It is death to profits and everlasting ruin to business.

**The Moneyweight System will rescue you from this vampire.**

**THE COMPUTING SCALE COMPANY,**
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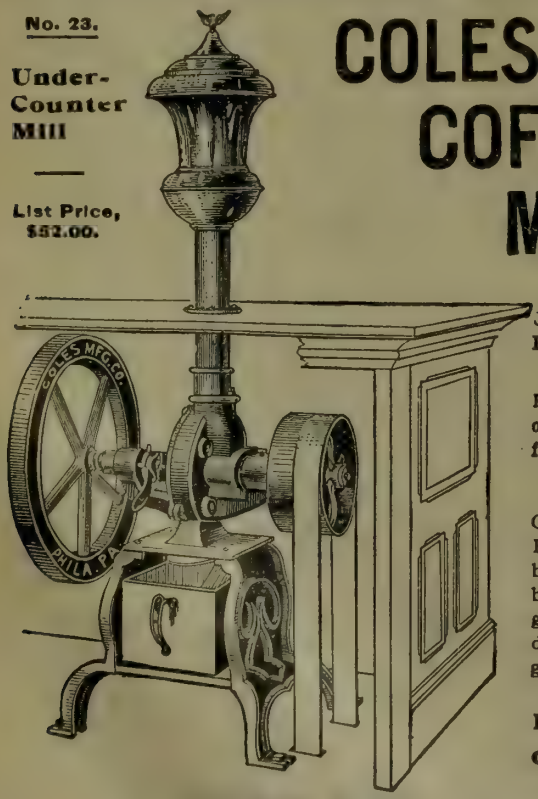
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DAYTON COMPUTING SCALES.
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No. 23.

**Under-Counter Mill**

List Price, $52.00.




# COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

**A GREAT LABOR-SAVER.**

**Our Grinders wear longest.**

Agents { TODHUNTER, MITCHELL & CO., Toronto.
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---

# GENUINE MERIT




and good value are the reasons why all women prefer to buy

# Paterson's Worcester Sauce.

All grocers should sell it—if they don't they miss sales.

ROSE & LAFLAMME,
Agents, Montreal.

THE CANADIAN GROCER

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*Montreal.*

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## CARELESSNESS IN RETURNING GOODS.

WHEN goods are returned, no matter for what reason, it is only reasonable to demand that they should be put up in packages that will insure their reaching their destination in proper condition. That this is not always done has been demonstrated to THE CANADIAN GROCER on several occasions lately. In some instances the goods were of delicate texture and the only protection they had from dirt and carelsss handling was the paper box or the paper in which they were originally wrapped for display on the shelves of the retail merchant. As a result, in many instances, the thin covering was torn and the goods exposed and damaged by contact with wet and mud. Naturally the wholesalers to whom the goods were returned were annoyed.

As long as goods are bought and sold the practice of returning them will exist to some extent, for we have not by any means yet reached the millennium when wholesalers make no mistakes in selling or in shipping and retailers no mistakes in buying. But to return goods in the way those were to which we refer is simply inexcusable. And in some instances it is impossible to conceive that the merchants who returned the goods could have been cognizant of the gross carelessness which was exhibited by those to whom they had entrusted the work of returning the goods.

It is evident from what we have cited that in some retail stores specific instructions need to be issued to those upon whom the duty of returning goods devolves.

## COMPETITION vs. MONOPOLY.

WHILE it is only natural that men should try to create monopolies in order to escape competition, the latter is none the less the life of trade. Competition has no doubt its defects just as everything else of human creation. But business would suffer more from its absence than from its presence.

"A certain competition," says Emerson, "balances every gift and every defect." Competition is to many in business a defect. But the keener the competition the higher is the standard of business men it produces. This is its compensation.

Never in the history of the world was competition greater than it is to-day, but it is creating conditions in the commercial world that demand a higher state of efficiency in those who move and live and have their being therein. And this, fortunately, is not narrowing opportunities or minimizing ideals.

Opportunities for the attainment of success in the commercial world were never better than they are to-day, while the prizes were certainly never more attractive. One has, perhaps, to strive a little harder for them, but that, of course, naturally follows.

## SHARP ADVANCES IN SUGAR.

Sugar advanced on November 18 in New York 10c. all around, followed by a similar advance in this market. Just as we go to press we heard of another advance of 10c. in both markets. Our prices current on refined sugar should, therefore, be 20c. per 100 lb. higher all around.

Raw sugars in New York have advanced 1-16c., and are now quoted on the basis of 3¾c. for 96 per cent. centrifugals. Beet sugar f.o.b. Hamburg has advanced 3d. per cwt., and is now quoted at 7 to 9¾c.

## THE BEAN SITUATION IN AUSTRIA AND ONTARIO.

FROM reports received by one of Montreal's largest dealers in beans from Austria and Ontario, we have gleaned the following :

The report from Austria states that the crop of beans turned out uncommonly poor this year. In consequence of bad weather the yield was hardly 25 per cent. of the average. Pea beans were a total failure, being only about 5 per cent. of last year's crop. When once news of the failure of the crop in the United States was received prices went up by leaps and bounds till the highest figures known for beans were reached. Fully 60,000 to 75,000 bags of beans have been sold to America. With the combined demand from America and Europe it is estimated than the whole of this year's crop is disposed of, and possibly oversold.

Reports from Ontario state that the market is very quiet both in east and west, and the trade is not disposed to stock up at the high prices prevailing. It is impossible to make any predictions in regard to the future of the bean market. The crop this year has been exceedingly light and most of it is now in the hands of dealers. Jobbers have deferred laying in their stocks until now they are actually compelled to make their purchases, and the stocks at the distributing points are very much lighter than they have been for a great many years. When the colder weather commences there is every reason to believe that there will be a very brisk demand for beans. The situation in Michigan and New York is much the same as in Canada.

## SPICE SITUATION.

The outside spice situation all around is strong in pepper, cloves, nutmegs and mace. The total stocks of black pepper in Europe on October 1, 1902, were 206,300 bales, against 280,800 bales on the same date 1901, and 331,100 in 1900. There were 58,349 bales of cloves on November 1 in Holland and London, as compared with 58,349 bales on October 1, 1901, and 90,704 in 1900. The receipts of cloves from Zanzibar, August to October of this year, were 25,000 bales, against 50,000 bales for the same time last year, and 29,000 for the corresponding period 1900. In Holland the total stocks of nutmegs for 1900 were 116 tons, against 293 tons for 1901, and 342 tons in 1900, and on November 1, 1902, there were 22 tons of mace, as compared with 43 tons in 1901 and 40 in 1900 in Holland.

## THE PACIFIC CABLE AND TRADE.

WHILE from the Imperial standpoint the completion of the cable across the Pacific Ocean, connecting Canada and Australia, is a matter of no small moment, its chief importance to Canadians, after all, lies in its existence as an aid in developiug the trade and commerce of the country. And while in thus giving prominence to the commercial aspect of the matter one may be open to the charge of utilitarianism, we must not forget that we live in a commercial age and that the commercial interests of the country usually take precedence over others, except when the national honor is in question.

The stations of the new cable are wholly on British territory. This is scarcely of less importance to the commercial interests of the Empire than to its naval and military interests. This must be evident to everyone who has followed the discussion of the Pacific cable question during the past decade or two. The chief desideration sought, however, was cheaper cable rates. Owing to the monopoly possessed by The Eastern Extension Telegraph Co. the rates in the past have been excessive and an obstacle to the development of trade with Australia and the Orient. And had it not been for the machinations of this company it is altogether likely that the Pacific cable would have been in existence years ago.

The question has been more or less a topic of discussion for many years. At the conference in London in 1887 of representatives of the Imperial and Colonial Governments, and again at the Colonial Conference in Ottawa in 1894, it occupied a large share of attention, and resolutions favorable to the enterprise were adopted in both instances. In the former year a survey of the route was ordered to be made, but it was not until 1899 that it was completed. A committee, representing the Imperial and Colonial authorities, which had been appointed in 1896, reported in 1899, recommending the laying and maintenance of an all-British Pacific cable, the cost to be borne by the Mother Country and the colonies directly interested. Finally, in 1890, tenders were called for, the cable to be laid from Vancouver to Fanning Island, Fiji and Norfolk Island, branching from the latter island to New Zealand and Queensland. The tender was awarded to The Telegraph Construction and Maintenance Co., the cost to be £1,795,000, the line to be completed by the end of 1902. In July of last year the British Government announced that it would advance £2,000,000 for the construction of the cable, and that the maintenance charges would be borne as to five-eighteenths by the Home Government and as to the remainder by the colonies concerned. It was at the same time announced that the Board of Management would consist of three representatives of the Imperial Government and two representatives of Canada, and two of Australia and New Zealand.

Already the benefits of the new cable are being realized, a rate of about 56c. a word from Canada to Australia having been fixed, against 99c. by The Eastern Extension Line; in fact, before the new cable was started the rate was $1.50 per word.

It is a matter for congratulation that the chief promoter of the Pacific cable is a Canadian, Sir Sanford Fleming. In season and out of season, when the interest of many was cold and the opposition formidable, his zeal was untiring. And if anyone is deserving of the thanks of the business men of Canada it is Sir Sanford Fleming.

## APPLE STATISTICS.

THERE are being placed in storage this year about 350,000 barrels of Ontario apples of good quality, the greater part of which will be exported. The yield of apples altogether was an immense one, but many, estimated at over one-half the crop, were unfit for sale.

From Nova Scotia there will not be over 100,000 barrels of apples exported this year, as against 300,000 barrels last year, and, in the opinion of Mr. Bigelow, of Wolfville, the president of the Nova Scotia Fruit Growers' Association, there may not be 50,000.

Shippers are now commencing to export their fruit by way of Portland and St. John, N.B., instead of Montreal, as navigation will shortly close at the latter port.

A despatch from Messrs. Woodall & Co., Liverpool, to Mr. Eben James, Toronto, under date of November 19, says of the Liverpool market:

"12,000 barrels sold and the market is showing great activity, and the prices are hardening, especially for good quality which advanced 2s. and continued firm at the advance."

During the week ending November 15, the total shipments of apples to European ports were as follows:

| From. | To Liverpool. Bbls. | London. Bbls. | Glasgow. Bbls. | Various. Bbls. | Total. Bb's. | Same week '02 Bbls. |
|---|---|---|---|---|---|---|
| Boston | 24,876 | 603 | 1,012 | —— | 26,491 | 14,743 |
| New York | 9,873 | 9,844 | 9,204 | 8,568 | 37,489 | 8,050 |
| Portland | 5,843 | —— | —— | —— | 5,843 | 6,058 |
| Montreal | 7,601 | 4,784 | 7,711 | 1,053 | 21,149 | 5,844 |
| Halifax | —— | 4,383 | —— | —— | 4,382 | [illegible] |
| Total for week | 48,193 | 19,614 | 17,927 | 9,621 | 95,355 | 34,695 |
| Same week 1901 | 26,043 | 2,150 | 6,084 | 418 | 34,695 | |
| Same week 1900 | 59,043 | 19,108 | 1,314 | 2,919 | 82,384 | |

Total since season opened..... 1,100,315
Total same time 1901..... 327,239
Total same time 1900..... 694,971

Shipments in detail:

| From | 1902. Bbls. | 1901. Bbls. | 1900. Bbls. |
|---|---|---|---|
| Boston | 343,032 | 55,066 | 223,230 |
| New York | 339,012 | 51,712 | 138,394 |
| Portland | 23,899 | 14,563 | ..... |
| Montreal | 364,211 | 117,251 | 230,470 |
| Halifax | 30,161 | 88,647 | 87,008 |
| Annapolis | ..... | ..... | 15,869 |
| Total | 1,100,315 | 327,239 | 694,971 |

## SIR WILLIAM TESTIFIES

ONE of the most important witnesses before the tobacco commission in Montreal was Sir William Macdonald, whose evidence was taken on November 13.

Sir William testified that he had been a tobacco manufacturer for 44 years, having begun in a small way and worked his business up. He had never resorted to the exclusive contract system. He reached the retail trade through the wholesale houses, which he thought was the best channel for getting the goods to the customers. He considered that if there were a monopoly of the tobacco trade that it would be very profitable to be the monopolist.

It depended entirely upon the moderation of the monopolist whether such a contract as he understood this of the American Tobacco Co.'s to be, was in the interests of the consumer. Competition was the life of business, and a monopoly did not tend to give the grower the best price.

In 1860 Sir William made an experiment with Canadian leaf, but, after a year's trial, discontinued it, confining his manufacturing solely to the American leaf.

He had had great competition which sometimes forced him to reduce prices below what he considered reasonable. He had bought out two small rival concerns, both of which, being offered to him, he bought for the purpose of closing them. He did not know that there had been an arrangement among the grocers regarding the exclusive handling of his goods and Mr. Tuckett's, or of the distribution of territory between them.

When the wholesalers spoke to him regarding their raising prices he told them that was their business.

He did not believe in encouraging the production of Canadian tobacco as it was now encouraged by the Government.

Sir William, continuing, said that he had sometimes refused to sell to retail merchants who wished to buy direct from the manufacturers. He did this because he wished to sell through the wholesale trade. The largest drop he had ever made in prices was during the American War, in 1864, when he dropped from 28 to 19c. No such drop had ever occurred since. He considered it quite legitimate for a man to get the best channel he could for the sale of goods. He knew of nothing to prevent arrangements being made with wholesalers to handle the goods of the American Tobacco Co. exclusively. He took entire exception to the statement that he had killed off competitors. If anybody had killed them off it was themselves. If the merchant who bought and the merchant who sold made an agreement to deal together according to the law of the country, he did not see how he could prevent it, even though it injured his trade. The man who bought his goods and paid his price could do as he liked with them.

## THE OPENING OF TORONTO'S NEW MARKET.

THE new St. Lawrence Market, Front street, east, Toronto, presented an animated scene on Saturday, November 15, the day set for its formal opening. Morning, afternoon and evening saw increasing crowds flocking through the new building. All who visited it, for whatever purpose, appeared to be satisfied. The building was nicely decorated with flags, bunting and pictures for the occasion.

The morning was given up to business. Crowds of farmers brought in large quantities of produce, the disposal of which occupied but a short time—everyone having sold out before 11 o'clock. Those who handled meats and vegetables did a splendid business and are certain of the new market's future success. The stock of flowers had to be replenished four times ere the crowd had finally left the building late in the evening. In fact, everyone doing business in the building was well pleased with the amount of the first day's sales.

In the afternoon still larger crowds were in attendance. The Grenadiers' band had been engaged and discoursed music from a raised stand at the south end of the building. Mayor Howland, the members of the city council, and the prominent tenants of the market delivered addresses.

The evening performance was the most largely attended. Until a late hour crowds continued to pour into the market to promenade to the strains of the band which had been retained for the evening.

Those who had the management of the opening in hand were highly pleased at its success, and at the number of people who took an interest in the proceedings.

A short description of the interior of the building may be of interest to readers of THE CANADIAN GROCER. It is 340 ft. long and 136½ ft. wide; has a clear roof space 138 ft. 4 in.; is well lighted, well ventilated and roomy, and has smooth concrete floors. There is a large room on the east side of the entrance called the "basket-room." It is 50 x 60 ft., and is set apart for farmers handling butter, eggs and poultry. Of a corresponding size is the flower-room directly opposite — a light, cheerful room in which all varieties of flowers in season are kept. Massive palms, beautiful chrysanthemums and carnations at present predominate. The basement is divided into many departments which at present are used for storage, but which will be rented as small commission houses later on. There are 10,000 barrels of apples stored in that part of the building now. Radial cars, it is expected, will shortly be running there. The stores on the main floor are large, clean and commodious. Seventy-five merchants have already secured business places, and it is expected there will shortly be others.

Ex-Ald. Frame is the genial, obliging superintendent of the market. His office is nicely fitted up and is on the west side of the entrance.

Altogether it is a market of which any city might be proud. It is a credit to Toronto, and a place to which a visit is well-repaid.

## STE. CUNEGONDE ELECTS MR. FABIEN AS MAYOR.

More interest than usual was manifested yesterday in the election at St. Cunegonde, where the mayor was chosen by a vote of the property-owners. Formerly the aldermanic board selected the chief magistrate of the town. Two aldermen of the outgoing council, C. P. Fabien and Joseph Roy, contested the mayoralty, and the former was elected by a majority of 25. The successful candidate received 140 votes and Mr. Roy 115.

## OILS ADVANCING.

There have been rapid advances in petroleum during the past three or four weeks, and now the price of Canadian crude is higher at the wells than it has been at any time during the past 15 years. The refined article has gone up during the past two or three weeks 1½ to 2c. per gallon, and heavy advances have been made in the prices of napthas, benzine, and gasolines. Only a small percentage of these are taken from the crude oil.

## NEW STARCH WORKS.

The Imperial Starch Co., Prescott, Ont., have nearly completed their factory, and will soon have their product on the market. As their mills will be of large capacity, the price of starch will likely be kept down, and not go up, as was anticipated by the trade generally through the prices of corn being so high.

Our warehouses are situated in the following cities. If you visit them our different managers will be glad to see you and you can make use of our offices.

"SALADA" TEA CO.,
TORONTO,
32 Yonge Street.

"SALADA" TEA CO.,
MONTREAL,
368 St. Paul Street.

"SALADA" TEA CO.,
NEW YORK,
Hudson and Duane Streets.

"SALADA" TEA CO.,
BUFFALO,
79 East Market St.

"SALADA" TEA CO.,
PITTSBURG,
218 House Building.

"SALADA" TEA CO.,
DETROIT,
89 Shelby Street.

"SALADA" TEA CO.,
BOSTON,
206 State Street.

"SALADA" TEA CO.,
CLEVELAND,
444 St. Clair Street.




Have **YOU** bought the

# Old Reliable?

For sale by every wholesale grocer from the Atlantic to the Pacific.

Packed only from the finest Red Sockeye Salmon.

EVERY CAN GUARANTEED.



## *LILY WHITE GLOSS STARCH*

is packed in

Handsome 1-lb. Packets.
Beautiful 6-lb. Trunks and Tins.
100-lb. Kegs—extra large crystals.

**Strongest, Whitest, Purest.**

## The Brantford Starch Works,

LIMITED,

**Brantford, Ont.**

# MARKETS AND MARKET NOTES

## ONTARIO MARKETS.

Toronto, November 20, 1902.

### GROCERIES.

A FAIRLY active tone pervades the grocery market in all lines this week, with few new features to report. The mild weather has had the effect of keeping back trade to some extent, but the volume of business seems to be larger than last year. The travellers keep on sending in fair-sized orders and report the outlook bright in all quarters for a successful year's business. There has been a decidedly firmer tone to the sugar market and prices advanced 10c. early in the week. Previous to this they had declined 5 points last week, so that in reality our prices are 5c. higher than last week at the time of going to press. The product of the new sugar refineries, at Berlin and Wallaceburg, Ont., are now on the market and are listed at $3.80 Montreal and $3.88 Toronto. Canned goods are rather quiet and there have been no special changes in the prices of any in the list. The Grecian currant market is hardening and the prices here are stiffer in consequence. Valencia selected raisins are a little easier for fine off-stalk and selected stock, but layers are scarce and firm. New dates are now in stock and there are now a few more orders comimg forward for them. Indian and Ceylon teas are stiffer in tone in sympathy with an advancing English market.

#### CANNED GOODS.

There has been no change in the prices of any lines of canned goods and the market is active for peas, corn and beans at firm figures. One leading wholesale house astonished the trade by filling all the orders for tomatoes it had received. There is still an active inquiry for that article, and it is reported that one grocer imported some from the south of France. Advices from Victoria, B.C., state that 37 of the salmon canneries of the Fraser River, which refused to join the British Columbia Packers' Association last spring when that company was formed, are now organizing themselves into an opposition combine. This new concern, it is stated, will be backed by English capital. Not all the outside canneries on the Fraser River are believed to be included in this new combine. A majority of the Fraser River salmon canneries are said to be small concerns, packing individually a small output.

#### COFFEES

A moderate demand continues for all coffees, principally green Rios, and the prices are unchanged. The outside markets are dominated by an easier tone and for contracts, prices have weakened considerably. We quote as follows: Green Rios, No. 7, 7¾c.; No. 6, 8c.; No. 5, 8¼c.; No. 4, 9c.; No. 3, 10 to 12c. per pound.

#### NUTS.

A fair call is reported for nuts for the approaching holiday trade. Walnuts on the outside markets are strongly held.

#### RICE AND TAPIOCA.

Quite a number of orders are coming in this week for rice and tapioca. There is a firm situation in fancy head and choice Japan rice in the south. Tapioca outside is dull. We quote as follows: B rice, 3½c.; Japan, 5½ to 6c.; sago, 3¾ to 4c.; tapioca, 3¼ to 3¾c. per lb.

#### SYRUPS AND MOLASSES.

Syrups are moving out actively and a fair amount of business keeps up in molasses. The outside refiners are at present showing no anxiety to trade in

**See pages 35 and 36 for Toronto, Montreal, St. John and Halifax prices current.**

syrups unless at full prices, and consequently few sales are being made.

#### SPICES

Nutmegs are firm owing to strong cable advices from the East, where the stocks are reported to be exhausted. Pepper is steady and in fair demand. The other lines are moving out steadily at unchanged prices.

#### SUGAR.

There has been an advance of 10c. per 100 lb. all round in the prices of sugar for the Provinces of Quebec, Ontario and Manitoba this week. All refiners are firm in their views at the advance, and the prices are still believed to be abnormally low. Raw sugars for the week have advanced 1-16c. and business has been transacted on the basis of 3 11-16c. for 96 deg. centrifugals delivered in New York. Transactions there are rather small owing to the firmness in the ideas of the holders, 3¾c. now being asked for 96 deg. centrifugals. Should this appreciation be affected the margin of the refiners in the market of the United States will be reduced to about 45c. This is exceptionally low and it is believed it would not cover the cost of refining. However, a slight advance in American refined is anticipated in the near future, as the Californian beet shipments have been withdrawn from the market.

Cable advices quote 88 deg. beet sugar at 7s. 6¾d. f.o.b. Hamburg, or an advance of 2¼d. for the week. This quotation is equal to the parity of $3.88 for 96 deg. in New York. The receipts for the week at the four United States ports amounted to 50,583 tons, and the meltings were 31,000 tons, leaving the total stock in the four ports at 185,215 tons, as against 165,583 tons last week and 173,508 tons last year. The stocks in Europe are 1,182,519 tons, as against 942,655 tons last year at the same uneven dates, and 1,377,900 tons at the even date of October 1, 1902.

Ontario beet sugar from the Berlin and Wallaceburg refineries is now offered to the trade and is in the hands of some Toronto wholesale dealers. These sugars are offered on the same terms as the eastern, and are quoted at the same prices as the Redpath and St. Lawrence granulated. The base price is $3.80 f.o.b. Montreal and $3.85 f.o.b. Toronto per 100 lb.

#### TEAS.

A fairly active business has been doing in Indian and Ceylon black and green teas during the week and the prices of these are gaining strength here on the reports of hardening markets in London, Eng. Higher prices are now asked, as cables from London on November 15 and 17 show an advance of ¾d., or 1½c. on black teas at and below 6d. Finer teas are, in some cases, stronger, and those of good flavored that were quoted at 10d. are now worth 11½d. to 1s. 1d. Similar teas that were worth 7d. are now held at 8½d. Mail advices from London stated that a better tone was generally noticeable in Indian teas, and the bidding was not quite so restricted. The market there seemed to be affected by advices from India, stating that there was a strong probability of the season closing early, and this, with the small outturns during October, seems to indicate that the crop will be considerably smaller than expected. There was a recovering in the market for all grades of Ceylons, except the commonest descriptions. For the month the offering of Indian teas were heavier than a year ago. The supplies of Ceylon tea have been only of moderate amount and the volume of business passing in China teas has been small, but in the latter, prices show no important change.

### FOREIGN DRIED FRUITS.

CURRANTS.—The primary currant markets, according to latest advices, are stiffening a little. The local business is moderate in volume at unchanged prices.

We quote: Fine Filiatras, 5½c. up; Patras, 6¼ to 6¾c. and Vostizzas, 7 to 8c.

VALENCIA RAISINS.—A fairly good demand is reported for Valencia raisins. Additional supplies of fine off-stalk and selected have come forward and prices are a little easier in consequence. Some of the Spanish houses, however, have notified their customers that they will not be able to completely fill their orders, and one house, it is said, is short 10,000 boxes. We quote as follows: Fine off-stalk, 7 to 8c.; selected, 7½ to 9½c. and selected layers, 9c. per lb.

SULTANA RAISINS.—There is not a great demand as yet for Sultana raisins. The prices are unchanged. We quote 9 to 13c. per lb.

DATES.—Stocks of jobbers here are now about complete with the dates of this year's crop, and a fairly active market is now reported. Hallowees are worth 5½ to 7½c.; Sairs, 4½c. and Fards, 7½ to 8c. per lb.

PRUNES.—Coast advices report a slow movement of the early sales of the large sizes of prunes. A satisfactory number of orders are coming in on the local market and the prices are steady. Quotations are as follows: Californian prunes, 100-110s, 4c.; 90-100s, 5 to 5½c.; 80-90s, 6 to 6½c.; 70-80s, 6½ to 7c.; 60-70s, 7 to 7½c.; 50-60s, 8 to 8½c.; 40-50s, 8¾ to 10c. per lb.

CALIFORNIAN SEEDED RAISINS.—A scarcity of cars is causing delays in the shipping forward of seeded raisins. The prices on the Coast have advanced 1c. per lb. The local trade continues fair. Prices are unchanged. We quote: 7½ to 8c. for 3-crown and 8 to 8½c. for 4-crown seeded raisins.

CALIFORNIAN EVAPORATED FRUITS.—An active market for peaches and apricots continues. The prices are as follows: Peaches, 9 to 11c. and apricots, 9 to 13c. per lb.

### GREEN FRUITS.

Trade in fruits this week is moderate with no special features to note in any line. There is still quite an export demand for apples at the present quotations with no indications of an advance in prices. The market for oranges is showing an improvement. We quote as follows: Pears, per basket, 15 to 40c., and apples, 10 to 25c. per basket and $1 to $2 per bbl.; lemons, $4.25 to $5 per box; onions, ordinary, 60c.; Spanish, 65 to 70c. per case; oranges, Jamaica, $2.50 to $2.75 per box; Floridas, $3.75 per box; Jersey sweet potatoes, $2.50 to $2.75 per bbl.; cocoanuts, $3.75 per sack; quinces, 30 to 35c. per basket; Cape Cod cranberries, $9.50 per bbl.; Nova-Scotian do, $9; bananas, $1.25 to $1.75 per bunch; grape fruit, $4.50 per box; lemons, Californian, $4.50 to $4.75 per box; Malaga grapes, $5.50 to $7 per bbl.

### VEGETABLES.

There is not much doing in vegetables this week. The dealers around the St. Lawrence Market have just moved into the new market building and are getting into shape to do business there. The prices are unchanged. We now quote: Lettuce, 30 to 40c. per dozen; radishes, 20 to 25c. per dozen; mint and parsley, 20 to 25c.; cauliflower, 50c. to $1 per dozen; cabbage, 30 to 50c. per dozen and $1.00 per barrel; pickling cabbage, 25 to 50c. per doz.; carrots, 40 to 50c. per bag; beets, 40 to 50c. per bag; potatoes, $1 to $1.20 per bag; celery, 50 to 75c. per dozen; corn, 8 to 15c. per doz.; squashes, $1 to $1.50 per doz.; pumpkins, 50c. per doz.; citrons, 40 to 50c. per doz.; artichokes, 50c. per bushel; spinach, 40c.; parsnips, 40 to 50c. per bag; vegetable marrow, 30 to 50c. per doz.

### COUNTRY PRODUCE.

EGGS.—Very few strictly fresh eggs are now coming in and good prices are being paid for any stock that arrives. There is a good demand for pickled eggs and cold stored. We quote: Strictly new laid, 20 to 21c.; cold stored, 17 to 19c.; pickled, 17 to 18c., and second grades, 16 to 17c. per dozen.

BEANS.—There are very few beans offering. The prices are firm at $2.00 to $2.25.

DRIED AND EVAPORATED APPLES.—Some evaporated apples are being offered, but not many transactions are as yet being made for future delivery. Dried apples are not yet on the market. Evaporated are worth 6½ to 7c.

HONEY.—This market is in a fairly active condition and prices are unchanged. We quote: Extracted, 8 to 8½c. for large quantities and 9 to 9½c. per lb. in small lots. Combs, $1.50 to $1.75.

POTATOES.—There are quite free offerings of potatoes this week and the prices are steady at 80c. per bag in carlots on track.

### BUTTER AND CHEESE.

BUTTER.—Not a large quantity of choice qutter is coming in this week, but what is arriving is finding a ready sale. The export movement still keeps up and the market in England has improved for choice creamery-made goods and is firmer with a tendency to advance. The prices follow: Finest 1-lb. prints, 17 to 18c.; choice large rolls and tubs, 15½ to 16½c.; secondary grades, tubs and rolls, 13½ to 14½c.; bakers', 12 to 13c.; creamery prints, 20 to 21c.; creamery solids, 19 to 19½c. per lb.

CHEESE.—There continues a good, strong market for cheese, both in Canada and the United Kingdom and there is at present no signs of the market going lower. We quote finest grades at 12½c. up per lb.

### POULTRY AND GAME.

POULTRY.—The wet weather at the beginning of the week has had the effect of causing the deliveries of poultry to fall off. The local demand is good. Quotations are as follows: Turkeys, 10 to 12c.; geese, 6c.; ducks, 7c. to 9c.; young chickens, 8c., and old, 6 to 7c. per lb. For live poultry the prices offered are as follows: Turkeys, 8c.; geese, 5c.; ducks, 7c.; chickens, young, 7 to 8c. and old, 6c. per lb.

GAME.—The arrivals of game during the week have been large, but there is little inquiry and the prices are weak and unchanged. Our quotations are as follows: Teal, 20c. per pair, and pin tails, 30 to 35c.; black ducks, 70 to 75c.; butterballs, 30 to 35c.; red heads, 60 to 65c. and blue bills, 20 to 30c.

### FISH.

Every description of fish is in fair demand. Lake Erie herring are firmer, and quotations are as follows: Frozen fish, trout, 7½ to 8c.; whitefish, 7½ to 8c. Fresh fish—Lake Erie herring, 4 to 5c.; perch, 4 to 5c.; pike, 6c.; British-Columbian salmon, 15 to 20c.; mackerel, 15 to 20c.; halibut, 15c.; blue pike, 4c.; live lobsters, 25c. per lb.; oysters, $1.25 to $1.35 per wine gallon; selects, $1.50 to $1.60; smoked ciscoes, $1.25 per basket; Digby herring, 50c. per bundle of six baskets; finnan haddies, 7½ to 8c. per lb. in 15-lb. boxes; codfish, $4.50 for 25-lb. boxes and $1.80 for 2 doz. box; quail on toast, 5½c. in boxes; boneless cod, 4½c. per lb.; ciscoes, $1.25 per basket; kippered herring, $4 per case of 4 doz. tins; Labrador herring, in half-barrels, $3 and lake herring, $4; salt sea salmon, $7.50 to $8 per 100-lb. bbl.; salt sea mackerel, $2 per kit (20-lb. pail.)

### GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.—This market is active and strong, and wheat is up a little. Quotations on the St. Lawrence Market are as follows: Red and white wheat, 71 to 72c.; goose wheat, 64 to 66c.; barley, 45 to 49c.; oats, 36 to 37c.; rye, 51½c.; buckwheat, 50 to 54c.; peas, 74c.; at outside stations 67 to 69c. will be paid for red and white Ontario wheat, and 65c. for goose wheat.

FLOUR.—The market is strong and active and the prices of Hungarian patents have advanced 10c. per barrel. We quote as follows: Ontario patents, in bags, $3.35 to $3.65; Hungarian patents, $4.10 to $4.20; Manitoba bakers', $3.75 to $3.90; straight roller, $3.40 to $3.50 per barrel.

BREAKFAST FOODS.—Oatmeal and rolled oats are moving actively and the prices are firm and unchanged. We still quote: Oatmeal, standard and granulated, in carlots on track here, $4.45; standard rolled oats in carlots on track here, $4.25 per barrel; in wood, 15c. extra; broken lots are 25c. per bbl. extra; rolled wheat, $2.25 in 100-lb. bbl.; cornmeal, $4; split peas, $4.75; pot barley, $4.25 in 196-lb. bbls., or $4.10 in bags.

### HIDES, SKINS AND WOOL.

HIDES.—A moderate business continues in hides. We quote: No. 1 green, 8c.; No. 2 green, 7c.; No. 1 green, steers, 8½c.; No. 2 green, steers, 7½c.; cured, 8½ to 9c. per lb.

SKINS.—Calfskins and sheepskins are wanted. The other lines are less active. Our quotations are as follows: Veal skins, 6 to 14 lb. inclusive, No. 1, 10c.; No. 2, 8c.; do, 15 to 20 lb. inclusive, No. 1, 9c.; No. 2, 7c.; deacons (dairies), 60 to 70c. each; sheepskins, 65c.

WOOL.—The market is weak and unchanged. We quote 13½c. for fleece and 7½c. for unwashed wool per lb.

TALLOW.—The situation is unchanged. We quote 6¼ to 7c. per lb.

### SEEDS.

There is not much doing in any lines on the list of seeds this week. For red clover, at outside stations, $6.50 to $6.75 will be paid. Alsike is worth $6.50 to $7 and timothy is nominal at $1.50 to $1.75. Higher prices will be paid for samples of extra fine quality, while inferior and lower grades would have to be bought at lower prices than the above to yield a fair margin of profit.

### MONTREAL NOTES.

The market for wheat is stronger this week.

Hungarian patent flours have advanced 10c. per barrel.

All grades of refined sugars have advanced 10c. per 100 lb.

Sweet potatoes are advancing, in some cases being 25c. per barrel higher.

There has been an improvement in the prices of the better grades of creamery butter.

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## QUEBEC MARKETS.

Montreal, November 20, 1902.

### GROCERIES.

THIS has been a very busy week among the wholesale grocers, and shipments have been exceedingly heavy. Among the changes are Canadian cheap pickles, in bottles and wood, the former being 10c. per dozen higher and the latter 5c. per gallon higher. The cordage companies have cancelled the trade discount, and are now selling at a net price, which means an advance of about $\frac{5}{8}$ to $\frac{3}{4}$c. per lb. on sisal ropes. "Anchor" brand compound lard has been reduced $\frac{1}{2}$c., and ham and bacon are also $\frac{1}{2}$c. lower. Canadian and American coal oils have gone up 1c., prices now being: Silver Star, 17$\frac{1}{2}$c.; Imperial Acme, 19c.; Standard Acme, 21c.; Pratt's Astral, 22c. Draft cod, which is still scarce on the market, is selling at 3$\frac{3}{8}$c. per pound. Canned corn and peas and string beans have been advanced in price.

SUGAR.

On Tuesday morning all sugars went up 10c. for Quebec, Ontario and Manitoba. Previous to this, on the 12th inst., there was a decline of 5c. At present No. 1 granulated sells for $3.80 and No. 2 for $3.60, while yellow sugars range from $3.15 for No. 1 to $3.65 for extra bright. There is a good business doing.

SYRUPS AND MOLASSES.

There has been no change in the market for corn syrups, which are moving somewhat slowly. Prices are as follows: In bbls., 3c.; in half bbls., 3$\frac{1}{8}$c.; in $\frac{1}{4}$ bbls., 3$\frac{3}{4}$c.; in 38$\frac{1}{2}$-lb. pails, $1.40 and 25-lb. pails, $1.10. Barbados molasses is unchanged in price. There is a moderate inquiry. We quote: Barbados, 23 to 24c.; New Orleans, 16$\frac{1}{2}$ to 17c.; Antigua, 24c. and Porto Rico, 38c. per gallon.

SPICES.

The market for nutmegs is stronger and prices are expected to rule somewhat higher. There is a sufficient supply, the good demand being accountable for the firmer feeling. A decreasing production, however, is reported in both the East and West Indies. In other lines there has been no change of importance, and our quotations are as follows: Nutmegs, 35 to 55c. per lb., as to size; penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12$\frac{1}{2}$ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 22c., according to grade; white, 25 to 27c.; ginger, whole Cochin, 15 to 17c.; Japan, 13 to 14c.; Jamaica, 16 to 20c.; Afghan, 12 to 13c.; ground, Japan, 15c.; Cochin, 16 to 17c.; Jamaica, 20 to 22c.; and Afghan, 13 to 14c.

RICE AND TAPIOCA.

There is a fair business doing at unchanged prices. Our quotations are as follows: B rice, in bags, $3.02$\frac{1}{2}$; in $\frac{1}{2}$ bags,

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$3.07½; in ¼ bags, $3.12½; in pockets, $3.17½. In 10-bag lots an allowance of 10c. is made. CC rice, $2.92½ in bags; $2.97½ in ½ bags; $3.02½ in ¼ bags and $3.07½ in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4 to 5c. per lb. and tapioca, 3½c.

TEAS.

Low-grade Ceylon and Indian black teas have advanced about 1½c. during the past few days, and the tone of the market is firmer. There is a good demand for Ceylons, and shipments this week to country points have been quite heavy. Several arrivals of Japan teas at this market are reported and a fairly good business is doing at continued firm prices. Green teas are still firm.

CANNED GOODS.

Californian canned apricots and cherries are now on the market in 2½-lb. cans. The apricots are quoted at $2.55 per dozen; white cherries, $3.10 and black cherries, $2.80. Tomatoes at the present price of $1.50 went too fast, the jobbers say, and they have been advanced 10c. per dozen. With one large dealer, Simcoes are the only brand in stock, and they are quoted at $1.75, at which price they are reported to be going well. Corn has advanced 10 to 15c. per dozen. There has been some demand from American buyers, and a fair amount of business transpired. It is expected that corn will go as hign as $1 before long. Green peas are up 7½c. and string beans are 5c. higher. We quote: Tomatoes, $1.60 to $1.75; corn, 95c.; peas, 90c. to $1.27½ string beans, 87½c. to 90c.; strawberries, $1.45 to $1.60; blueberries, $1.25; raspberries, $1.45 to $1.60; gooseberries, $1.45 to $1.60; pears, 2's, $1.60 to $1.70; 3's, $2.10 to $2.15; peaches, 2's, $1.65 to $1.70; 3's, $2.50 to $2.75; 3-lb. apples, 85 to 90c.; gallon apples, $2.10 to $2.20; 2-lb. sliced pineapples, $2.20 to $2.30; grated pineapples, $2.50; pumpkins, $1 per doz.; spinach, $1.50; sugar beets, 95c. to $1.00; salmon, pink, 92 to 95c.; spring, $1.25; Rivers Inlet red sockeye, $1.30; Fraser River red sockeye, $1.40.

### FOREIGN DRIED FRUITS.

CURRANTS.—The local market is firmer in sympathy with the primary market. There has been no advance in prices here. Quotations are: Fine Filiatras, 5⅛ to 5½c. in cases; cleaned, 5⅝ to 5¾c.; in 1-lb. cartons, 6½ to 7c.; finest Vostizzas, 6¼ to 7c.

SULTANA RAISINS.—There are no Sultanas to be had under 9c. per lb., the prices ranging from 9 to 10c. for finest quality.

VALENCIA RAISINS.—Prices have advanced on 4-crown layers. The prices quoted here are low in view of the condition of the market, although being about 11s. higher than those of last year. We quote: Finest off-stalk, 7½c.; selected, 8 to 8½c.; layers, 8¾c. to 9c., according to brands.

MALAGA RAISINS.—Malaga table raisins have advanced 2s. on the primary market, and the present selling prices on the local market are low. There is a good demand. Importers this year have not been as busy as usual, buyers having decided to try and avoid any slump after the holiday season. Quotations are as follows: London layers, $1.50 to $1.60; "Connoisseur Clusters," $2.10 to $2.20; ½'s, 65 to 70c.; "Royal Buckingham Clusters," $3.15 to $3.25; ¼'s, $1; "Excelsior Windsor Clusters," $4.50 to $4.60; ¼'s, $1.30 to $1.40.

FIGS.—A Smyrna cable recently received quoted 43s. per cwt. for regular proportions on figs. Only 90 cases were offered at that figure. Locally there is no change. Figs are none too plentiful and this year's prices are about 20c. per tapnet higher than those of 1901. We quote as follows: Eleme figs, 10½ to 20c. per lb., according to size; Comadres, $1.20 per tapnet.

DATES.—The first arrivals of dates sold on this market at 4c. Some dates are now in stock and are selling at 4½c., although quotations for delivery at the end of the month have not changed, still being 4c. for Hallowees.

CALIFORNIAN RAISINS.—There has been no change in the price on this market, although an advance is reported from primary sources. The market is firm.

PRUNES.—The tone of this market is strong, and some dealers are looking for an advance in prices. Quotations are as follows: 8½c. for 40-50s; 8c. for 50-60s; 7⅞c. for 60-70s; 7½c. for 70-80s; 6⅞c. for 80-90s; 6½c. for 90-100s. Italian prunes are offered at the following prices: 40-50s, 7½c. to 7⅞c.; 50-60s, 7 to 7½c.; 70-80s, 5½ to 5⅞c.; 90-100s, 4½ to 4⅝c. per lb.

NUTS

No changes in prices have been made on the local market during the week. A cable from Bordeaux states that all the Chabert walnuts available for shipment during November, December and January have been sold by holders. Local prices are as follows: Walnuts, 11c.; Tarragona almonds, 12 to 13c.; shelled walnuts, 21 to 26c.; shelled almonds, 29 to 30c.; filberts, 9½c.; Pecans, 15c.; Brazil nuts, 14 to 15c. per lb.

### GREEN FRUITS.

Some choice Verdilli lemons are now on the market selling at $3.50 per box for 360 size. New lemons are expected shortly. Jamaica oranges are lower this week. Quotations are: Jamaica oranges, in barrels, $4.75 and in boxes, $2.75; Messina lemons, $4 per box; cocoanuts, $3.50 per bag of 100; bananas, No. 1, $1 to $1.50 and 8-hands, $1; Canadian cabbage, 25 to 40c. per dozen; potatoes, $1.15 to $1.30 per barrel; plums, $1.50; pears, $3.25 and limes, $1.50 per box; Canadian apples, in barrels, $1.50 to $3 and in baskets, 20c. to 30c.; egg plant, 50c. per basket; Canadian pears, 10c. per basket; Spanish onions, 60c. per crate and $2.25 per case; sweet potatoes, $3.00 per bbl., and Malaga grapes, $5.50 to $7.00 per keg; cranberries, $10 per bbl.; red onions, $2 per bbl.; chestnuts, 9 to 10c. per lb.; Boston lettuce, $1.15 per doz.; wax beans, $2.50 per basket; green beans, $2.50 per basket, and cucumbers, $2.25 per doz.; pineapples, 24s, $4 to $4.50 per crate; Tokay grapes, $3.25 per box; grape fruit, $6 per box; new dates, 4½c. per lb.; figs, 14c. per lb.

### FISH.

There is no quotable change. The market continues active. Draft cod is now on the market and is selling at 3⅝c. per lb. It is still scarce. Our quotations follow: Haddies, 6 to 7c.; smoked herring, 9c. per box; fresh haddock and cod, 3½c. per lb.; dore, 7 to 7½c.; pike, 6c.; halibut, 12c.; salmon, 15c.; No. 1 herring, Nova-Scotian, $5.50 per bbl and $3 per half-bbl.; No. 1 Holland herring, $6.50 per half-bbl.; No. 1 Scotch herring, $6.50 per half barrel and 95c. per keg; Holland herring, 70 to 80c. per keg; No. 1 green codfish, $5.50 to $5.75 and mackerel, $20 per barrel; boneless cod, 1 and 2-lb. blocks, 6c. per lb.; loose boneless cod, 5c. per lb. in 40-lb. boxes; dried codfish, $4 to $4.50 per 100-lb. bundle; British-Columbian salmon, $12.00 per barrel; standard bulk oysters, $1.40 per gallon; Marshall's kippered herring, $1.15 per dozen; Canadian kippered, $1.00 per dozen; Canadian ¼ sardines, $4 per 100; canned Cove oysters, No. 1 size, $1.30 per doz.; canned Cove oysters, No. 2 size, $2.20 per doz.; Malpeque shell oysters, $6 to $8 per barrel.

### BUTTER AND CHEESE.

BUTTER.—The market still maintains its firmness and sellers seem to be rather undecided as to what price to quote for spot transactions. Fine creamery is scarce and as high as 21c. was paid for it on this market. Finest quality Quebecs is quoted at 21 to 21¼c., and finest Townships at 21½c.

Shipments of butter from the port of Montreal during the past week amounted to 5,269 packages. This is 11,590 less than for the corresponding week of last year. Since May 1 the total shipments have been 499,094 packages, or 94,693 more than for the same period last season.

CHEESE.—While the volume of business is not very great the market continues in a healthy condition. It is reported that holders are not over eager to sell as they anticipate better prices in the future. One large house in Montreal offered to sell Quebecs at 12¼c. and Ontarios at 12½c. The ideas of other sellers did not coincide with this concern's and demanded ¼c. and higher.

Cheese shipments for the week ending November 15 were 30,996 boxes, being 11,874 boxes less than for the same week last year. Since May 1 there have been 1,902,928 boxes shipped, or 268,751 boxes more than for the same period last year.

### COUNTRY PRODUCE.

EGGS.—There is a good demand from the grocery trade for eggs. A good business is being done and it is expected that prices will advance. We quote: Selected, 22c.; candled stock, 18 to 19½c.; Montreal limed, 18c. in a jobbing way; straight receipts, 18½ to 19c.; Montreal limed, 17½c.; cold storage stock, 17½c. and western limed, 16½ to 17c. per doz.

POULTRY.—While there is a good demand for poultry the supply is not equal to it. The market is firm in tone. All arrivals are eagerly sought for. There is a scarcity of really choice fat turkeys, and what are now coming forward are selling at 10½ to 11c. If choice birds were procurable 12½ to 13c. would willingly be paid. Choice chickens are also in demand and would bring 10½ to 11c., while ordinary stock sells for 8 to 10c. Ducks are quoted at 9 to 11c. and geese at 7 to 8c. per lb.

BEANS.—The situation in beans is unchanged. The market is firm. Prices are $2 per bushel for primes in car lots and $2.05 to $2.10 in a jobbing way.

MAPLE PRODUCTS.—Trade in maple products is slow and the prices are unchanged. We quote: Syrup, in large tins, 70 to 80c.; in small tins, 50 to 60c.; in wood, 5 to 5½c. per lb. Sugar, 8½ to 10c. per lb.

HONEY.—Business continues slow in honey. Prices are steady. We quote as

# ESTABROOKS' BLENDED TEA

## Black, in Bulk.

# Estabrooks' Ceylon Greens in Bulk.

Are you hearing anything about these teas? Even if you don't buy them, they are worth watching. You may find they are worth buying—perhaps pretty soon.

They allow you a very liberal profit, and they bring customers back after more of **"the same as before."**

## T. H. ESTABROOKS

TEA IMPORTER AND BLENDER

**St. John, Toronto, Winnipeg**


### CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

### PARTNER WANTED.

WANTED—ENERGETIC BUSINESS MAN with from $5,000 to $7,000 capital to take interest in good paying grocery business, old established. Present principal of firm would retire if desired. Address, Box 9, this paper. (49)

### SITUATION WANTED.

TRAVELLING SALESMAN WITH EXperience desires position as traveller in Maritime Provinces for some large wholesale house or manufacturing establishment. H., P.O. Box 129, ST. JOHN, N.B. (45-2)

GENERAL STORE CLERK WANTS POSItion. Experienced young man, highly recommended, prefers the North or West. Address, THE CANADIAN GROCER, 10 Front street east, Toronto. (47)


**Printing by Mail.**



We pay special attention to orders received by mail, giving them prompt and careful treatment.

**1,000 Good White Business Envelopes, $1.00, any printing.** Dodgers, $1.00 per M.; Noteheads, Statements, Billheads, $1.50 per M.; Letterheads, $2.00 per M.

**WEESE & CO.**, Jobbers,
54 Yonge St., TORONTO.

**SEND YOUR NAME** if you have, or will get,

**H AND H** TRADE MARK

the unequalled cleaner. People who once use it, **want it,** and we will do some sampling for you. **34 Yonge St., Toronto.** All wholesalers sell it.

**Dried Apples**
**Evap. "**
**Waste and Chops**

**WE ARE BUYERS.**

Send sample and advise quantity, if you have any to offer.

**THE W. A. GIBB CO.**
**7 Market St., - HAMILTON.**

Established 1860.

**Geo. Wells & Matthews**

Commission Merchants,
Live Stock, Grain and Produce Salesmen,
**SYDNEY, N. S. W., AUSTRALIA.**

We are prepared to act as Canadian agents for shippers of flour and all lines of produce. Communications invited, consignments received, and information supplied as to market value here.

**Head Office :**
**Corporation Buildings, Sussex St.,**
Cable address, "Wells" } SYDNEY, N.S W.
Code, A B C. }


Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

### BRITISH BUSINESS CHANCES.

Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for

**FREE INSERTION**

in "Commercial Intelligence," to the Editor

**'SELL'S COMMERCIAL INTELLIGENCE,'**
**Temple House, Tallis St., Temple Avenue, London, E.C.**

"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.

N.B.—A free specimen copy will be sent on receipt of a post card.


**APPLES**

We have several cars of best Fall and Winter fruit to offer, standard packed, and are quoting very attractive prices.

**California Lemons**

Fresh car to hand, all sizes.

**WHITE & CO.**
**TORONTO.**

follows: White clover in comb, 11 to 11½c. and white strained, 8 to 8½c. per lb.

POTATOES.—The market is steady under a good demand from local and western purchasers. Trade is unusually active. Prices are much as before. Carlots of choice varieties sold for 72 to 75c.; ordinary stock, 63 to 68c. in a jobbing way.

ASHES.—There is very little doing in this article. We quote: First pots, $4.35 to $4.40; seconds, $3.60 to $3.70; pearls, $6.25 per 100 lb.

### FLOUR AND GRAIN.

FLOUR.—Manitoba spring wheat patents and strong bakers' flours have advanced 10c. The market is active with a good demand for spring wheat flours. We quote: Choice Manitoba spring wheat patents, $4.20; seconds, $3.90; strong bakers', $3.50; straight rollers, $3.50 to $3.60; winter wheat patents, $3.75 to $4.00.

GRAIN.—Buckwheat is still easy and is lower this week. Oats are 1c. higher and the tone of the market is firm. We quote: Rye, 56c.; peas, 80c.; corn, 70c.; buckwheat, 56 to 57½c.; barley, 49c.; oats, 37 to 37½c. ex-store.

OATMEAL.—The price of rolled oats has advanced considerably. The market is firm under a fairly good demand. We quote: In small quantities, barrels, $4.60; bags, $2.25. In carlots, barrels are now quoted at $4.35 and bags, $2.10 to $2.12½.

FEED.—Prices of bran and shorts have advanced all round from $1 to $2. Owing to limited offerings the market is firm. We quote: Manitoba bran, $17 to $18; shorts, $19 to $20; Ontario bran, $17 to $18; shorts, $19 to $20; mouillie, $23 to $30, according to the quality.

BALED HAY.—There is a good business doing at unchanged prices. We quote: No. 1 timothy, $9 to $9.50; No. 2, $8 to $8.75; clover, $7 to $7.50 per ton in carlots.

NOTES.

Coal oil is up 1c.

Sugar is 10c. higher.

Canadian cheap pickles have advanced.

An advance has been made in canned tomatoes, corn, peas, and string beans.

## NEW BRUNSWICK MARKETS.

St. John, N.B., November 16, 1902.

THE fall number of "The Canadian Grocer" is to hand since our last report was written and fully sustains the high standard already attained by this paper in its special numbers. This is the verdict of the trade here, the very handsome cover calling out from all especial words of appreciation. Business here is particularly active. Merchants are at their wit's end to get their orders out promptly. In markets, there is little new. Beans have again turned upward. Sugar, in spite of a firm market, keeps very low. Hops are held firm at the advanced figures. Cream of tartar is again moving up.

OILS.—In burning oils the sale continues very large and prices are very firmly held. Lubricating oils are quiet, though a fair business is reported. There is little sale for paint oil, the market is easy and the outlook for spring is for lower prices. Turpentine is firmly held. Seal oil is unchanged. Cod oil has not been as freely received as in some years. The season is about over.

SALT.—In Liverpool coarse none has been landed for some time, but a fair stock is held and a cargo is due next week, about 7,000 bags. Prices are held firmly. In fine salt there is a fairly steady sale and the prices are unchanged. Canadian has the demand, and we now quote: Liverpool coarse, 55c. to 60c.; English factory-filled, 95c. to $1.00; Canadian fine, $1 per bag; cheese and butter salt, bulk, $2.40 per bbl.; 5-lb. bags, $2.75 to $2.85 per bbl.; 10-lb. bags, $2.60 to $2.65 per bbl.; 20-lb. wood boxes, 22-23c. each; 10-lb. wood boxes, 14c. each; cartons, $2 per case of two dozen; English bottled salt, $1.25 to $1.30 per doz.; mineral rock salt, 60c. per 100 lb. (Selected lumps.)

CANNED GOODS.—The short delivery of tomatoes is still of chief interest in the canned goods. Full prices are asked and there is no doubt the high figures will affect the demand. Eastern packers are as short as those in the west. There is some inquiry for both corn and peas, and the prices are held firm. Blueberries are firmly held at the full figures, there not being enough to go round. Squash is scarce and has some demand. Pumpkin are a light stock here and rather higher prices are expected. Pork and beans are quite full stock. In peaches and pears a new size is offered this season, in 2½-lb. tins. There are quite good stocks of gallon apples here. There is a firmer market. There is a larger stock of Singapore pineapples here than ever before and the market tends higher. Salmon are unchanged. In finnan haddies the demand is for the round tin. Herring are freely offered. Domestic sardines are quite light in supply. The western demand is good and prices keep low.

GREEN FRUITS.—Apples are freely offered. Very much of the Nova-Scotian stock is poor. Some nice Ontario apples have been received, chiefly Northern Spies. Jamaica oranges are freely offered, and lemons are higher. There is a good sale of the latter. Bananas are a very light business. Cranberries have a good demand, the imported being preferred, as they stand up better than the domestic. Little is done in sweet potatoes. In grapes, while a few Ontario are offered, Malagas are more freely bought. A few pears are still offered.

DRIED FRUITS.—This is the active line. There have been free arrivals of Californian prunes, evaporated apricots and peaches. Loose muscatels are daily expected, but seeded will be late. In raisins, prices tend upward. Currants are much lower than last season, but rather higher prices are looked for. The new dates received are of fine quality. Figs have a good sale and are held firm. Peels are freely sold, but stocks are not large. In evaporated apples there have been quite free arrivals, and prices are unchanged. Onions are lower and the market is overstocked. The western dealers killed the business by claiming a short supply early in the season.

DAIRY PRODUCE.—Eggs are more freely received and there is a better sale. The prices are firmer. Butter is also firmer and best stocks finds ready sale. Stocks are not large. Cheese is firm at the full figures and the stock is light.

SUGAR.—The low price continues. It is low simply on account of competition, as the price of raw is high in proportion to refined, and higher prices are looked for.

MOLASSES.—There is a steady sale at rather better figures. A fair stock is held, chiefly Porto Rico.

FISH.—Business is quiet. Dry cod are quite plentiful, but pollock are scarce and firm. Pickled herring are unchanged and the stocks are ample. Finnan haddies have a large business, chiefly for the west. Smoked herring are a very light supply, and high prices rule. Kippered herring are freely offered. We quote as follows: Haddies, 4½ to 5c.; smoked herring, 9½ to 10c.; fresh haddock and cod, 2 to 2½c.; boneless fish, 4 to 5c.; pollock, $1.60 to $1.70 per 100 lb.; pickled herring, $2 to $2.25 per ½ bbl.; dry cod, $3.25 to $3.35; pickled shad, per ½ bbl., $6.00.

FLOUR, FEED AND MEAL.—In flour, the prices are unchanged. A good business is done at full figures. Feed is scarce and rather higher, and there is a steady demand therefor. Oats and oatmeal are firmly held at rather higher prices. Beans have turned higher and a firm market rules. Barley is unchanged. Split and blue peas are still scarce. We quote as follows: Manitoba flour, $4.70 to $4.75; Ontario, $4.25 to $4.30; oatmeal, $4.50 to $4.60; cornmeal, $3.20 to $3.25; middlings, in small lots, $26 to $28; oats, 40 to 44c.; handpicked beans, $2.35 to $2.40; prime, $2.25 to $2.30; yellow eye beans, $2.80 to $3; split peas, $5.15 to $5.25; barley, $4.40 to $4.50; hay, $9 to $10.

ST. JOHN NOTES.

Bowman & Angevine are landing new Californian prunes.

Baird & Peters have received a further large shipment of their well-known brand of "Reindeer" lard.

Jones & Schofield received a large shipment of evaporated apricots and peaches this week, shipped by The J. K. Armsby Company.

"The Grocer" extends its sympathy to J. A. Tilton, one of our leading brokers. Mr. Tilton's brother died last week in Milwaukee. The funeral was held in this city this week and was very largely attended.

A. S. Bowman in conversation with "The Grocer" reports the largest sale of canned goods this season ever made by him, though for years he has sold very freely. Mr. Bowman represents The Simcoe Canning Co.

# Important Notice

**We beg to advise the grocery trade that we still have a few boxes of**

# FRENCH CRYSTALLIZED FRUITS

## Suitable for Christmas and Holiday Trade.

*Those who have not yet ordered should do so immediately. The results from last week's advertisement were very satisfactory. If you are after a line of goods that will prove highly pleasing to your customers, you, too, will send in your order while they are still obtainable—but your order should be sent in at once. Don't delay! Below we present a list of the Crystallized Goods that we can still supply you with:*

PEACHES
APRICOTS
CRYSTALLIZED and GLAZED CHERRIES
BROCHETTES
PLUMS
ANGELIQUE
ALMONDS
GREEN GAGES
RED and WHITE PEARS
CHINOIS
SLICED PINEAPPLE
ROSE and VIOLET LEAVES

**Also a few pounds of**

## FRENCH NOUGAT

Remember our stock will soon be exhausted. Now is the time to order.

**OUR**

## FRENCH SYRUPS

in FANCY DECANTERS are GREAT SELLERS. We will be pleased to send you quotations upon request.

---

# HENRI JONAS & CO.

## MONTREAL.

## MANITOBA MARKETS.

Winnipeg, Man., November 15, 1902.

BUSINESS shows few new features for the week. Trade is good, and the increasingly cold weather and the fair amount of sleighing is enabling farmers to get about better. Interest throughout the country is still centred in the wheat movement before navigation closes. Traffic is badly congested at nearly every point, and the number of cars passing the inspector's office is greatly diminished, not having averaged 200 per day for the week.

Probably owing to the difficulty in getting wheat marketed collections are not quite up to expectations this week, although they are on the whole good.

CANNED VEGETABLES.—The situation shows no improvement over last week. Heavy consignments of canned tomatoes are coming in from the American side, to fill orders already taken, but this is certainly no relief to the price. Jobbers are quoting $3.50 to $3.65, but even at these figures there is practically nothing in them for them. Corn is firmer in tone, though no actual advance is quoted, but it is doubtful if a carlot could be bought at $2 to $2.10, the prices at which corn is quoted. Peas are firm and unchanged at $2; beans at $1.75. In canned fruits there is moderate activity and no change in price.

CANNED MEATS.—These are fairly active, and a list of prices at which they are sold may be of interest: Corned beef, 1-lb., $1.70, do, 2-lb., $2.90; brawn, 2-lb., $2.80; roast beef, 1-lb., $1.65, do, 2-lb., $2.90; pigs' feet, boneless, 2-lb., $2.85; pigs' feet, whole, 1-lb., $1.15; chipped beef, 1-lb., $2.85, do, ½-lb., $1.70; boiled mutton, 1-lb., $1.95, do., 2-lb., $3.30; roast mutton, 1-lb., $1.95, do, 2-lb., $3.30; lunch tongue, 1-lb., Clark's, $3.25; do, 2-lb., do, $6.50; lunch tongue, 2-lb., Rex, $7.50; tongue, lunch, 1-lb., Clark's, $2.70; ox tongue, 1½-lb., Rex, $8.50; do, 1½-lb., Clark's, $6.80; do, 2-lb., Clark's, $7.35; veal loaf, 1-lb. tins, Libby's, $2.50, ½-lb. tins, Libby's, $1.25; ham loaf, 1-lb. tins, Libby's, $2.50; ham loaf, ½-lb. tins, Libby's, $1.25; beef loaf, 1-lb. tins, Libby's, $2.50; beef loaf, ½-lb. tins, Libby's, $1.25; cottage head cheese, 1-lb. tins, Libby's, $2.50; cottage loaf (veal), 1s, $2.25; cottage loaf (veal), ½s, $1.15; chicken loaf, ½-lb. tins, Libby's, $1.75; jellied hocks, 2-lb. tins, $2.85; premium soups, 1-lb. tins, Libby's, $1.10; Cambridge sausage, Clark's, 1-lb., round tin, $1.55; do, 2-lb. do, $3; Geneva sausage, 1-lb. square tins, $1.80; do, 2-lb. do, $3.15; turkey, 1-lb., Aylmer and Delhi brands, $2.40; chicken, 1-lb., Aylmer and Delhi brands, $2.40; duck, 1-lb., Aylmer and Delhi brands, $2.40; potted ham, ¼-lb., 55c.; do, ½-lb., $1.05; devilled ham, ¼-lb., 55c.; do, ½s, $1.10; potted tongue, ¼-lb., 50c.; do, ½-lb., $1.05; potted chicken, ¼-lb., 60c.; potted turkey, ¼-lb., 60c.; Armour's sliced ham, 1-lb., $3.25; Armour's sliced breakfast bacon, 1-lb., $3.25; Libby's sliced breakfast bacon, ½-lb., $1.75 per dozen; pate de foie gras, 7-oz., per tin, 50c.

CEREALS.—Rolled oats are still quoted at $1.75 for 80 standard, and granulated, $2.80 per sack of 98 lb.; cornmeal, $1.80; white beans, $2.40; split peas, $2.70; pearl barley, $3.35; pot barley, $2.20; rolled wheat, $2.25.

EVAPORATED AND DRIED FRUITS.—New Sultana raisins have arrived and prices are unchanged. Valencias are firm and unchanged. We quote: New crop, fine off-stalk, Valencia, per box, $2.25; muscatel, 2-crown, 7c.; ditto, 3-crown, 7½c.; ditto, 4-crown, 8c.; ditto, seeded, 1-lb. cartons, choice, 9½c.; ditto, seeded, 1-lb. cartons, fancy, 10c. per lb.

CURRANTS.—The market is active and the prices are unchanged. We quote: Fine Filiatras, 5c.; cleaned, 6c. and Vostizzas, in cases, 6c. per lb.

FIGS.—Choice cooking figs, in bags or tapnets, 4¾ to 5c.; apples, 7½ to 8c.; dried, 6¼c., with a rather weaker market.

SUGARS.—These are unchanged at $4.40 for granulated and $3.80 for bright yellows.

LOBSTERS.—The finer grades of lobsters are particularly scarce. Lobsters, in glass, are almost unobtainable. Burnham's, in New York, are practically the only people with a supply, and to bring them in from there would make the price prohibitive. The whole lobster market is high and firm.

MACKEREL.—Good Canadian mackerel is also scarce. It would seem as if the American market absorbed the best of the fish caught, leaving the inferior grades to the Canadian trade. At least, this is the view of some of the buyers here.

POULTRY.—Supplies are increasing and all offerings are now in the shape of dressed. Turkeys make a fair showing at 12½c.; geese and ducks, 10c. and chickens, 10 to 11c. per lb.

### DAIRY MARKET.

BUTTER.—The situation shows no new features and prices are without change. Very little is being done.

CHEESE.—All stocks are now Ontario, and the price is firm at 13 to 13½c. per pound.

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## OTTAWA TRADE GOSSIP.

THE weather here has been wet all week, causing business to be very slow among retailers. Wholesalers are still pretty busy handling goods which are arriving every day this time of the year, but business is reported only fair with them.

Sugars advanced 10c. to-day, although since last week's report they had dropped 5c. The price now is $3.87 for granulated and $3.22 for yellows.

Raisins are reported to be firmer, and currants are the same as last week.

No change of importance has taken place worth mentioning, except that illuminating oil has advanced again. Best American is now 20c. and Prime White Canadian, 16c.

The tomato situation is about the same as last reported. You hear so many stories in regard to it that you don't know where you are. The prices quoted are from $1.50 to $2 per dozen. It is believed that after the excitement is over about $1.50 will be the price.

In green fruits, at the Exchange, the sale on Monday was a clean-up one and consisted mostly of No. 2 stock. Prices were fair. Lemons are very scarce and in few hands. The price is $3.50 to $4 per box. Cranberries have advanced to $10.50 per barrel for Cape Cod stock.

Flour and rolled oats are in good demand. We quote: Hungarian patent, $4.10; strong bakers', $3.80; Family, $3.70; rolled oats, 80s, $1.60 per bag. Potatoes are selling on the market here from 75 to 80c., and are very scarce.

Coffee trade is reported brisk with the wholesalers here; also a demand for spices. Buyers are replenishing their stocks for the Christmas trade.

### NOTES.

H. G. Gardiner, of Kilgour Bros., is in the city.

Frank Mallette, of Park & Blackwell, is on his regular trip here.

The executive committee of the Ottawa Grocers' Association are arranging for a euchre party to be held in Booth's Hall in a couple of weeks.

J. McGregor, of J. C. Wilson, Montreal, is going the rounds to-day. He reports a drop in wrapping paper by his firm, owing to their being out of the combine.

The Bank of British North America have purchased the Leslie property on Sparks street, right in the centre of the business portion, and intend moving at an early date from Wellington street, where they have been for years.

G. W. Hunt, of the Ottawa Fruit Exchange, left a few days ago for Winnipeg with the intention of sizing up the situation so as to establish an exchange there. Western shippers as well as Californian, Jamaica and importers of Mediterranean fruit have been pressing Mr. Hunt for the past two years to do this, claiming that it is the best way to get a big fruit trade in the West. If it works as well as it has in Ottawa under the management of Mr. Hunt, it will be a boon to merchants and consumers in the West. A few years ago only wealthy people could buy fruit in Ottawa, as the business was in the hands of a few who only brought in a limited supply. Since the inception of the Exchange, and selling by auction every day, it has become an enormous business.

The Ottawa Cheese and Butter Board held their annual banquet on Friday night last in the Hotel Gilmour. The function was largely attended by public men, professors, dairymen, buyers, sellers and exporters. Its success reflects great credit upon the committee in charge. The spacious dining-room was tastefully decorated, the menu was the very best, and a "Kipling" toast list had been prepared.

The annual report of the season was presented by the treasurer, W. H. Dwyer, which showed that the season just closed has been the most successful in the history of the Board, since its organization five years ago. The total number of cheese boarded amounted to 32,814 boxes made up of 21,651 white and 11,163 colored. The highest price paid was 11⅜c. and the lowest 9¼c., or an average price of 10⅛c. per lb. It was estimated that about $266,000 were paid to farmers in the Ottawa Valley and district alone during the past season. A report from the inspector was also received dealing with the making of cheese in each factory.

The toast list consisted of "Our Dairying Industry," "Agriculture," "The City of Ottawa," "Export Trade," and "Transportation." All were responded to by eloquent speakers, after which a hearty vote of thanks was tendered to the chairman, John R. Reid, president of the Cheese Board. The banquet was then brought to a close by singing "God Save the King."

The Raisin of Matchless Quality—

# TRENORS' BLUE EAGLE SELECTED VALENCIAS

FOR PROMPT SHIPMENT.

## SANTA CLARA PRUNES

to retail profitably at five cents. 50-lb. boxes. Sizes, 100/120. Small-stoned meaty fruit.

As a profitable offset to the cyclone of Breakfast Foods whirled on the market, to retail at 15c. per lb. and over, we offer

## WHEATINE

made in Canada from Canadian wheat—without a rival as to quality, without a peer as a profit-maker. Retails, 7½ lb. for **25c.**

## WARREN BROS. & CO., Toronto

The

## Dominion Canister Company Limited

MANUFACTURERS OF

## The "Perfection" Canister

THE VERY BEST PACKAGE FOR

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| *SPICES* | *BAKING POWDER* | *JELLIES* |
| *TEAS* | *STARCH* | *JAMS* |
| *COFFEES* | *BISCUITS* | *Etc., Etc.* |

**IT IS A WISE MAN**

who knows a good thing when he sees it. You can find out all about it and save money by corresponding with us.

## The Dominion Canister Company, Limited

DUNDAS, ONTARIO, CANADA.

## Nasmith's Bread and Cakes Will Bring You Business

We would be glad to hear from out of town grocers who are not handling our goods.

**THE NASMITH CO., Limited**

66 Jarvis Street, TORONTO.

# CORKS and CAPSULES

Your requirements in these lines can be well looked after by us. We have both machine and hand-cut goods. All sizes cut to order. Also brewers' supplies.

**S. H. EWING & SONS**
96 KING ST., MONTREAL.

**Toronto Branch, 87 YORK ST.**
TELEPHONE MAIN 204.

Telephone Bell Main 65
" Merchants 522.

Telephone orders receive prompt attention.


## HINTS TO BUYERS.

**Contributors are requested to send news only not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.**

SARDINES are among Grocers' Wholesale Co.'s specialties. They have a splendid assortment in spite of the fact that small fish are scarce. Ask quotations.

"Nonpariel" prunes are now offered by T. Kinnear & Co.

Now is the time to buy Valencia raisins at The Davidson & Hay, Limited.

Choicest Golden Tipped Assam tea, very attractive, is in store with Grocers' Wholesale Co., Limited.

L. Chaput, Fils & Cie are expecting a lot of the famous "Owl" Chop Japan teas in this week, comprising about 1,000 packages.

E. D. Marceau reports the arrival of 128 boxes of fine tea leaf, completing an order of over 1,000 packages to one firm in China.

The Eby, Blain Co., Limited, are quoting "Maple Leaf" granulated sugar, the product of The Ontario Sugar Co., of Berlin.

W. H. Gillard & Co. have just at hand a large shipment of that celebrated stove polish, Dixon's Carburet of Iron stove polish, of which they are agents for Western Ontario.

The Davidson & Hay, Limited, have now in stock a full assortment of Malaga raisins.

The Eby, Blain Co., Limited, are offering prime, fall-caught lake trout and herrings, f.o.b. Midland.

The Davidson & Hay, Limited, have just received another consignment of fine Filiatra cleaned currants.

L. Chaput, Fils & Cie have a large quantity of table figs in boxes which they are offering at very attractive prices.

In our last issue an error crept into the ad. of Lumsden Bros. Instead of 10 per cent. 10 days, it should have read 1 per cent. 10 days.

L. Chaput, Fils & Cie expect to receive shortly a consignment of 250 packages of Young Hyson and Pingsuey teas; also about 500 ½-chests of new crop Japans. Samples and prices furnished on demand.

E. D. Marceau is receiving by steamer Empress of China, 222 packages of dusts, siftings, fannings and nibbs. These are four good lines of Japan teas and show extra good liquor. Samples will be gladly sent.

The Eby, Blain Co., Limited, have now in store a large stock of new Malaga raisins in boxes, quarts, flats and 1-lb. cartons, and would advise intending buyers to order early before the assortment is broken.

The Davidson & Hay, Limited, have still some A1. brands this season's tomatoes.

Grocers' Wholesale Co., Limited, announce a shipment due of Rowat & Co.'s English pickles, 40-oz. and 20-oz. cruet, fancy bottle, etc. They will be offered at attractive prices.

Buyers of a good line of French macaroni and vennicelli, in packages or loose, should ask prices of L. Chaput, Fils & Cie, who have just received into stock 1,500 boxes from Brussons, junior, France.

## D. J. KELLY IMPROVING.

D. J. Kelly, of Kelly Bros., grocers, Queen street, Toronto, who has been having ill health all summer, is now getting better. Mr. Kelly's many friends amongst the trade will be glad to hear of his recovery.

## FIRE IN TEA WAREHOUSE.

A fire occurred on November 13 in the establishment of W. D. Stroud & Sons, wholesale importers of teas and coffees, 31 and 33 St. Sacrament street, Montreal. Fortunately the blaze was noticed before it had made much headway, and was extinguished in a short time by the fire brigade. A small quantity of tea was destroyed.

The catch of Bank codfish is reported to be very poor this season.


The best selling tea in Canada today is
Blue Ribbon Ceylon
packed and sold by
Blue Ribbon Tea Co.
12 Front St. East - Toronto

## EARLY-CLOSING IN MONTREAL.

J. B. E. POIRIER, secretary of the Grocery Clerks' Association of Montreal, has written to a local paper as follows, regarding the movement for early closing in that city, to which we have at different times referred :

Sir,—The clerks of Montreal of different lines of business have organized themselves into an association called the "Early-Closing Society," of which I have been elected chairman.

The object of our organization is to induce our fellow-merchants and patrons to close their stores at a reasonable hour after 6 p.m. The movement has already been endorsed by the Grocers' Association of Montreal, which has asked its members to close their stores at 7 p.m. every Thursday night. The boot and shoe merchants and the retail dry goods merchants have also joined cause with us. The good work has already started and being put in operation in different parts of the city, especially in Point St. Charles. The merchants there are well contented because they can close their stores one night a week and are able to enjoy themselves with their families like other good citizens, and they hope that the movement will be kept up. Only they seem to have a certain fear that the movement will have a hitch, as one merchant, who has signed the agreement and has closed during three months, threatens to open his store on Thursdays, notwithstanding his agreement to join the others. This would be very serious, as one man opening his place of business forces his neighbors to do so as well, and so the whole line has to open up. As this merchant resides on Wellington street, right in the centre of business, I hope that he will stand by his agreement and not force all his confreres to open their places of business just on account of his opening his.

I would ask all ladies and buyers who generally do their shopping at night to be good enough to buy all their requisites during the day hours. By their doing so the merchants will have no pleasure in keeping their stores open at night. This is a favor I demand in the name of all the clerks of Montreal. The motto of all lady-buyers should be : "Day-shopping."

J. B. E. POIRIER,
Chairman of the "Early-Closing Society."

## A WEEK'S SALE OF "SALADA" TEA.

The "Salada" Tea Co.'s output last week amounted to a little over 70,000 lb. Over 35 tons of tea for one week's sales is certainly remarkable.

Legault & Legault, butchers, Montreal, have registered.


We have spared no pains or expense

in producing a line of Mince Meat that will appeal to everybody. Packed in convenient sized tins—1's, 2's, 3's, 4's and 5's ; also in 25-lb. pails and bulk.

Now's the time to carry a full stock of

Clark's English Mince Meat.

EPPS'S GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. COCOA

MINCE MEAT.

Everybody is talking Mince Meat these days, and they all tell you their's is the best.

We don't talk much, but we get there just the same, as others do the talking for us.

Capstan Mince Meat once sold is always sold.

In Packages or in Bulk, from 7-lb. pail to 600-lb. barrel.

CAPSTAN MFG. CO., Toronto.

NEW GOODS JUST ARRIVED.

Fancy Cape Cod Cranberries
Fancy Malaga Grapes
Fancy Jamaica Oranges
PRICES RIGHT.

HUGH WALKER & SON, Direct Importers, GUELPH, ONT.



We want 100,000 Live Chickens annually for our export trade

We will pay the highest possible market price for really prime well-fed birds.

Correspond with

SCOTT, ASHTON & COMPANY, MORRISBURG, ONTARIO.

GRIMBLE'S English Malt VINEGAR

Six GOLD Medals

GRIMBLE & CO., Limited, London, N.W., Eng.

## CANADA AT FOREIGN FAIRS.

THE following exhibitions in which Canada is expected to take part will be of great interest to our readers. There are to be two in South Africa, one at Cape Town a year hence, and one at Johannesburg during the latter part of 1904. Canada has not yet decided, as a Government, in participating. but communication is being held with Lord Strathcona regarding the scope and importance of these two exhibitions. And action must be delayed until these communications are received.

The Government will be represented at the Osaka, Japan, Exhibition in 1903, and will occupy its own building. The Government will make a large display of agricultural and food products and in fruits and forestry, and the rest of the space, which is small, will be devoted to manufactured articles. It is somewhat difficult to determine what articles to exhibit to promote trade between two countries, but articles selected by the Government and commission will have freight charges paid, and an agreement made as to value so that in case of loss the matter could be adjusted without difficulty.

The Government has a collective exhibit or St. Louis in 1904 of our four great natural resources, namely, agriculture, horticulture, forestry and minerals. The rules and regulations preclude a collective exhibition of manufactures, as all articles have to be shown under their respective groups. Space will be supplied free to manufacturers who apply through the com mission, and any information can be obtained at the Department of Agriculture, Ottawa. Mr. Hutchison, Exhibition Commissioner, will be in Toronto this week to confer with intending exhibitors.

## A GREAT SALE.

A line of goods that no up-to-date grocer should overlook for his Christmas and holiday trade is the assortment of crystallized fruits from France which Henri Jonas & Co. advertised in last week's GROCER. From that advertisement many inquiries were received, and the goods sold rapidly. It would be difficult to find goods put up in a more tasteful style than these. The colorings of the different fruits are natural, and in an assorted box the contrasting shades produce a very pretty effect. They will make a striking display, and practically sell themselves. All sorts of fruits are put up in this way. They are very delicious. They are now going very quickly, and no one in the trade should fail to stock some of them.

There being a great scarcity in labor The Ontario Sugar Company have sent 150 Chinamen and a large number of Indians to the sugar-beet farms throughout Ontario.


Crocers and Confectioners can rely upon the purity and excellence of

COWAN'S Cocoa, Chocolate and Famous Blend Coffee.

Cowan's Cake Icings, and Cowan's Pure Confections.

QUEEN'S DESSERT CHOCOLATE. CHOCOLATE CREAM BARS.
CHOCOLATE GINGER, WAFERS, ETC.
COWAN'S SWISS MILK CHOCOLATE.

THESE ARE CHOICE CHRISTMAS GOODS.

THE COWAN CO., Limited - - TORONTO.




Canadian Maple Syrup

Made straight from the maple tree and guaranteed pure; no adulteration whatever; stands upon its merits; money refunded if not satisfactory.

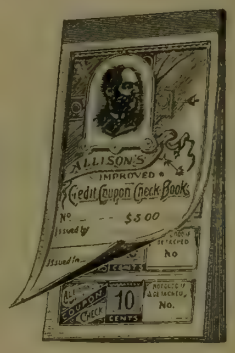
Canadian Maple Syrup Co., TORONTO, Canada.

"ACME" TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3 lb. cartoons in a case, and in 50 lb. box.

TORONTO SALT WORKS, Toronto, Ont.
Agents for the Canadian Salt Co., Windsor, Ont.

They Cost Something, Of Course.




But enough Allison Coupon Books to last a year won't cost as much as the amount you will lose by the carelessness of your clerks in forgetting to "charge up" numerous small purchases; and disputed pass-book entries, where you have to allow your customer's kick, or lose him.

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers, Indianapolis, Indiana.

Established 1869.

BUTTER, CHEESE, EGGS, POULTRY.

Consignments solicited.
Highest prices Prompt returns.

A. GIBB & CO.

83 COLBORNE ST., TORONTO

Try the "Imperial" Brand

—OF—

Peaches, Pears, Apples, Corn, Tomatoes, etc.

They are packed from the choicest fruits and vegetables.

Packed by

The IMPERIAL CANNING CO.
KINGSVILLE, ONT.

REFRIGERATORS.



Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches.

Write for our catalogue, guarantee test and testimonials which are free.

Eureka Refrigerator Co.,
Wilbert Hooey, Manager.
54 Noble St., TORONTO.

This cut represents No. 13. Phone Park 513.




**"SOLD BY ALL PROGRESSIVE GROCERS"** *Has stood the test of every climate.*

This is a fact, with due respect to everybody in the business. It has got so now that

# St. Charles Evaporated Cream

**IS AS STAPLE AS SUGAR.**

We of course know that some localities have less demand for it than others, on account of dairy interests, but every grocer sells some, and all together they sell a lot. We appreciate your assistance, and assure you of satisfaction by **Guaranteeing Every Can.**

**Our "Silver Cow" and "Purity"** Brands of **Sweetened Milk** are also of highest possible quality, absolutely pure, and increasing very rapidly in demand over all sections of the country.

**We are represented by all the leading Wholesale Grocers** in Canada, any of whom will be pleased to quote delivery prices promptly.

## St. Charles Condensing Co. - Ingersoll, Ont.

**Address: ST. CHARLES CONDENSING CO., St. Charles, Ill., U.S.A.**

---

# LISTEN!

We are offering goods at the uniform Association prices.

We solicit your patronage on **the merit of our goods.**

We guarantee the quality of any line of goods packed by us **equal to the best brands packed on the Continent of America.**

We are ready to support this statement with samples. **Don't be side-tracked.**

Your wholesale house will supply our best brands if you insist upon it. If not, write for quotations.

## Delhi Canning Co., Limited, -:- Delhi, Ont.

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# Gillard's Sauce Gillard's Pickle

Is still the best and cheapest. The most delicious English pickle made.

AS SUPPLIED TO

HIS MAJESTY THE KING

AND

HIS ROYAL HIGHNESS THE PRINCE OF WALES, K.G., Etc.

Sole Proprietors:

## GILLARD & CO., Limited, LONDON, ENG.

---

# Confectionery

Now is the time to place your orders for the Christmas trade. We make everything in the candy line, from the Finest Bon-Bons and Chocolates to the old-fashioned Sugar Sticks and Bull's Eyes. A big line of one-pound and half-pound fancy boxes, to retail from 10c. up.

## The Canada Biscuit Co., LIMITED

KING ST. WEST AND BATHURST ST., CARS PASS OUR WORKS.

**KING and BATHURST STS., TORONTO.**

If you want the very best Sugars,
ask for

# ST. LAWRENCE SUGARS

THE ST. LAWRENCE SUGAR REFINING CO., LIMITED,
MONTREAL.

Every Wholesale Grocer in Canada can supply them.

# CURRENT MARKET QUOTATIONS

November 20, 1902.

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, St. John, N.B., and Halifax. The prices are solicited for publication, and are of such quantities and qualities as are usually offered by retail dealers on the usual terms of credit. For Winnipeg market report and prices, see page 28.

Goods in large lots and for prompt pay are generally obtainable at lower prices.

All quotations for staple products are under the direct control of the Editors, who call daily upon all the leading houses in the principal centres.

| BUTTER, CHEESE AND EGGS | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| Dairy, choice, large rolls, lb. | $..... | $0 18 | $ 18 | $0 16½ | $. .... | $0 16 |
| " " pound blocks | 17 | 18 | 17 | 18 | 16 | 18 |
| " tubs, best | 15½ | 16 | 15 | 16½ | 17 | 18 |
| " tubs, inferior | 14 | 15½ | 13½ | 14 | 14 | 16 |
| Creamery, boxes | 20½ | 20¾ | 19 | 20 | 20 | 23 |
| " prints | ... | 21½ | 19 | 21 | 22 | 24 |
| Cheese, new, per lb | 11½ | 11¾ | ..... | 12½ | 11 | 11¼ |
| Eggs, new laid, per doz | 18 | 18¼ | 19 | 21 | 18 | 18½ |
| **CANNED GOODS** | | | | | | |
| Apples, 3's | ..... | ..... | 90 | 1 00 | 1 00 | 1 10 |
| " gallons | ..... | 2 50 | 2 25 | 2 50 | 2 00 | 2 20 |
| Asparagus | 2 20 | 2 25 | 2 00 | 2 40 | ..... | ..... |
| Beets | 1 00 | 1 00 | 90 | 1 00 | ..... | 1 10 |
| Blackberries, 2's | ..... | 1 30 | 1 50 | 1 70 | 1 50 | 1 80 |
| Blueberries, 2's | ..... | 1 25 | ..... | ... .. | 85 | 1 00 |
| Beans, 2's | ..... | 90 | ..... | 90 | 90 | 95 |
| Corn, 2's | ..... | 0[illegible] | 90 | 1 25 | 80 | 90 |
| Cherries, red, pitted, 2's | 2 25 | 2 30 | 2 10 | 2 25 | 2 30 | 2 40 |
| " white | 2 25 | 2 30 | 2 00 | 2 25 | ..... | ..... |
| Peas, 2's | ..... | 90 | 90 | 95 | 85 | 90 |
| " sifted | ..... | 1 05 | 1 00 | 1 10 | 1 10 | 1 15 |
| " extra sifted | ..... | 1 27½ | 1 30 | 1 50 | 1 20 | 1 25 |
| Pears, Bartlett, 2's | 1 50 | 1 60 | 1 50 | 2 00 | 1 75 | 1 80 |
| " " 3's | 1 90 | 2 00 | 2 00 | 2 40 | 2 00 | 2 25 |
| Pineapple, 2's | 2 00 | 2 40 | 2 25 | 2 50 | 2 15 | 2 25 |
| " 3's | 2 25 | 2 40 | 2 50 | 2 60 | 2 50 | 2 60 |
| Peaches, 2's | 1 75 | 1 85 | 1 75 | 1 90 | ..... | 1 75 |
| " 3's | 2 60 | 2 70 | 2 50 | 2 75 | 2 70 | 2 80 |
| Plums, green gages, 2's | 1 30 | 1 35 | 1 10 | 1 25 | 1 30 | 1 60 |
| " Lombard | 1 20 | 1 25 | 1 00 | 1 10 | 1 30 | 1 50 |
| " Damson, blue | 1 00 | 1 25 | ..... | 1 00 | 1 10 | 1 30 |
| Pumpkins, 3's | ..... | 1 00 | ..... | 85 | 90 | 1 00 |
| " gallon | ..... | ..... | 2 10 | 2 25 | 2 10 | 2 25 |
| Raspberries, 2's | 1 40 | 1 50 | 1 60 | 1 80 | 1 70 | 1 75 |
| Strawberries, 2's | 1 50 | 1 75 | 1 60 | 1 75 | 1 50 | 1 75 |
| Succotash, 2's | 1 00 | 1 25 | ..... | 1 15 | 1 10 | 1 15 |
| Tomatoes, 3's | 1 60 | 1 75 | ..... | ..... | 1 50 | 1 60 |
| Lobster, talls | 2 75 | 3 20 | ..... | 3 25 | 2 50 | 3 25 |
| " 1-lb. flats | 3 00 | 3 75 | 3 50 | 3 70 | ..... | 1 25 |
| " ½-lb. flats | 1 75 | 1 85 | 1 75 | 1 80 | ..... | 1 75 |
| Mackerel | 1 00 | 1 10 | 1 15 | 1 25 | 1 35 | 1 45 |
| Salmon, sockeye, Fraser | 1 47½ | 1 52½ | 1 50 | 1 52½ | 1 50 | 1 75 |
| " " Northern | ..... | ..... | 1 40 | 1 45 | 1 15 | 1 25 |
| " " Horseshoe | ..... | ..... | 1 50 | 1 52½ | ..... | ... .. |
| " Cohoes | 1 00 | 1 15 | 1 05 | 1 15 | 1 00 | 1 10 |
| Sardines, Albert, ¼'s | 12 | 12½ | 0 15 | 16 | 14 | 15 |
| " " ½'s | 20 | 21 | 22 | 23 | 20 | 21 |
| " Sportsman, ¼'s | 11¼ | 12 | ..... | 14½ | ..... | 12 |
| " " ½'s | 19 | 20 | ..... | 23 | 20 | 21 |
| " key opener, ¼'s | 9 | 11 | 12½ | 13 | 16 | 18 |
| " " ½'s | ..... | 18 | 20½ | 25 | 10 | 11 |
| " P. & C., ¼'s | 20 | 22½ | 25 | 27 | 23 | 25 |
| " " ½'s | 27½ | 30 | 35 | 38 | 33 | 36 |
| " Domestic, ¼'s | 4 | 4¼ | 4 | 4½ | 3½ | 4¼ |
| " " ½'s | 7 | 8 | 9 | 11 | ..... | ..... |
| " Mustard, ¼ size, cases 50 tins, per 100 | 7 50 | 11 00 | 8 50 | 9 00 | 3 50 | 4 00 |
| Haddies | ..... | 1 00 | 1 00 | 1 10 | 85 | 1 00 |
| Kippered Herrings | 1 00 | 1 85 | 1 00 | 1 55 | 85 | 1 00 |
| Herring in Tomato Sauce | 1 00 | 1 55 | 1 00 | 1 70 | ..... | 2 00 |
| **CANDIED PEELS** | | | | | | |
| Lemon, per lb | ..... | 10½ | 10 | 12½ | 12 | 13 |
| Orange, " | ..... | 11 | 11 | 15 | 12 | 13 |
| Citron, " | ..... | 15 | 15 | 18 | 15 | 17 |
| **GREEN FRUITS** | | | | | | |
| Oranges, Floridas, per case | 3 50 | 3 75 | ..... | ..... | ..... | ..... |
| " Jamaicas, per case | ..... | 2 75 | 2 50 | 2 75 | 2 50 | 3 00 |
| Quinces, per basket | ..... | ..... | 0 25 | 0 35 | ..... | ..... |
| Lemons, Californian, " | ..... | ..... | 4 25 | 5 00 | ..... | 2 25 |
| Bananas, Firsts, per bunch | 1 00 | 1 50 | 1 25 | 1 75 | 1 00 | 2 25 |
| Apples, per bbl | 1 50 | 3 00 | 1 00 | 2 00 | ..... | ..... |
| Pears | ..... | 0 40 | 0 30 | 0 50 | ..... | 7 00 |
| Pineapples, per case | ..... | ..... | ..... | 4 00 | ..... | ..... |
| Jersey Sweet Potatoes, per bbl. | ..... | 3 00 | 2 50 | 2 75 | 3 85 | 4 00 |
| Malaga grapes, per bbl | ..... | ..... | 5 50 | 7 00 | 4 50 | 6 00 |
| Apples, per basket | 0 20 | 0 30 | 0 10 | 0 25 | ..... | ..... |
| Can. Grapes, per basket | ..... | ... | 0 20 | 0 40 | 30 | 50 |
| Cranberries, Cape Cod, per bbl | ..... | 10 00 | ..... | 9 50 | 8 00 | 8 50 |
| Cranberries, Nova-Scotian, " | ..... | ..... | ..... | 9 00 | 6 50 | 7 00 |
| **SUGAR** | | | | | | |
| Granulated St. Law'ce and Red | ..... | 3 80 | ..... | 3 88 | ..... | ..... |
| Granulated, Acadia | ..... | 3 75 | ..... | 3 83 | ..... | 3 85 |
| Paris lump, bbls. and 100-lb. bxs | ..... | 4 35 | ..... | 4 43 | 4 50 | 4 75 |
| " in 50-lb. boxes | ..... | 4 45 | ..... | 4 53 | 4 75 | 5 00 |
| Extra Ground Icing, bbls. | ..... | 4 25 | ..... | 4 33 | ..... | ..... |
| Powdered, bbls | ..... | 4 05 | ..... | 4 13 | 5 50 | 5 80 |
| Phœnix | ..... | 3 60 | ..... | 3 68 | ..... | ..... |
| Cream | ..... | 3 55 | ..... | 3 63 | ..... | ..... |
| Bright coffee | ..... | 3 55 | ..... | 3 63 | ..... | ..... |
| Bright yellow | ..... | 3 50 | ..... | 3 58 | ..... | 3 55 |
| No. 3 yellow | ..... | 3 45 | ..... | 3 53 | ..... | ..... |
| No. 2 yellow | ..... | 3 25 | ..... | 3 33 | ..... | ..... |
| No. 1 yellow | ..... | 3 15 | ..... | 3 23 | ..... | 3 25 |
| Montreal, second quality | ..... | 3 55 | ..... | 3 63 | ..... | ..... |
| Maple Leaf, gran. (Berlin | ..... | 3 88 | ..... | 3 88 | ..... | ..... |
| Crystal, gran (Wallaceburg) (Montreal) | ..... | 3 80 | ..... | 3 88 | ..... | ..... |

| HARDWARE PAINTS AND OILS | Montreal. | | Toronto. | | St. John Halifax. | |
|---|---|---|---|---|---|---|
| Wire nails, base | ..... | $2 55 | ... .. | $2 55 | ..... | $3 20 |
| Cut nails, base | ..... | 2 35 | ..... | 2 50 | ..... | 2 85 |
| Barbed wire, per 100-lb. | ..... | 3 00 | ..... | 2 90 | 3 50 | 3 75 |
| Smooth Steel Wire, base | ..... | 2 60 | ..... | 2 60 | ..... | ..... |
| White lead, Pure | ..... | 5 87½ | 5 00 | 5 25 | ..... | 6 80 |
| Linseed oil, 1 to 2 bbls., raw | ..... | 66 | ..... | 67 | ..... | 74 |
| " " boiled | ..... | 69 | ..... | 70 | ..... | 77 |
| Turpentine, single bbls. | ..... | 76 | ..... | 78 | ..... | 78 |
| Benzine, in bbls., per gal | ..... | ..... | ..... | 18¾ | ..... | 21 |
| **SYRUPS AND MOLASSES** | | | | | | |
| Syrups— | | | | | | |
| Dark | ..... | 1⅞ | ..... | ..... | ..... | ..... |
| Medium | ..... | 2½ | 30 | 32 | ..... | ..... |
| Bright | ..... | 2⅝ | 35 | 37 | ..... | |
| Corn Syrup, barrel, per lb. | .... | 3 | ..... | 3 | ..... | ..... |
| " " ½ bbls. " | ..... | 3½ | ..... | 3½ | ..... | ..... |
| " " kegs " | ..... | 3¼ | ..... | 3¼ | ..... | ..... |
| " " 3 gal. pails, each | ..... | 1 40 | ..... | 1 40 | ..... | ..... |
| " " 2 gal. " " | ..... | 1 10 | ..... | 1 10 | ..... | ..... |
| Honey | ..... | ..... | ..... | 30 | .... | ..... |
| " 25-lb. pails | ..... | 1 05 | ..... | 1 00 | ..... | ..... |
| " 38-lb. pails | ..... | 1 0 | ..... | 1 40 | ..... | ..... |
| Molasses— | | | | | | |
| New Orleans, medium | 16½ | 17 | 25 | 30 | 28 | 30 |
| " " Open kettle | ..... | ... .. | 40 | 50 | ..... | ..... |
| Barbadoes | 23 | 24 | ..... | 32 | 24 | 25 |
| Porto Rico | ..... | 38 | 38 | 42 | 30 | 32 |
| **CANNED MEATS** | | | | | | |
| Comp, corn beef, 1-lb. cans | 1 55 | $1 65 | $1 55 | $1 65 | $1 55 | $1 60 |
| " " 2-lb. cans | 2 75 | 3 00 | 2 85 | 3 00 | 2 80 | 2 90 |
| " " 6-lb. cans | 7 90 | 9 60 | ..... | 8 25 | 8 75 | 9 25 |
| " " 14-lb. cans | 16 50 | 23 00 | ..... | 19 50 | 20 00 | 21 00 |
| Minced collops, 2-lb. can | ..... | 2 75 | ... .. | 2 60 | 2 50 | 2 80 |
| Lunch tongue, 1-lb. can | 3 00 | 3 90 | ..... | 3 00 | 3 00 | 3 25 |
| " " 2-lb. can | 6 00 | 7 90 | ..... | 7 00 | 6 80 | 7 00 |
| English brawn, 2-lb. can | 2 40 | 2 75 | ..... | 2 45 | 2 75 | 2 80 |
| Camp sausage, 1-lb. can | ..... | ..... | ..... | 2 50 | 2 50 | ..... |
| " " 2-lb. can | ..... | ..... | ..... | 4 00 | 4 00 | ..... |
| Soups, assorted, 1-lb. can | 1 15 | 1 50 | ..... | 1 50 | 1 40 | |
| " " 2-lb. can | 2 40 | 2 45 | ..... | 2 20 | 2 25 | |
| Soups and Boull, 2-lb. can | 1 75 | 2 50 | ..... | 1 80 | 1 75 | |
| " " 6-lb. can | 3 50 | 5 85 | ..... | 4 50 | 4 25 | 4 50 |
| Sliced smoked beef, ½'s | 1 65 | 1 70 | 1 65 | 1 70 | ..... | 2 00 |
| " " " 1's | 2 75 | 3 10 | 2 80 | 2 95 | ..... | 3 25 |
| **FRUITS** | | | | | | |
| Dried— | | | | | | |
| Currants, Provincials, bbl | ..... | ..... | ..... | ..... | ..... | ..... |
| " Filiatras, cases | ..... | 5¾ | ..... | 5½ | ..... | ..... |
| " " ½-cases | 5½ | 5½ | 5½ | 6 | ..... | ..... |
| " Patras, cases | ..... | 6 | 6 | 6½ | ..... | ..... |
| " " ½-cases | ..... | 6 | 6¼ | 7 | ..... | ..... |
| Amalias | 6½ | 7 | 7 | 7½ | ..... | 6½ |
| Vostizzas, cases | 6½ | 7 | 7 | 8 | ..... | ..... |
| Dates, Hallowees | ..... | 4 | 5½ | 7½ | 4½ | 5 |
| " Sairs | ..... | 3½ | ..... | 4½ | ... | 4 |
| Figs, Elemes | 10¼ | 20 | 11 | 15 | 10 | 12 |
| " Mats, per lb | 3 | 3¼ | 4 | 4½ | ..... | ..... |
| " Tapnets | ..... | 3 30 | 4 | 4½ | ..... | ..... |
| " Naturals | ..... | ..... | ..... | 8 | ..... | ..... |
| Prunes, California, 30's | ..... | 9 | ..... | ..... | 10 | 12 |
| " " 40's | ..... | 8½ | 8¾ | 10 | 8½ | 9 |
| " " 50's | ..... | 8¼ | 8 | 8½ | 8 | 8½ |
| " " 60's | ..... | 8 | 7 | 7½ | 7½ | 8 |
| " " 70's | ..... | 7½ | 6½ | 7 | 7 | 7½ |
| " " 80's | ..... | 7 | 6 | 6½ | 6½ | 7 |
| " " 90's | ..... | 6½ | 5 | 5½ | 6 | 6½ |
| " " 100's | ..... | 6 | ..... | 4 | 5½ | 6 |
| " Bosnia, A's | ..... | ..... | ..... | 5 | ..... | ..... |
| " " B's | ..... | ..... | 7½ | 8 | ..... | ..... |
| " " U's | ..... | 5 | 6¼ | 6½ | ..... | ..... |
| " French, 50's | ..... | ..... | ..... | ..... | ..... | ..... |
| " " 110's | ..... | 5 | ..... | ..... | ..... | ..... |
| Raisins, Fine off stalk | ..... | 7½ | 7 | 8 | ..... | 8 |
| " Selected | 8 | 8½ | 7½ | 8½ | ..... | 8¼ |
| " Selected layers | 8¼ | 9 | .... | 9 | 8½ | 8¾ |
| " Sultanas | ..... | 9½ | 9 | 16 | ..... | ..... |
| " California, 2-crown | 5 | 5½ | ..... | ..... | ..... | ..... |
| " " 3-crown | 7¼ | 7¾ | 7½ | 8 | 8 | 8½ |
| " " 4-crown | 7¾ | 8 | 8 | 8½ | 8½ | 9½ |
| " " 1's seeded, 3-cr. | 9¾ | 10½ | 8½ | 10 | 10 | 10½ |
| " Empire clusters | 1 50 | 1 60 | ..... | 2 60 | | 2 00 |
| " Black baskets | ..... | ..... | ..... | 2 25 | 2 00 | 2 25 |
| " Extra clusters | ..... | ..... | ..... | 3 35 | ..... | 2 50 |
| " Dehesa clusters | ..... | ..... | ..... | 3 10 | 3 00 | 3 50 |
| " Royal B. clusters | 3 15 | 3 25 | ..... | 5 00 | ..... | ..... |
| " Connoisseurs cl'str's | 2 10 | 2 20 | ..... | 2 10 | ..... | ..... |
| " Excelsior clusters | 4 50 | 4 60 | ..... | 4 60 | ..... | ..... |
| Evaporated apples | ..... | ..... | ..... | 7½ | 7 | 7½ |
| Dried " | ..... | ..... | ..... | 5½ | ..... | ..... |
| **PROVISIONS** | | | | | | |
| Dry Salted Meats— | | | | | | |
| Long clear bacon | .... | 12 | 11 | 11½ | ..... | ..... |
| Smoked meats— | | | | | | |
| Breakfast bacon | ..... | 15½ | 14½ | 15 | .. | ..... |
| Rolls | ..... | 12½ | 12 | 12½ | 11 | 12 |
| Medium Hams | ..... | 14 | 13½ | 14 | 14 | 15 |
| Large Hams | ..... | 13 | 12½ | 13 | ..... | ... .. |
| Shoulder hams | ..... | 13 | 11 | 11½ | ..... | .... |
| Backs | ..... | 15 | 14½ | 15 | ..... | ..... |
| Meats out of pickle 1c. less. | | | | | | |
| Barrel Pork— | | | | | | |
| Canadian heavy mess | ..... | 23 00 | ..... | 21 50 | 23 00 | 23 50 |
| " short cut | 21 50 | 22 00 | 23 00 | 23 50 | 23 50 | 26 00 |
| Plate beef | 12 50 | 13 50 | ..... | 15 00 | 15 00 | 16 00 |
| Lard, tierces, per lb | ..... | 11 | 10¾ | 11 | 11 | 11½ |
| Tubs | ..... | 11⅛ | 11 | 11¼ | 11½ | 12 |
| Pails | ..... | 11¼ | 11¼ | 11½ | 12 | 12½ |
| Compounds | ..... | 9⅜ | 8¾ | 10¼ | 10 | 10[illegible] |




# THE DOMINION BREWERY CO., LIMITED

**Brewers and Maltsters**

**TORONTO**

**Manufacturers of the Celebrated**

# WHITE LABEL ALE

**ASK FOR IT AND SEE THAT OUR BRAND IS ON EVERY CORK.**

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

WM. ROSS, Manager.







It's the flavor of a good article that makes it distinctive and desirable

# UPTON'S

## JAMS, JELLIES AND MARMALADE

are superior in this as in every other respect.

**Best People Use Them.** **Best Grocers Handle Them.**

**A. F. MacLaren Imperial Cheese Co., Limited, 51 Colborne Street, Toronto,**

**AGENTS.**


| COFFEE | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| Green— | | | | | | |
| Mocha | ..... | 24 | 23 | 28 | 25 | 30 |
| Old Government Java | ..... | 27 | 22 | 30 | 25 | 30 |
| Rio | ..... | 10 | 7 | 12 | 12 | 18 |
| Santos | ..... | ..... | 9½ | 10½ | ..... | ..... |
| Plantation Ceylon | ..... | 29 | 26 | 30 | 29 | 31 |
| Porto Rico | ..... | ..... | 22 | 25 | 24 | 28 |
| Gautemala | ..... | ..... | 22 | 25 | 24 | 26 |
| Jamaica | ..... | 18 | 15 | 20 | 15 | 22 |
| Maracaibo | ..... | 18 | 13 | 18 | 12 | 13 |
| **NUTS** | | | | | | |
| Brazil | | 14 | 14 | 15 | 12 | 13 |
| Valencia shelled almonds | | 29 | 30 | 35 | 30 | 35 |
| Tarragona almonds | ..... | 11 | 11½ | 13 | 12 | 18 |
| Californian almonds | ..... | ..... | ..... | 20 | ..... | ..... |
| " soft shell walnuts | ..... | ..... | ..... | 19 | ..... | ..... |
| Canadian chestnuts, per bush | ..... | ..... | ..... | 4 50 | ..... | ..... |
| Formegetta almonds | ..... | ..... | ..... | 10½ | ..... | ..... |
| Jordan shelled almonds | ... | 42 | 40 | 48 | ..... | ..... |
| Peanuts (roasted) | 7 | 11 | 9 | 10½ | 9 | 10 |
| " (green) | 6¾ | 7¾ | 8 | 10 | ..... | ..... |
| Cocoanuts, per sack | ..... | 3 25 | ..... | 3 75 | 3 25 | 3 50 |
| " per doz | ..... | ..... | ..... | 60 | ..... | 50 |
| Grenoble walnuts | 10 | 11 | 12½ | 13 | 10 | 12 |
| Marbot walnuts | ..... | 10 | 11½ | 12 | ..... | ..... |
| Bordeaux walnuts | ..... | 9 | 16½ | 17 | ..... | ..... |
| Sicily filberts | ..... | 9½ | 11 | 11½ | ..... | 10 |
| Naples filberts | ..... | ..... | ..... | 10 | 10 | 11 |
| Pecans | ..... | 15 | 13 | 15 | 14 | 15 |
| Shelled Walnuts | ..... | 18 | 27 | 28 | ..... | 25 |
| **SODA** | | | | | | |
| Bi-carb, standard, 112-lb. keg | | 1 65 | 1 80 | 2 00 | 2 25 | 1 70 | 1 75 |
| Sal soda, per bbl. | | 70 | 75 | 80 | 90 | 85 | 90 |
| Sal Soda, per keg | | 95 | 1 00 | ..... | 1 00 | 95 | 1 00 |
| **SPICES** | | | | | | |
| Pepper, black, ground, in kegs pails, boxes | | 16 | 18 | ..... | 18 | 14 | 15 |
| " in 5-lb. cans | | 14 | 17 | ..... | 19 | 15 | 16 |
| " whole | | 15 | 17 | ..... | 19 | 12 | 13 |
| Pepper, white, ground, in kegs pails, boxes | | 26 | 27 | 25 | 27 | 24 | 26 |
| " 5-lb. cans | | 25 | 26 | 25 | 26 | 20 | 22 |
| " whole | | 23 | 25 | 23 | 25 | 20 | 22 |
| Ginger, Jamaica | | 19 | 23 | 23 | 25 | 20 | 25 |
| Cloves, whole | | 12 | 30 | 14 | 35 | 18 | 20 |
| Pure mixed spice | | 25 | 30 | 25 | 30 | 25 | 30 |
| Cassia | | 13 | 18 | 20 | 40 | 16 | 20 |
| Cream tartar, French | | ..... | 25 | 24 | 25 | 20 | 22 |
| " " best | | ..... | 28 | 25 | 30 | 25 | 30 |
| Allspice | | 10 | 15 | 13 | 18 | 16 | 18 |
| **WOODENWARE** | | | | | | |
| Palls No. 1, 2-hoop | | ..... | 1 65 | ..... | 1 55 | ..... | 1 90 |
| " " 3-hoop | | ..... | 1 80 | ..... | 1 70 | ..... | 2 05 |
| " half, and covers | | ..... | 1 65 | ..... | 1 60 | ..... | 1 75 |
| " quarter, jam and covers | | ... | 1 15 | ..... | 1 10 | .... | 1 45 |
| " candy, and covers | | 2 50 | 2 90 | ..... | 2 40 | ..... | 3 20 |
| Tubs No. 0 | | 10 00 | 10 15 | ..... | 8 50 | ..... | 11 00 |
| " 1 | | 8 00 | 8 15 | ..... | 7 00 | ..... | 9 00 |
| " 2 | | 7 00 | 7 15 | ..... | 6 00 | ..... | 8 00 |
| " 3 | | | 6 15 | ..... | 5 25 | ..... | 7 00 |

| PETROLEUM | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| Photogene | ..... | ... | 17 | 17½ | ..... | ... |
| Canadian water white | 14½ | 15½ | ... | 16 | ..... | ..... |
| Sarnia water white | 16 | 17 | 16½ | 17 | 18 | 18 |
| Sarnia prime white | ..... | 18 | 15 | 15½ | 17½ | 18 |
| American water white | ..... | 19 | 17½ | 18 | 18 | 19 |
| Pratt's Astral (barrels extra) | ..... | 22 | 17 | 17½ | 19 | 19½ |
| Lily White (Canadian) | ..... | ..... | 14½ | 15½ | ..... | ..... |
| Silver Lead (American) | ..... | ..... | 16 | 18½ | ..... | ..... |
| Crystal Spray (W. W. Amer.) | ..... | ... | 18 | 18½ | ..... | ..... |
| Pennoline (choice fcy. brand) | ..... | ..... | 19 | 19½ | ..... | ..... |
| **TEAS** | | | | | | |
| Black— | | | | | | |
| Congou—Half-chests Kaisow Moning, Paking | | 13 60 | 12 | 50 | 11 | 40 |
| Caddies Paking, Kaisow | | 17 40 | 18 | 50 | 15 | 4 |
| Indian—Darjeelings | | 35 55 | 35 | 55 | 30 | 50 |
| Assam Pekoes | | 20 40 | 20 | 40 | 18 | 40 |
| Pekoe Souchong | | 18 25 | 18 | 25 | 17 | 24 |
| Ceylon—Broken Pekoes | | 35 42 | 35 | 42 | 34 | 40 |
| Pekoes | | 20 30 | 20 | 30 | 20 | 30 |
| Pekoe Souchong | | 17½ 40 | 17 | 35 | 17 | 35 |
| China Greens— | | | | | | |
| Gunpowder—Cases, extra first | | 42 50 | 42 | 50 | ..... | ..... |
| Half-chests, ordinary firsts | | 22 28 | 22 | 28 | ..... | ..... |
| Young Hyson—Cases, sifted extra firsts | | 42 50 | 42 | 50 | ..... | ..... |
| Cases, small leaf, firsts | | 35 40 | 35 | 40 | ..... | ..... |
| Half-chests, ordinary firsts | | 32 38 | 28 | 38 | ..... | ..... |
| Half-chests, seconds | | 17 19 | ..... | 28 | ..... | ..... |
| " thirds | | 15 17 | 16 | 18 | ..... | ..... |
| " common | | 13 14 | 14 | 15 | ..... | ..... |
| Pingsueys— | | | | | | |
| Young Hyson, ½-chests, firsts | | 28 32 | 23 | 32 | 30 | 40 |
| " " " seconds | | 16 19 | 18 | 19 | ..... | ..... |
| " Half-boxes, firsts | | 28 32 | 28 | 32 | ..... | ..... |
| " " seconds | | 16 19 | 18 | 19 | ..... | ..... |
| Japans— | | | | | | |
| ½-chests, finest May pickings | | 38 40 | 38 | 40 | ..... | ..... |
| Choice | | 32 36 | 33 | 37 | ..... | ..... |
| Finest | | 28 30 | 30 | 32 | ..... | ..... |
| Fine | | 25 27 | 27 | 30 | ..... | ..... |
| Good medium | | 22 24 | 25 | 28 | ..... | ..... |
| Medium | | 19 20 | 21 | 23 | ..... | ..... |
| Good common | | 16 18 | ..... | 20 | ..... | ..... |
| Common | | 13 15 | ..... | 19 | ..... | ..... |
| Nagasaki, ½-chests, Pekoe | | 16 22 | ..... | ..... | ..... | ..... |
| " " Oolong | | 14 15 | ..... | ..... | ..... | ..... |
| " " Gunpowder | | 16 19 | ..... | ..... | ..... | ..... |
| " " Siftings | | 7½ 11 | ..... | ..... | ..... | ..... |
| **RICE, SAGO, ETC.** | | | | | | |
| Rice—Standard B | | 3 00 3 10 | ..... | 3½ | 3 25 | 3 40 |
| Patna, per lb | | 4 25 4 50 | 4¾ | 5 | 5 | 6 |
| Japan | | 4 40 4 90 | 5½ | 6 | 5 | 6 |
| Imperial Seeta | | 4 60 4 90 | 4⅞ | 5½ | 5 | 6 |
| Extra Burmah | | ..... ..... | 4¼ | 4¾ | 4 | 5 |
| Java, extra | | ..... 5¾ | 6 | 6¼ | 6 | 7 |
| Macaroni, dom'ic. per lb., bulk | | 3¾ 4¼ | ..... | 7½ | ..... | ..... |
| " imp'd, 1-lb. pkg., French | | 8 12 | 9 | 10 | ..... | ..... |
| " " " Italian | | 8 10 | 11 | 12½ | ..... | ..... |
| Sago | | 3¼ 3½ | 3¾ | 4 | 4½ | 5 |
| Tapioca | | ..... 3½ | 3¼ | 3¾ | 4½ | 5 |

THE "GLOBE" POLISH HAS COME TO STAY
AND ALL DEALERS CAN STOCK IT WITHOUT
HESITATION.

TRY "GLOBE" AND YOU WILL USE NO OTHER. IT IS THE BEST.

# "GLOBE" METAL POLISH

Write for a supply of
Show cards and Advertising Novelties.

——WE SHALL BE PLEASED TO ANSWER ALL ENQUIRIES.——

**RAIMES & CO., 164 DUANE ST., NEW YORK CITY.**

SCHEPP'S EDELWEISS BRAND COCOANUT

# Schepp's Cocoanut.




A high-grade food product that you can recommend.
The best of its kind, that's all.
For particular people, Schepp's Improved Cocoanut in packages.

## *L. SCHEPP CO.,*

*CANADIAN FACTORY: TORONTO, CAN.*
NEW YORK.

**LONDON, ENG.: Saml. Hanson, Son & Barter, Agents.**

*"Best in the World."*

## HILL, EVANS & CO'S (WORCESTER, ENG.)

PURE ENGLISH
## MALT VINEGAR

Delicate in Flavor and Aroma.
Splendid keeping properties.

## ROBERT WATERS' QUININE WINE

Quinine in a palatable form—50 years' reputation.

Export Agents:
Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

## FIGURES CAN'T LIE.

Our Yeast Department made

**1,084,320 YEAST CAKES**
during week ending November 15th.

Canadian housekeepers can make with above

**8,674,560 LOAVES OF BREAD.**

**NO ARGUMENT NECESSARY:**—Housekeepers and Bakers throughout Canada know from experience that we make the only reliable dry hop Yeast in Canada.

## E. W. GILLETT COMPANY, LIMITED,

London, Eng. TORONTO, ONT. Chicago, Ill.

# INTERIOR AND WINDOW DISPLAYS.

MANY grocers are now only beginning to perceive in this generation the value of interior displays in building up their businesses. Some of the ones who have achieved the greatest success in their vocation recognized long ago the importance of these displays as a means of selling their goods, and took advantage of the fact. The customer comes in the store to buy sugar, perhaps, and

SEES NICELY DISPLAYED

on a stand or the counter some breakfast food which he has seen advertised extensively, and determines then and there to bring it home and give it a trial. The purchase is made, but if the customer had not seen the article in the display it would probably never have been sold. Hundreds of cases like the above occur every day, and the grocer should be on the watch continually to take in as much custom as he can.

INSIDE AND OUTSIDE DISPLAYS.

As a means of showing off goods to advantage interior displays far surpass those made outside. The goods which are put out in front of the store generally catch the dirt and dust which is sure to be blown from the street, which much impairs their value. People dislike to see food exposed to the sun, the wind, the dust and the rain, and unless outside displays are well looked after the store front is disfigured. Goods standing outside are liable to be stolen; indeed, many grocers lose a good deal of money through their goods being taken in this way.




A Simple, but Attractive Display of Spices, Pickles and Vinegars.

GOODS ARE KEPT CLEAN

Interior displays avoid all the above loss. Goods can be kept clean and away from the sun, dust, and rain and are in better condition for selling. Customers often dislike to have delivered them goods that have been outside, as they are often dirty, perhaps, have lost their freshness, but if they are displayed inside and proper care taken of them, they are kept in better condition, and so will give the user more satisfaction.

CHANGING INSIDE DISPLAYS.

In regard to inside displays, they should be changed once a week, or at least once in two weeks. The goods should always be kept well dusted, and the flys kept away from them as much as possible. Some fine cotton netting thrown over the display will serve to exclude the insects and at the same time the goods can be seen plainly. The grocer should always have handy a quantity of the articles shown so that when a customer orders anything shown in the display he will not have to remove it from the stand, thus preventing the display from being disarranged.

USE OF STANDS.

A stand is always suitable for displays inside of the store. It is useful, especially for canned goods, pickles, bottled goods, and goods in jars and packages. There should be four or five shelves in the stand to enable a large quantity of stuff being displayed on it without too much crowding, and it should be kept clean and neatly painted or stained, a dark color being preferable. A stand is always handy, occupies little space, and can easily be removed to any part of the store desired.

TABLES AND COUNTERS.

Many grocers utilize tables and counters a good deal for their displays, and nice piles of canned goods and similar articles can be made on these, but it is not wise for a grocer to take up too much of his counter with displays of goods as he is thus often much hampered for room and often the goods are knocked over and damaged by being in the way of someone. Showcases also are much used in the store for displaying goods and are especially useful for such stuff as candies, etc.

In the fall and winter the grocer usually displays canned goods, bottled goods and such articles, and in the summer, fruits. He should always be seasonable in his displays and not crowd up too much with them his floor space. Also, by adopting interior displays in his store

# To Arrive in a Few Days:

**California Raisins, Griffin Seeded.**
**California 2-Crown Loose Muscatels.**
**California 3-Crown Loose Muscatels.**
**California 4-Crown Loose Muscatels.**
**Malaga. Bevan's 3-Crown Loose Muscatels.**
**4-Crown Solari's Sultanas.**
**4-Crown Layers, Pallare's Valencias.**

**F. J. CASTLE - OTTAWA.**

tablished 1845 MODERN MACHINERY, UP-TO-DATE METHODS Established 1845




1 and 2-lb. Tins.

## S. H. & A. S. EWING'S
HIGH-GRADE
# COFFEE and SPICES

"The goods that have stood the test of time."
"The perfected products of 57 years' study and experience."
(Have you seen the new ¼ Spice package "Prince of Wales'" brand? Write for sample.)

**S. H. & A. S. EWING,** Montreal Coffee and Spice Steam Mills, 55 Cote St., MONTREAL, P.Q.

Subscribers wanting goods or special quotations on anything anywhere in Canada, at any time, can get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto or Montreal.

**COX'S GELATINE** Always Trustworthy
ESTABLISHED 1725.

Agents for Canada:
C. E COLSON & SON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO., Toronto, St. John, N.B., and Montreal

SEASON 1902.
# Butter Tubs
Order now—ship when required. Best goods—fair price.

**WALTER WOODS & CO.**
HAMILTON.

Established 1862.

# E. THOMPSON & CO.
LIVERPOOL,
Offices—11 Victoria St. . . . ENG.
Warehouses—48-52 Thomas St.

We solicit correspondence and offers of all kinds of **CANNED GOODS** and **DRIED FRUITS**, etc., suitable for the English and Continental markets. Consignments will receive best attention and advances made when required.

REFERENCE—Canadian Bank of Commerce.

American Agent—
G. H. THOMPSON,
107 Hudson St., NEW YORK.

ARE YOU USING OUR

Cold Blast or Jubilee Globes
Aetna or Quaker Flint Chimneys?
Give them a Trial.
THE SYDENHAM GLASS CO.,
of WALLACEBURG, Limited.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Toronto Fruit Merchants.

*McWilliam & Everist*
Commission Merchants.
Fruit Importers and Exporters.
Canadian Apples a Specialty.
CORRESPONDENCE SOLICITED.
Quote us if you have anything to offer.
Ask for our prices when requiring fruit.
25 and 27 Church St., TORONTO, Can.
Long Distance 'Phone Main 645.
Warehouse 'Phone Main 3394.

# California Evaporated Fruits
Apricots, finest in the market. Prunes, all sizes at lowest prices. Peaches, get our prices before buying.
DATES FIGS NUTS
ORANGES, LEMONS
Send for sample packages.

**HUSBAND Bros. & Co.**
82 Colborne St., TORONTO.
Phones, Main 54, Main 3428.

the grocer can better utilize this floor space and carry a much larger stock of goods than otherwise he would be able to do.

### A PICKLING WINDOW.

When the autumn season commences the house wife's thoughts turn in the direction of pickles, and what is passing in the housewife's mind is naturally reflected in that of the grocer, and he strives, by means of an attractive display in his windows, to show that he has in stock just what is wanted for the manufacture of the finest pickles.

The grocer who arranged the display from which our cut is taken has been very successful along these lines, and has just put in an attractive window that is sure to draw custom, as not only is it well and effecti.ely arranged, but he impresses on the public mind, by way of neat and plainly-written tickets, that his vinegar is pure and not acid, and his spices are of the best—two very import and points to consider in making pickles.

It would be superfluous to describe the arrangement of the barrels, etc., in the window, as the cut explains itself.

The up-to-date merchant would be likely to draw attention to this display by means of some special advertisement.

### TO DETECT OLEOMARGARINE.

IN New York grocers and others have to be careful in selecting their butter as there is lots of oleomargarine on the market. The following from The New York Herald tells how to distinguish the two products :

"It seems curious to me that so few people are able to tell the difference between butter and oleomargarine," said an old butter tester a few days ago. "There is a very simple and easy method of distinguishing them.

"The test of which I speak will serve when a good chemist would fail after he has made a chemical analysis, for good oleomargarine has very nearly the same components butter has, even under chemical analysis. There is, you know, good and bad oleomargarine, as well as different qualities of butter.

"Doubtless you have noticed, after you have eaten a piece of very fat meat or gravy made from fat meat that there remains in your mouth a greasy taste. It may not be strong, but it is distinct. This is also true of cheap ice cream, in which lard is used. Well, this same taste remains in your mouth after you have eaten oleomargarine.

"When an expert dealer considers the purchase of a lot of butter, he has one of the packages opened. From this he takes a sample about as big as one of the patties that are served at restaurants. Placing this in his mouth he mashes it around and lets it grow soft from the heat of his mouth, until it is what you might call 'mushy.' He then ejects it.

"If this substance is oleomargarine a lardy taste will remain. There will be a little grease sticking to the membranes of his mouth, no matter how finely the imitation may be made. If it is pure butter there will be no taste or grease.

"That is a test which any housekeeper can make at her grocer's. After she has tried it several times the grocer will learn to offer her nothing but pure butter."

### SAMPLES OF NEW SUGAR.

"The Canadian Grocer" has received from Hugh Blain, of The Eby, Blain Co., Toronto, president of The Ontario Sugar Company, Berlin, Ont., a sample of the granulated sugar made at their factory from sugar beets grown in Canada. The sugar is of excellent quality, and those who have tested it have everything nice to say about it. The capacity of the factory is 60 tons per day, and cost $600,000. The managing director is J. S. Williams, and James Fowler, of Toronto, is secretary.

In the Minister of Finance's official statement of the Colonial Conference there appears the following: The Canadian representatives contended that if Canada gave British goods a preference, their Canadian goods reaching the British markets must be exempt from existing duties. Unless such a reciprocal arrangement was agreed on, then Canada must be free to take such other steps as circumstances must justify."

### VICE-ROYALTY VISITS CANADA'S GREAT CANNING FACTORY.

HIS EXCELLENCY the Governor-General is evidently desirous of thoroughly familiarizing himself with those Canadian industries which tend to promote the prosperity of his people, especially the agricultural classes.

The other day, accompanied by his aide-de-camp, Capt. Bell, he visited the head office of The Simcoe Canning Company, at Simcoe. This company, by the way, is the most extensive one of its kind in this country, possessing several factories, nearly all of which are situated in the peninsula between Lakes Erie and Ontario, known as "The Garden of Canada."

His Excellency spent an hour in and about the factory at Simcoe, inquiring eagerly into the detail of the manufacture of the different products, and he evinced marked interest in following the processing from the time the raw materials went to the operators' hands until they came out canned and ready for shipment.

His Excellency expressed himself as being very much pleased and impressed with his visit, and also stated that a visit to the canning factory should have been included in the itinerary of the Boer delegates to Canada.

Before leaving, the Governor-General expressed a desire to have some samples of canned goods to take with him, and agreeable to his request, these were sent to his private car.

Bell & McCaul's general store, Dominion City, Man., was robbed of about $25 last week.

POPULARITY is the proof of merit, and no brand has ever achieved popularity so quickly as

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

BOBS costs you only 36 cents, and pays a good profit.

BOBS is well advertised.

BOBS is selling well in almost every store from the Atlantic to the Pacific.

BOBS is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO., LIMITED

MONTREAL, QUE.

# Ceylon Tea

## BLACK or GREEN

The merit of the **Black Teas** has established them high in popular estimation. They are drunk wherever the English language is spoken. They follow the flag and drive out less meritorious growths.

But some consumers are wedded to light drawing kinds, with pale liquor and without the full body and richness of the black kinds.

The **Green Teas** of Ceylon and India are made expressly for this trade. In Make, Quality and Price they challenge comparison with other growths.

They are grown, prepared and packed with the same skill by the British Planters who have revolutionized the black tea trade.

They have caught on in Canada and the demand is constantly growing. Try them.

# Ceylon Tea

## BLACK or GREEN




# As to Mustard

You cannot give people who eat

# Mustard

anything but the best.

That means

and that also means

Which is packed in

**KEEN'S**

**D.S.F.**

**SQUARE TINS.**


## Current Market Quotations for Proprietary Articles

November 20, 1902

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. of a change is made, either an advance or decline, it is referred to in the market reports, as a matter of news whether manufacturers request it or not.

### BAKING POWDER.

| Cook's Friend— | Per doz. |
|---|---|
| Size 1, in 2 and 4 doz. boxes | $ 2 40 |
| " 10, in 4 doz. boxes | 2 10 |
| " 2 in 6 " | 80 |
| " 12, in 6 " | 70 |
| " 3, in 4 " | 45 |
| Pound tins, 3 doz. in case | 3 00 |
| 12oz. tins, 3 " " | 2 40 |
| 5-lb. tins, ½ " " | 14 00 |

| Diamond— | W. H. GILLARD & CO. |
|---|---|
| 1 lb. tins, 2 doz. in case, per doz. | 2 00 |
| ½ lb. tins, 3 " " " | 1 25 |
| ¼ lb. tins, 4 " " " | 0 75 |

IMPERIAL BAKING POWDER.

| Cases. | Sizes | Per Doz. |
|---|---|---|
| 4 doz. | 10c. | $0 85 |
| 3 " | 6-oz. | 1 75 |
| 1 " | 12-oz. | 3 50 |
| 2 and 3 doz. | 12-oz. | 3 40 |
| 2 and 3 doz. | 16-oz. | 4 35 |
| ½ doz. | 2½-lb. | 10 50 |
| 1 doz. | 2½-lb. | 10 40 |
| ½ and 1 doz. | 5-lb | 19 50 |

MAGIC BAKING POWDER




| Cases. | Sizes. | Per Doz. |
|---|---|---|
| 4 doz. | 5c. | $ 40 |
| 4 " | 4-oz. | 60 |
| 4 " | 6-oz. | 75 |
| 4 " | 8-oz. | 95 |
| 4 " | 12-oz. | 1 40 |
| 2 " | 12 oz. | 1 45 |
| 4 " | 16-oz. | 1 65 |
| 2 " | 16-oz. | 1 70 |
| 1 " | 2½-lb. | 4 40 |
| 1 " | 5-lb | 7 30 |
| 2 " | 6-oz. | Per case. |
| 1 " | 12-oz. | $4 55 |
| 1 " | 16-oz. | |

JERSEY CREAM BAKING POWDER

| | |
|---|---|
| ⅛ size, 5 doz. in case | 40 |
| ¼ size, 4 doz. in case | 75 |
| ½ " 3 " " | 1 25 |
| 1 " 2 " " | 2 25 |

VIENNA BAKING POWDER.

| | Per doz. |
|---|---|
| 1 lb. tins, 4 doz. in box | $2 25 |
| ½ lb. tins, 4 " " | 1 25 |
| ¼ lb. tins, 4 " " | 75 |
| 3 oz. in paper, 4 doz. in box | 70 |
| 5 " " 4 " | 35 |

### BLACKING.

SHOE POLISH.

| Henri Jonas & Co. | Per gross |
|---|---|
| Jonas' | $9 00 |
| Froments | 7 50 |
| Military dressing | 24 00 |

BLUE.

| | |
|---|---|
| Keen's Oxford per lb. | $0 17 |
| In 10 box lots or case | 0 16 |
| Reckitt's Square Blue, 5 box lots | 0 16 |
| Reckitt's Square Blue, 12-lb. box | 0 17 |
| Gillett's Mammoth, boxe , 1 gross | 9 00 |
| Nixey's "Cervus" in squares, per lb. | 0 16 |
| " " in bags, per gross | 1 25 |
| " " in pepper boxes, according to size | 0 02 0 10 |

### BLACK LEAD.

| | |
|---|---|
| Reckitt's per box | 1 15 |
| Box contains either 1 gro., 1 oz. size: ½ gro., 2 oz. or ¼ gro. 4 oz. | |
| Nixey's refined, per 9 lb. box of 12 1 doz. chip boxes | 1 50 |
| Nixey's, as supplied the King, per 9-lb. box of 12 doz. block | 1 50 |
| Nixey's Silver Moonlight Stove Polish, in blocks 13-3 and 6-oz. size. Full price list on application. | |

### BOECKH'S CORN BROOMS.

| United Factories, Limited. | doz. net. |
|---|---|
| Bamboo Handles, A, 4 strings | 4 35 |
| " " B, 4 strings | 4 10 |
| " " C, 3 strings | 3 85 |
| " " D, 3 strings | 3 60 |
| " " F, 3 strings | 3 35 |
| " " G, 3 strings | 3 10 |
| " " I, 3 strings | 2 85 |

### BISCUITS.

CARR & CO. LIMITED.
Frank Magor & Co., Agents

| | |
|---|---|
| Cafe Noir | 0 15 |
| Ensign | 0 12¾ |
| Metropolitan mixed | 0 09 |

### CANNED GOODS.

MUSHROOMS.

Henri Jonas & Co.

| | |
|---|---|
| Mushrooms, Rione | $15 50 |
| " 1st choice Duthell | 18 50 |
| " 1st choice Lenoir | 19 50 |
| " extra Lenoir | 22 00 |

Per case, 100 tins.

FRENCH PEAS—DELORY'S

Henri Jonas & Co.

| | |
|---|---|
| Moyen's No 2 | $9 00 |
| " No 1 | 10 50 |
| ½ Fins | 12 50 |
| Fins | 14 00 |
| Tres fins | 15 00 |
| Extra fins | 16 50 |
| Sur extra fins | 18 00 |

FRENCH SARDINES.

Henri Jonas & Co.

| | |
|---|---|
| ⅛ Trefavennes | $9 50 |
| ¼ Rolland | 9 50 10 00 |
| ¼ Delory | 10 50 |
| ¼ Club Alpins | 2 50 |

### CHOCOLATES & COCOAS.

Cocoa—The Cowan Co Limited.

| | |
|---|---|
| Hygienic, 1-lb. tins, per doz. | $7 25 |
| " ½-lb. tins " | 3 75 |
| " ¼-lb. tins " | 2 25 |
| " fancy tins " | 0 90 |
| Hygienic, 5-lb tins, for soda water fountains, restaurants, etc. per lb. | 0 55 |
| Perfection, ½-lb. tins, per doz. | 3 00 |
| Cocoa Essence, sweet, ½-lb. tins, per doz. | 2 25 |

| Chocolate— | per lb. |
|---|---|
| Queen's Dessert, ⅛'s and ¼'s | $0 40 |
| " " 6's | 0 42 |
| Mexican Vanilla, ¼'s and ½'s | 0 35 |
| Royal Navy Rock " " | 0 30 |
| Diamond " " | 0 25 |
| " 8's | 0 28 |

| Chocolate— Fry's. | per lb. |
|---|---|
| Caraccas, ¼'s, 6-lb. boxes | 0 42 |
| Vanilla, ¼'s | 0 42 |
| "Gold Medal" Sweet, ¼'s, 6 lb. bxs | 0 29 |
| Pure, unsweetened, ½'s, 6 lb. bxs | 0 42 |
| Fry's "Diamond," ¼'s, 14 lb. bxs | 0 24 |
| Fry's "Monogram," ⅛'s 14 lb. bxs | 0 24 |

| Cocoa— | per doz |
|---|---|
| Concentrated, ¼'s 1 doz. in box | 2 40 |
| " ½'s, " | 4 50 |
| " 1 lbs. " | 8 25 |
| Homoeopathic, ¼'s 14 lb. boxes | .... |
| " ⅛ lbs. 12 lb. boxes | .... |
| Epps's cocoa, case of 14 lbs., per lb. | 0 35 |
| Smaller quantities | 0 37½ |

JOHN P. MOTT & CO.'s
R. S. McIndoe, Agent, Toronto.

| | |
|---|---|
| Mott's Broma, per lb | 0 30 |
| Mott's Prepared Cocoa | 0 28 |
| Mott' Homeopathic Cocoa (¼'s) | 0 12 |
| Mott's Breakfast Cocoa (in tins) | 0 40 |
| Mott's No. 1 Chocolate | 0 30 |
| Mott's Breakfast Chocolate | 0 28 |
| Mott's Caracoas Chocolate | 0 40 |
| Mott's Diamond Chocolate | 0 25 |
| Mott's French-Can. Chocolate | 0 18 |
| Mott's Navy or Cooking Chocolate | 0 18 |
| Mott's Cocoa Nibbs | 0 35 |
| Mott's Cocoa Shells | 0 05 |
| Vanilla Sticks, per gross | 0 90 |
| Mott's Confectionery Chocolate | 0 21 0 43 |
| Mott's Sweet Chocolate Liquors | 0 19 0 30 |

CADBURY'S.

| Frank Magor & Co., Agents. | per doz. |
|---|---|
| Cocoa essence, 3 oz. packages | $1 65 |
| Mexican chocolate, ⅛ and ¼ lb. pkgs. | 0 40 |
| Rock Chocolate, loose | 0 40 |
| " " 1-lb. tins | 0 42 |
| Nibs, 11-lb. tins | 0 35½ |

WALTER BAKER & Co., LIMITED.

| | per lb. |
|---|---|
| Premium No. 1 chocolate, 12-lb boxes | $ 32 |
| Vanilla chocolate 6-lb boxes | 47 |
| German sweet, 6-lb. boxes | 27 |
| B'kfast cocoa, ½-lb. tins, plain; 6-lb. boxes | 51 |
| Cracked cocoa, ½-lb. pkgs. 12-lb. bxs. | 35 |
| Caracas sweet chocolate, 6-lb. boxes | 37 |
| Soluble chocolate (hot or cold soda) 1-lb. cans | 45 |
| Vanilla chocolate wafers, 48 to box, per box | 1 56 |

### COCOANUT.

L. Scheer Co.

| | per lb. |
|---|---|
| 1-lb. packages, 15 and 30-lb. cases | $0 26 |
| ½-lb. " " " " | 0 27 |
| ¼-lb. " " " " | 0 28 |
| ½ and 1-lb. pkgs., assorted, 15 and 30-lb. cases | 0 26½ |
| ¼ and ½-lb. pkgs. assorted, 15 and 30-lb. cases | 0 27½ |
| 5c. package, 4 doz. in case, per doz. | 0 45 |

CHEESE.

| | |
|---|---|
| Imperial—Large size jars, per doz. | $ 8 25 |
| Medium size jars | 4 50 |
| Small size jars | 2 40 |
| Individual size jars | 1 00 |
| Imperial Holder—Large size | 18 00 |
| Medium size | 15 00 |
| Small size | 12 00 |
| Roquefort—Large size, per doz. | 2 40 |
| Small size | 1 40 |

# "THE EDWARDSBURG BRANDS"

# Starch

## . . and Syrup

Are well known all over the Dominion as a **STANDARD OF QUALITY.** **ASSORTED STOCKS** of all styles of packages now on hand, and **PROMPT SHIPMENT** guaranteed.

**EDWARDSBURG STARCH CO'Y, Limited**

**Established 1858.**

164 St. James St., MONTREAL. | Works: CARDINAL, ONT. | 53 Front St. East, TORONTO


### COFFEE.

JAMES TURNER & CO.

| | per lb. |
|---|---|
| Mecca | 0 32 |
| Damascus | 0 28 |
| Cairo | 0 20 |
| Sirdar | 0 17 |
| Old Dutch Rio | 0 12½ |

E. D. MARCEAU, Montreal.

| | per lb. |
|---|---|
| "Old Crow" Java | 0 25 |
| " Mocha | 0 25 |
| "Condor" Java | 0 30 |
| " Mocha | 0 30 |
| 15-year-old Mandheling Java and hand-picked Mocha | 0 50 |
| 1-lb. Fancy tins choice pure coffee, 48 tins per case | 0 20 |
| Madam Huot's Coffee, 1-lb. tins | 0 31 |
| " " " 2-lb. tins | 0 30 |

100 lb. delivered in Ontario and Quebec.

### CONDENSED MILK.




Borden's Condensed Milk Co.

| | |
|---|---|
| "Eagle" Brand | $1 65 |
| "Gold Seal" Brand | 1 30 |
| "Peerless" Brand Evaporated Cream | 1 20 |

### CLOTHES PINS.

UNITED FACTORIES LIMITED.

| | |
|---|---|
| Clothes Pins (full count), 5 gross in case, per case | 0 57 |
| 4 doz. packages 12 to a case) | 0 72 |
| 6 doz. packages (12 to a case) | 0 92 |

### COUPON BOOKS—ALLISON'S.

For sale in Canada by—The Eby, Blain Co., Limited, Toronto C. O. Beauchemin & Fils, Montreal

$1, $2, $3, $5, $10 and $20 books.

| | Unnumbered | Covers and Coupons numbered. |
|---|---|---|
| In lots of less than 100 books. 1 kind assorted | 4c. | 4½c. |
| 100 to 500 books | 3½c. | 4c. |
| 500 to 1,000 books | 3c. | 3¼c. |

Allison's Coupon Pass Book

| | |
|---|---|
| 1 00 books | 3 cents each |
| 2 00 books | 3 cents each |
| 3 00 books | 3 cents each |
| 5 00 books | 4 cents each |
| 10 00 books | 5½ cents each |
| 15 00 books | 6½ cents each |
| 20 00 books | 7½ cents each |
| 25 00 books | 8 cents each |
| 50 00 books | 12 cents each |

### EXTRACTS.

HENRI JONAS & Co.

| | Per gross. |
|---|---|
| 8 oz. London Extracts | $6 00 |
| 2 oz. " " (no corkscrews) | 5 50 |
| 2 oz. " " | 9 00 |
| 2 oz. Spruce essence | 6 00 |
| 2 oz. " " | 9 00 |
| 2 oz. Anchor extracts | 12 00 |
| 4 oz. " " | 21 00 |
| 1 oz. " " | 36 00 |
| 1 lb. " " | 70 00 |
| 1 oz. Flat " | 9 00 |
| 2 oz. Flat bottle extracts | 18 00 |
| 2 oz. Square " | 21 00 |
| 4 oz. " " corked) | 36 00 |
| 8 oz. " " | 72 00 |

| | Per doz. |
|---|---|
| 8 oz. " glass stop extracts | 3 50 |
| 8 oz. " " " | 7 00 |

| | Per doz. |
|---|---|
| 2½ oz. Round quintessence extracts | 2 00 |
| 4 oz. Jockey decanters " | 3 50 |

### FOOD.

| | Per doz. |
|---|---|
| Robinson's Patent Barley ½ lb tins | 1 25 |
| " " " 1 lb. tins | 2 25 |
| " " Groats, ½ lb. tins | 1 25 |
| " " " 1 lb. tins | 2 25 |

### GINGER ALE & SODA WATER

| | per doz. |
|---|---|
| Cantrell & Cochrane's Imported Ginger Ale and Club Soda Water | $1 40 |

### JAMS AND JELLIES.

SOUTHWELL'S GOODS. Frank Magor & Co., Agents.

| | per doz |
|---|---|
| Orange Marmalade | 1 50 |
| Clear Jelly Marmalade | 1 50 |
| Strawberry W. F. Jam | 2 00 |
| Raspberry " " | 2 00 |
| Apricot " " | 1 75 |
| Black Curran " | 1 85 |
| Other Jams, W. F. | 1 55 1 90 |
| Red Currant Jelly | 2 75 |

Jams— T. UPTON & CO.

| | |
|---|---|
| 12-oz. glass jars, per doz | $0 95 |
| 1-lb. glass jars 2 doz. in case, per doz | 1 50 |
| 2½-lb. tin pail, 2 doz. in crate, per lb. | 0 09 |
| 5-lb. tin pails, 8 pails in crate, per lb | 0 06 |
| 7-lb wood pails, 6 " " " | 0 06 |
| 14-lb. wood pails, per lb | 0 06 |
| 30-lb " " " | 0 06 |

Jellies—

| | |
|---|---|
| 1-lb. glass jars, per doz | $1 50 |
| 7-lb. wood pails, per lb | 0 09 |
| 14-lb. " " " | 0 09 |
| 30-lb. " " " | 0 09 |

### LICORICE.

YOUNG & SMYLIE'S LIST.

| | |
|---|---|
| 5-lb. boxes, wood or paper, per lb | $0 40 |
| Fancy boxes (36 or 50 sticks) per box | 1 25 |
| "Ringed" 5 lb. boxes, per lb | 0 40 |
| "Acme" Pellets, 5 lb. cans, per can | 2 00 |
| "Acme" Pellets, fancy boxes 40) per box | 1 50 |
| Tar, Licorice and Tolu Wafers, 5 lb. cans, per can | 2 00 |
| Licorice Lozenges, 5 lb. glass jars | 1 75 |
| " 20 5 lb. cans | 1 50 |
| "Purity" Licorice 10 sticks | 1 25 |
| " 100 sticks | 0 73 |
| Dulce large cent sticks, 100 in box. | |

### LIQUORS.

COGNAC IN CASES. Ph. Richard.

| | |
|---|---|
| S.O. Quarts, 12's | $22 50 |
| F.C. " " | 15 00 |
| F.C. 1-15 bottles, 180's | 22 00 |
| V.S.O.P. " | 12 00 |
| V.S.O.P. pints, 24's | 13 00 |
| V.S.O.P. ½-pints, 48's | 14 00 |
| V.S.O.P. 1-15 bottles, 180's | 20 00 |
| V.S.O. quarts, 12's | 10 00 |
| V.S.O. 1-15 bottles, 180's | 18 00 |
| V.O. quarts, 12's | 8 50 |
| V.O. pints, 24's | 9 50 |
| V.O. ½-pints, 48's | 10 50 |
| V.O. 1-15 bottles, 180's | 14 00 |
| V.O. decanters, 12's | 0 50 |
| V.O. " pints, 20's | 13 00 |
| V.O. flasks, Imp. pints, with thumblers | 9 75 |
| V.O. " Reputed " " 24's | 10 50 |
| V.O. " " no " 24's | 9 50 |

Chas. Couturier.

| | |
|---|---|
| Quarts, 12's | 7 00 |
| ½ bottles, 24's | 8 00 |
| ¼ " 48's | 9 00 |
| 1-15 bottles, 180's | 13 50 |
| Flasks, 24's | 8 00 |
| ½ Flasks, 48's | 9 00 |
| Flasks Imperial pints, Copsule, 16's | 8 00 |

F. Marion & Cie.

| | |
|---|---|
| Quarts, 12's | 6 00 |
| ½ bottles, 24's | 7 00 |
| ¼ " 48's | 8 00 |
| Flasks, reputed 24's | 7 00 |
| Flasks, ½-pints, 48's | 8 00 |
| 1-15 bottles, 180's | 12 50 |
| Flasks, Imp. pints with thumblers, 16's. | 8 00 |

Cognac In Wood. Ph. Richard.

| | Gals. | Oct's. | Oct's. | Bbls. | Hhds. |
|---|---|---|---|---|---|
| Couturier | $4 00 | $3 95 | $3 85 | $3 80 | .... |
| Marion | 3 75 | 3 60 | 3 50 | 3 40 | .... |
| Ph Richard V.S.O.P | 5 50 | 5 35 | 5 25 | 5 00 | .... |
| Richard V.O. proof. | 4 25 | 10 | 4 00 | 3 90 | 3 |
| Richard ½ up. proof V. O. | 4 00 | 3 80 | 3 70 | 3 50 | 3 40 |
| Richard Fine champagne | 6 00 | 5 90 | .... | .... | .... |

Gin—Pollen & Zoon, in Cases.

| | |
|---|---|
| Red, 15's | $10 00 |
| Green, 12's | 5 00 |
| Poney, 12's | 2 50 |

Gin Pollen & Zoon, in Wood.

| | Gals. | Oct's. | Oct's. | Bbls. | Hhds. |
|---|---|---|---|---|---|
| Gin, P. & Z. | $3 15 | $3 05 | $3 05 | $3 00 | $2 95 |

Mitchell Bros. Limited - Scotch.

| | 1 case. | 5 cases. |
|---|---|---|
| Heather Dew, ordinary qts. 12's | $ 7 00 | $ 6 75 |
| Heather Dew, stone jars, Imperial, 12's | 12 50 | 12 25 |
| Heather Dew, oval flasks, quart, 12's | 11 25 | 11 00 |
| Special Reserve, oval, pts. 24s. | 11 75 | 11 50 |
| " ordinary qts., 12's | 9 00 | 8 75 |
| Special Reserve, ½ bottles, pints, 24s | 10 00 | 9 75 |
| Extra Special Liqueur, flagon, 12's | 9 50 | 9 25 |
| Extra Special Liqueur, ordinary bottles, 12's | 9 50 | 9 25 |
| Heather Dew, flasks, 48's | 12 00 | 11 75 |
| " " ½ flasks, 60's | 9 00 | 8 75 |
| Mullmore, Imperial oval quart flasks, 12's | 10 00 | 9 75 |
| Mullmore, flasks, Imperial pints, 24's | 10 50 | 10 25 |
| Mullmore, flasks, ordinary pints, 24's | 7 75 | 7 50 |
| Mullmore, ½ flasks, ordinary, 48's | 9 00 | 8 75 |
| Mullmore, ordinary quarts, 12's | 6 50 | 6 25 |
| Mullmore ordinary pints 24's | 7 50 | 7 25 |

Scotch Whiskey in Wood.

| | Gals. | ½ Oct's. 9 gals. | Oct's. 17 gals. | Bbls 40 gals. |
|---|---|---|---|---|
| Special Reserve | $4 50 | $4 25 | $4 15 | $3 90 |
| Heather Dew "A" | 4 00 | 3 85 | 5 | 3 65 |


**RECKITT'S Blue and Black Lead** {ALWAYS GIVE YOUR CUSTOMERS SATISFACTION

| | | | |
|---|---|---|---|
| Extra Special Liqueur | 5 00 | 4 90 | 4 80 | 4 75 |
| Old scotch | 3 75 | 3 70 | 3 65 | 3 50 |

Whiskey in Cases.

Mitchell Bros., Limited—Irish.

| | |
|---|---|
| Cruiskeen Lawn, stone jar, 12's | $12 50 |
| Old Irish, flasks, Imp. quarts, 12's | 11 25 |
| " Special, quarts, 12's | 9 00 |
| " " Imp. pints, 24's | 11 75 |
| " round bottles, quarts, 12's | 6 50 |
| " round ½-bottles, pints, 24's | 8 00 |
| " 10-o. flasks, 48's | 12 00 |
| " 5-oz. flasks, 60's | 9 00 |

Irish Whiskey in Wood.

| | Gal. | ½-Oct. | Oct. | Bbl. |
|---|---|---|---|---|
| Mitchell, "Special Old" | $4 50 | $4 40 | $4 25 | $4 10 |
| Mitchell, "Old" | 4 00 | 3 90 | 3 75 | 3 65 |
| " "B" | 3 50 | 3 40 | 3 30 | 3 25 |
| " "C" | 3 00 | 2 | 2 80 | 2 75 |

Champagne Wine in Cases.

| | |
|---|---|
| Duc de Pierland, quarts, 12's | $14 00 |
| " " pints, 24's | 15 00 |
| Cardinal, quarts, 12's | 12 50 |
| " pints, 24's | 13 50 |
| Vve. Amiot Carte d'Or, quarts, 12's | 16 00 |
| " " " pints, 24's | 17 00 |
| " " d'Argent, quarts, 12's | 10 50 |
| " " " pints, 24's | 11 50 |

Blandy Bros Wine.

Blandy's Madeira Wine, in cases.

| | |
|---|---|
| Very Superior, quarts, 12's | 8 50 |
| Special Selected, quarts, 12's | 10 00 |
| London Particular, quarts, 12's | 13 00 |

Blandy's Malaga, in cases.

| | |
|---|---|
| Pale Sweet Blue Label, quarts, 12's | 7 50 |
| " White Label, quarts, 12's | 10 00 |

Blandy's Sherry, in cases.

| | |
|---|---|
| Manzanilla, quarts, 12's | 8 50 |
| Morosa, quarts, 12's | 11 00 |

Blandy's Port Wine, in cases.

| | |
|---|---|
| Good Fruity, quarts, 12's | 7 50 |
| Invalid Special, quarts, 12's | 12 00 |

Blandy Bros'. Wine in Wood.

| | Gal. | Octave. |
|---|---|---|
| Madere, No. ½ | $3 50 | $3 00 |
| " No. ¾ | 4 50 | 4 00 |
| Malaga Pale Sweet | 3 00 | 2 75 |

| Canadian Whiskies. | In barrels. per gal. |
|---|---|
| Gooderham & Worts, 65 O.P. | $ 4 50 |
| Hiram Walker & Sons " | 4 50 |
| J. P. Wiser & Son " | 4 49 |
| J. E. Seagram " | 4 49 |
| H. Corby " | 4 49 |
| Gooderham & Worts, 50 O.P. | 4 10 |
| Hiram Walker & Sons " | 4 10 |
| J. P. Wiser & Son " | 4 09 |
| J. E. Seagram " | 4 09 |
| H. Corby " | 4 09 |
| Rye, Gooderham & Worts | 2 20 |
| " Hiram Walker & Sons | 2 20 |
| " J. P. Wiser & Son | 2 19 |
| " J. E. Seagram | 2 19 |
| " H. Corby | 2 19 |
| Imperial, Walker & sons | 2 90 |
| Canadian Club, Walker & Sons | 3 60 |

| Less than one bbl. per gallon. | |
|---|---|
| 65 O. P. | $4 55 |
| 50 O. P. | 4 15 |
| Rye | 2 25 |

## LYE (CONCENTRATED).

GILLETT'S PERFUMED.

| | Per case. |
|---|---|
| 1 case of 4 doz | $ 3 50 |
| 3 cases " | 3 50 |
| 5 " | 3 40 |

## MINCE MEAT.

| | |
|---|---|
| Wethey's Condensed, per gross net | $12 00 |
| " per case of doz. net | 3 00 |

## MUSTARD.

COLMAN'S OR KEEN'S.

| | |
|---|---|
| D. S. F., ¼ lb. tins, per doz. | $1 40 |
| " ½ lb. tins, " | 2 50 |
| " 1 lb. tins, " | 5 00 |
| Durham ¼ lb. jar, per jar | 0 75 |
| " 1 lb. " " | 0 25 |
| F. D., ¼ lb. tins, per doz. | 0 85 |
| " ½ lb. tins | 1 45 |

HENRI JONAS & Co.

| | Per gross |
|---|---|
| Pony size | $7 50 |
| Imperial, medium | 9 00 |
| Imperial, large | 12 00 |
| Tumblers | 12 00 |

| | Per gross |
|---|---|
| Muge | 13 20 |
| Pint jars | 18 00 |
| Quart jars | 4 00 |

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—

| | |
|---|---|
| ¼-lb. tins per lb. | 0 35 |
| ½-lb. tins " | 0 33 |
| 1-lb. tins " | 0 32½ |
| 4-lb. jars per jar | 1 20 |
| 1-lb. jars " | 0 35 |

"Old Crow," 12-lb. boxes—

| | |
|---|---|
| ¼-lb. tins per lb. | 0 25 |
| ½-lb. tins " | 0 23 |
| 1-lb. tins " | 0 22½ |
| 4-lb. jars per jar | 0 70 |
| 1-lb. jars " | 0 25 |

## OLIVE OIL

| | per case |
|---|---|
| Barton & Guestier's quarts | $8 00 |
| " " pints | 9 00 |

## ORANGE MARMALADE.

T. UPTON & CO.

| | |
|---|---|
| 1-lb. glass. 2 doz. case, per doz. | $1 00 |
| 7-lb. pails and 5 lb. tins | 0 06 |
| 14 and 30 lb. pails | 0 06 |

## PICKLES.

STEPHENS'.

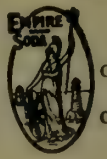
A. P. Tippet & Co., Agents.

| | |
|---|---|
| Patent stoppers (pints) per doz. | 2 30 |
| Corked (pints), " | 1 90 |

## SODA.—COW BRAND.




Case of 1 lbs. containing 60 pkgs. per box, $3.00.
Case of ½ lbs. (containing 120 pkgs. per box, $3.00.
Case of 1 lbs. and ½ lbs. (containing 30 1 lbs. and 60 ½ lb. packages) per box, $3.00.
Case of 5c. pkgs (containing 96 pkgs) per box, $3.00.




EMPIRE BRAND.

Brunner, Mond & Co.

Case 120 ½-lb. pkts. (60 lb.) per case $2 70.

Case 96 10-oz. pkts. (60 lb.) per case $2.80.

"MAGIC" BRAND.

| | per case |
|---|---|
| No. 1, cases, 60 1-lb. packages | 2 75 |
| " 2, " 120 ½-lb. packages | 2 75 |
| " 3, " {30 1-lb. packages / 60 ½-lb. packages} | 2 75 |

## SOAP




A. P. TIPPET & CO., AGENTS
Maypole Soap, colors per grs., $10.30.
Maypole Soap, black per grs., $15.30
Oriole Soap, per gross, $10.30.

| | |
|---|---|
| Gloriola Soap, per gross | 12 00 |
| Straw Hat Polish, per gross | 10 20 |

## STARCH.

EDWARDSBURG STARCH CO., LTD.

| Laundry Starches— | per lb. |
|---|---|
| No. 1 White or Blue, 4-lb carton | 0 06½ |
| No. 1 " " 3-lb. " | 0 06½ |
| Canada Laundry | 0 05½ |
| Silver Gloss, 6-lb. draw-lid boxes | 0 08 |
| Silver Gloss, 6-lb. tin canisters | 0 08 |
| Edwards'g Silver Gloss, 1-lb. pkg. | 0 08 |
| Kegs Silver Gloss, large crystal | 0 07 |
| Benson's Satin, 1-lb. cartons | 0 08½ |
| No. 1 White, bbls. and kegs | 0 05¾ |
| Benson's Enamel, per box, $1 50 to | 3 00 |

| Culinary Starch— | |
|---|---|
| Benson & Co.'s Prep. Corn | 0 07¼ |
| Canada Pure Corn | 0 05¾ |

| Rice Starch— | |
|---|---|
| Edwardsburg No. 1 white, 1-lb. car | 0 10 |
| Edwardsburg No. 1 White or Blue, 4-lb. lumps | 0 08½ |

BEE STARCH.

| | |
|---|---|
| Cases, 64 pkgs. 48's | $5.00 |
| ¼ Cases, 32 pkgs. 24's | 2.50 |
| Packages 10c. each. | |

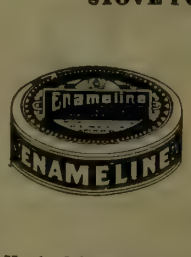
BRANTFORD STARCH WORKS, LIMITED.

Ontario and Quebec.

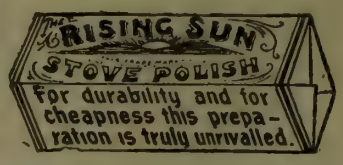
| Laundry Starches— | |
|---|---|
| Canada Laundry, boxes of 40 lbs. | $0 05½ |
| Acme Gloss Starch— | |
| 1-lb. cartons, boxes of 40 lbs. | 0 06 |
| Finest Quality White Laundry— | |
| 3-lb. Canisters, cases of 48 lbs. | 0 06½ |
| 4-lb. " " " | 0 06½ |
| Barrels, 200 lbs. | 0 05¾ |
| Kegs, 100 lbs. | 0 05¾ |
| Lily White Gloss— | |
| 1-lb. fancy cartons cases 30 lbs. | 0 08 |
| 6-lb. toy trunks, 8 in case | 0 08 |
| 6-lb. enameled tin canisters, 8 in case | 0 08 |
| Kegs, ex. crystals, 100 lbs | 0 07 |

| | |
|---|---|
| Brantford Gloss— 1-lb. fancy boxes, cases 36 lbs. | 0 08½ |
| Canadian Electric Starch— Boxes of 40 fancy pkgs, per case | 3 00 |
| Celluloid Starch— Boxes of 45 cartons, per case | 3 00 |
| Culinary Starches— Challenge Prepared Corn— 1-lb. packages, boxes 40 lbs. | 0 05¾ |
| No. 1 Brantford Prepared Corn— 1-lb. packages, boxes 40 lbs. | 0 07¼ |
| Crystal Maize Corn Starch— 1-lb. packages, boxes 40 lbs. | 0 07¼ |

## STOVE POLISH.




No. 4—3 dozen in case, per gross 4 80
" 6—3 dozen in case, " " 8 40




| | Per gross |
|---|---|
| Rising Sun 6-oz. cakes, ½-gross boxes | 8 50 |
| Rising Sun, 3-oz. cakes, gross boxes | 4 50 |
| Sun Paste 10c. size, ½ gross boxes | 10 00 |
| Sun Paste, 5c. size, ½ gross boxes | 5 00 |

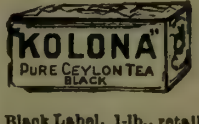



## TEAS.




SALADA CEYLON.

| | Wholesale | Retail |
|---|---|---|
| Brown Label, 1's | 0 20 | 0 25 |
| " " ½'s | 0 21 | 0 26 |
| Green Label, 1 and ½s | 0 22 | 0 30 |
| Blue Label, 1s, ½s, ¼s and ⅛s | 0 30 | 0 40 |
| Red Label, 1s and ½s | 0 36 | 0 50 |
| Gold Label, ½s | 0 44 | 0 60 |

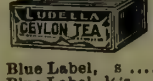



Ceylon Tea, in 1 and ½ lb. lead packages black or mixed.

| | |
|---|---|
| Black Label, 1-lb., retail at 25c. | 0 19 |
| " " ½-lb., " " " | 0 20 |
| Blue Label, retail at 30c. | 0 22 |
| Green Label " 40c. | 0 28 |
| Red Label " 50c. | 0 35 |
| Orange Label, retail at 60c. | 0 42 |
| Gold Label " 80c. | 0 55 |




| | |
|---|---|
| Cases each 60 1-lbs. | 0 35 |
| " " 30 ½-lbs. | 0 35 |
| " " 120 ¼-lbs | 0 36 |




LUDELLA CEYLON, 1's AND ½'s PKGS.

| | | |
|---|---|---|
| Blue Label, 8 | 0 18½ | 0 25 |
| Blue Label, ½'s | 0 19 | 0 25 |
| Orange Label, 1's and ½'s | 0 21 | 0 30 |
| Brown Label, 1's and ½'s | 0 28 | 0 40 |
| Brown Label, ¼'s | 0 30 | 0 40 |
| Green Label, 1's and ½'s | 0 35 | 0 50 |
| Red Label, ½'s | 0 40 | 0 60 |

CROWN BRAND

| | Wholesale | Retail |
|---|---|---|
| Red Label, 1-lb. and ½'s | 0 35 | 0 50 |
| Blue Label, 1-lb. and ½'s | 0 28 | 0 40 |
| Green Label, 1-lb. | 0 19 | 0 25 |
| Green Label, ½'s | 0 20 | 0 25 |
| Japan, 1s | 0 19 | 0 25 |

E. D. MARCEAU, Montreal.

| Japan Teas— | |
|---|---|
| "Condor" I 40 lb. boxes | 0 37½ |
| EMD AAA 40-lb. boxes | 0 37½ |
| "Condor" II 40 lb boxes | 0 36 |
| " II 80-lb. " | 0 35 |
| " III 80-lb. " | 0 32½ |
| " IV 80-lb. " | 0 30 |
| " X 80- b. " | 0 [illegible] |
| " V 80-lb. " | 0 2[illegible]½ |
| " XXXX 80-lb. boxes | 0 [illegible] |
| " XXX 30-lb. " | 0 26 |
| " XXX 80-lb. " | 0 22½ |
| " XXX 30-lb. " | 0 23½ |
| " XX 85-lb. " | 0 [illegible] |
| " LX lead packets | |
| " Assorted cases (1 and ½ lb.) to retail at 40c. | 0 24½ |
| " L lead packets | |
| " Assorted cases (1 and ½ lb.) to retail at 25c. | 0 19½ |

| Black Teas—"Nectar," in lead packets— | |
|---|---|
| Green label retails 0 26 at | 0 20 |
| Chocolate label " 0 35 " | 0 25 |
| Blue label " 0 50 " | 0 36 |
| Maroon label " 0 60 " | 0 45 |
| Fancy tins—Chocolate, 1-lb. | 0 32½ |
| " " —Blue, 1-lb. | 0 42½ |
| " " —Maroon, 1-lb. | 0 50 |
| " " —Maroon, 1-lb. | 1 50 |

| Black Teas—"Old Crow" Blend | |
|---|---|
| Bronzed tins of 10, 25, 50 and 80 lb. | |
| No. 1 per lb. | 0 35 |
| No. 2 " | 0 30 |
| No. 3 " | 0 25 |
| No. 4 " | 0 20 |
| No. 5 " | 0 17½ |

LIPTON'S TEA (in packages).

| | Price per lb. |
|---|---|
| No. 1, cases 50 lb. (50 ½-lb. pkgs. | $0 35 |
| " (25 1-lb pkgs | 34 |
| No. 1, cases 50 lb., in 5-lb. tins | 36 |
| No. 2, cases 50 lb. (50 ½-lb. pkgs. | 29 |
| " (25 1-lb. pkgs. | 28 |
| No. 2, cases 50 lb., in 5-lb. tins | 29 |
| No. 3, cases 50 lb., (50 ½-lb. pkgs | 23 |
| " (25 1-lb. pkgs. | 22 |
| No. 3, cases 50 lb., in 5-lb. tins | 23 |
| Green Ceylon, No. 1 (50 ½-lb. pkgs | 35 |
| " (25 1-lb. pkgs. | 34 |
| Green Ceylon, No. 2, (50 ½-lb. pkgs. | 29 |
| " (25 1-lb pkgs. | 28 |

## TOBACCO

THE EMPIRE TOBACCO CO., LIMITED.

| | |
|---|---|
| Smoking—Empire, 3½s, 5s and 10s | 0 39 |
| Royal Oak, 2 x 3, 8c ace, 8s | 0 52 |
| Something Good, 7s | 0 48 |
| Chewing—Bobs, 5s and 10s | 0 36 |
| Currency, 13¾ oz. bars, spaced 9s | 0 39 |
| Currency, 6s and 10s | 0 39 |
| Old Fox, narrow 10s | 0 39 |
| Snowshoe, 1-lb. bars, spaced 6s | 0 43 |
| Pay Roll, 6 | 0 44 |

## VINEGARS.

E. D. MARCEAU, Montreal.

| | Per gal. |
|---|---|
| EMD, pure distilled, highest quality | 0 30 |
| Condor, pure distilled | 0 25 |
| Old Crow | 0 20 |

Special prices to buyers of large quantities.

MICHEL LEFEBVRE.

| | |
|---|---|
| Bull Dog, quadruple strength, regist'd | 0 55 |
| Lion "L" brand, registered | 0 38 |
| Imperial, triple strength, registered | 0 33 |
| Cote D'Or, extra super, registered | 0 30 |
| " household vinegar, registered | 0 28 |
| Crystal Pickling, extra | 0 28 |
| " ordinary | 0 23 |
| White Wine, XXX | 0 25 |
| " " XX | 0 20 |
| " " X | 0 17 |
| Cider, XXX | 0 27 |
| " XX | 0 22 |
| " X | 0 17 |
| Pure English Malt, triple strength | 0 45 |
| " " double strength | 0 35 |
| " " single strength | 0 25 |
| Distilled white malt vinegar | 0 50 |

JOHN HOPE & CO., MONTREAL.

| | |
|---|---|
| Sir Robert Burnett & Co.'s English Malt Vinegar | 0 60 |

## WOODENWARE

UNITED FACTORIES, LIMITED.

| | |
|---|---|
| Washboards, Leader Globe | 1 45 |
| " Improved Globe | 1 55 |
| " Standard Globe | 1 75 |
| " Solid Back Globe | 1 90 |
| " Jubilee (perforated) | 1 90 |
| " Crown | 1 30 |

| | Per doz. |
|---|---|
| No. 1 2-hoop pails | 1 55 |
| " 1 3 " | 1 [illegible] |
| " 0 Tubs | 8 50 |
| " 1 " | 7 00 |
| " 2 " | 6 00 |
| " 3 " | 5 25 |

## YEAST.

| | |
|---|---|
| Royal yeast, 3 doz. 5c pkgs. in case | 1 00 |
| Gillett's Cream yeast, 3 doz | 1 00 |
| Jersey Cream yeast cake, 3 doz. 5c. | 1 00 |
| Victoria " " 3 doz. 5c. | 1 00 |
| " " " 3 doz. 10c. | 1 80 |

NIXEY'S REFINED BLACK LEAD

By Appointment to H.M. the KING of the British Empire.

Sole Manufacturer of "Cervus" Square and Bag and Pepperbox Blues, and "Silver Moonlight" Stove Polish.

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OUR TRADE MARK A

AUER LIGHT MANTLES
LONGEST LIFE & BRIGHTEST

OUR TRADE MARK A

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A cheap mantle gives a fair-light for a few nights, then grows dim and shrinks up to a "wasp-waist" like this:



The "Wasp-Waist"
Cheap chemical.

This is caused by the cheap chemicals which the manufacturer used.

QUALITY

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The Auer Light Mantle
Pure chemicals.

Lowest prices on mantles, shades, chimneys, globes and sundries.

*Write us if you are interested.*

AUER LIGHT CO., MONTREAL.

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*Butcher Baskets,*

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Absolutely clean, put up in attractive "brick" package.

Prepared only by

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CHAS. P. CLARK, President. JARED CHITTENDEN, Treasurer.

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MONTREAL

VOL. XVI. MONTREAL AND TORONTO, NOVEMBER 28, 1902 NO. 48

PUBLISHED EVERY FRIDAY

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COLMAN'S MUSTARD

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LEIBNIZ
TORONTO

like the proof of the pudding—is the eating. There's another proof though, that's more convincing to the groceryman, and that's the sale.

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Christie, Brown & Co., Limited, Toronto

We find this brand of Table and Dairy

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rapidly increasing in favor—

# BRUSSELS

WHY?

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1. It is PURE.
2. It is Fine and White.
3. It is put up in neatly sewn, attractively printed packages.
4. There is no fault to be found with it.

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Established 1868

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this winter. We have just issued a booklet telling what some people saw and did on the same voyage last winter, and if you write us we will send you one.

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Made always from Russian Wheat, and that is one reason why it is so delicate, tender and white. Tough Macaroni won't win the smiling face and satisfaction—***Codou's Macaroni wins both.***

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If you want to see if my cigars will sell readily, I make it possible for you to find out without costing you a single penny. This is my famous trial order, which I would be glad to explain to you if you will drop me a post card. My cigars satisfy the public and that ought to satisfy you.

J. Bruce Payne,

Cigar Mfr. GRANBY, QUE.

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## Mince Meat Season is Here.

We supply grocers with a line of absolutely pure and wholesome Mince Meat which is sure to please your customers in every case.

Trade built up by selling only the best goods is the kind that lasts.

Done up in convenient sized fibre and wooden pails.

## T. A. LYTLE & CO.

High-Grade
Mince Meat Manufacturers,

124-128 Richmond St., West, TORONTO.

# TILLSON'S

28

And all the best of their kind

10 Kinds of Flour

8 Kinds of Cereal Breakfast Foods

10 Kinds of Feed

The "all-around" equipped Cereal Milling Plant of Canada.

THE TILLSON CO., Limited,
Tillsonburg, Ont.

# Don't Struggle

against popular demand.

The people want

# JAPAN TEA

because they like its fragrance and delicious flavor, and know it is pure and clean.

**Japan Greens** are free from "soapstone" and other artificial coloring matter.

Every package that leaves Japan is Government inspected.

JAPAN CENTRAL TEA TRADERS' ASSOCIATION.
Trafalgar Chambers, Sun Life Building Annex,
Tel. Main 4142. MONTREAL, CANADA.

**ENTERPRISE on an article is a**

**Guarantee of QUALITY**

**ENTERPRISE**

**Bone, Shell & Corn Mill**

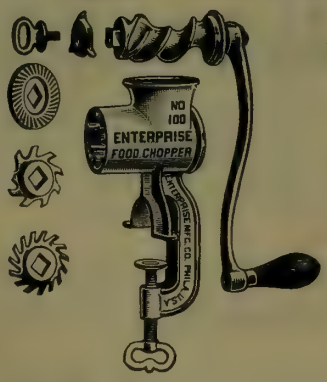


No. 750, $7.50

**Meat Juice Extractor**



No. 21, $2.50




# FOOD CHOPPERS

**Four Knives with each Machine**

**No. 100,** *chops 2 lbs. per minute,* **$1.50**
**No. 300,** *chops 3 lbs. per minute,* **$2.25**

**Sell every Day in Year**

**GUARANTEED TO CHOP RAW MEAT**

*Illustrated Catalogue FREE* *Order through your Jobber*

**Cherry Stoners**

*5 Sizes & Styles*



No. 1, $7.50 doz.

**Rapid Grinding & Pulverizing Mills**

*45 Sizes & Styles for Hand & Power, $1 25 to 300.00*



No. 2½, $4.75

New York Branch, 10 Warren Street

The Enterprise Mfg. Co. of Pa., Philadelphia, Pa.

San Francisco Branch, 105 Front Street

# Pure Gold Jelly Powder

# Pure Gold Flavoring Extracts

# Pure Gold Baking Powder

**WE MAKE THE DEMAND, YOU SELL THE GOODS EASILY.**

# STANDARD GRANULATED SUGAR.

A truly Canadian Product.
Made in a Canadian Factory.
Made from Canadian Sugar Beets.
Grown by Canadian Farmers.
Produced by Canadian Labor.



New 700-ton Beet Sugar Factory of the

## WALLACEBURG SUGAR CO., LIMITED

at WALLACEBURG, ONT.

Substantially built and equipped with the most modern and improved machinery in the world at a cost of over $600,000.




# IMPERIAL MAPLE SYRUP

The Standard from Ocean to Ocean.

**Merit Acknowledged**
**Superiority Admitted.**

## YOUR MONEY BACK

IF NOT SATISFACTORY.

ROSE & LAFLAMME, Agents
**Montreal.**

---

## YOU WILL FIND IT

IN THE LAUNDRY EVERYWHERE.

# Ivory Gloss Starch

is the POPULAR BRAND because we have made it our primary aim to PLEASE THE CUSTOMER You can recommend it with perfect safety and it will prove a money-maker.

Brands also manufactured for kitchen purposes.

**THE ST. LAWRENCE STARCH CO.,**
LIMITED
**PORT CREDIT, ONT.**

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## The Auer Gas Lamp.

"TURNS NIGHT-TIME INTO DAY-TIME."

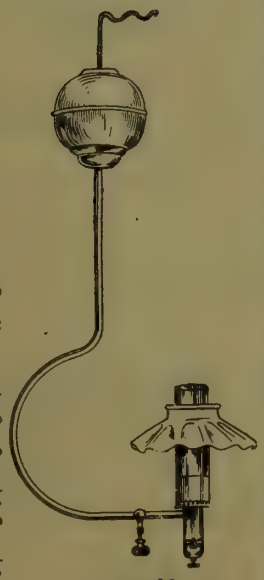
New Styles. Lower Prices.

**Are you interested** in a lamp which gives 100 candle power?

**Are you interested** in lighting your store brilliantly? You know it draws trade?

**Are you interested** in saving half of your bill for coal oil?

**Are you interested** in having the agency for a lamp which does this?



No. 28
100 Candle Power.

**Then write for our Catalogue and Discounts.**

EVERY LAMP GUARANTEED.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

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# SYRUP

We are now putting on the market a very fine Cane Sugar Syrup, which is one of the best things offered to the trade for some while.

***If interested send for Samples and Prices.***
***Wholesale only.***

...THE...

## Dominion Molasses Co.,

Limited

Halifax - Nova Scotia.

**IN STORE Comadre Figs, In TAPNETS**

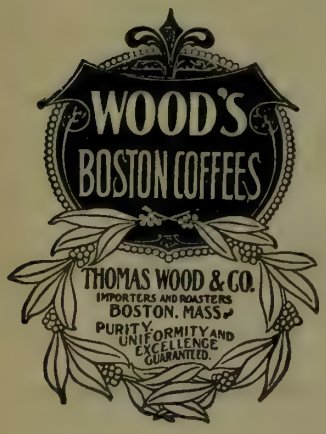


**Choice Eleme Figs,** 2 to 2¾ inches. 10, 20 and 24-lb. boxes.

***ARRIVING :*** Another carload of those choice SANTA CLARA PRUNES, in 50-lb. boxes, at 3¾c. A rare chance. Price subject to advance at any moment.

**W. H. GILLARD & CO.,** Wholesale Grocers, **HAMILTON.**

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## Lessons From the Strike.

If it teaches anything, the great contest proves the truth of the saying : "It is each man's small misfortune that makes up the general misfortune."

Let us apply this rule by contraries : It is each grocer's small fortune in handling choice lines of

# WOOD'S COFFEES

that makes a vast army of them rejoice in general good fortune. New recruits are constantly joining that army.

**THOMAS WOOD & CO., 428 St. Paul St., Montreal**

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# NO IFS——NO BUTS

## We Offer Canadian Tomatoes.

The adverse season did not prevent Grocers' Wholesale Co., Limited, from delivering in full every order booked with standard Canadian goods.

Whether it was good luck or good judgment on our part is immaterial to our customers. The fact remains that they have the goods they bought, and at the contract prices. We still have a limited quantity of

**CANADIAN TOMATOES, CORN AND PEAS** to offer.

TRADE MARK




REGISTERED

**TAPIOCA.** Ask our price on shipment arriving.

---

## Grocers' Wholesale Company,

We are free sellers and desire correspondence with independent buyers.

## Limited, Hamilton.

# The Canadian Grocer

AND GENERAL STOREKEEPER.

Vol. XVI. MONTREAL AND TORONTO, NOVEMBER 28, 1902. No. 48.


## GOOD ADVERTISING.

Notes by Miss Nora Laugher, Toronto.

DON'T rail against your competitor in your ads. If you do, people will form the conclusion that he is hurting your business, and this would hardly be possible unless he handles a better grade of goods, or by larger purchases can offer his goods at lower prices.

* * *

Remember that the more you advertise an honest article the more it will advertise you. Honesty is the best policy both in the matter of reliable goods and the way you advertise them.

* * *

John Wanamaker, that king of advertisers, has always pursued that policy. He is a living illustration of what fair methods and honest dealing can do. Many merchants would think it a little overdone in an instance that came before my notice recently. A Toronto gentleman, with whom I am well acquainted and whose veracity cannot be doubted, while visiting New York called at a large store, intending to purchase a tea-gown to take home as a present to his wife. The saleswoman displayed some very handsome gowns, but the one he set his heart upon purchasing was quite unlike any of the rest—a very artistic garment priced at $27. He selected this one and tendered the amount for payment. As he intended taking the next train home to Toronto, he, of course, desired to carry the parcel with him. He was rather chagrined, after waiting some few minutes to see the saleswoman return to him, not with a neat parcel, but with the chosen gown still hanging over her arm. He was still more surprised when she explained that he could not purchase that particular tea-gown, as it had a tiny flaw at the extreme edge of the hem. The $27 was handed back to him and at first he began to think himself the victim of a small swindle. Wanamaker did not wish to sell the gown at the price. He demanded to see the supposed blemish. It seemed so trifling when brought to his notice that he still wished to possess the gown at the figure named, but the saleswoman declared she would not be allowed to sell it at any price. He persuaded her to go back to the manager of that department, and was exceedingly surprised to find that, as he desired it, they would make the price $17. Of course, he took the gown, and as it was too long and had to be shortened, the tiny hole in the hem did not signify.

* * *

Honesty in business is not, however, confined to the United States, nor to the great Wanamaker. It is the basic principle of hundreds of large and small stores in our own fair Dominion, and they find it a paying principle, too. Not long ago in one of the largest departmental stores in Toronto, a young man one bargain day (no doubt instructed by his better-half), purchased a pretty and jaunty little coat for his wife. When it arrived home it proved to be a little too large, and was returned to the big store for alteration. Unfortunately, by mistake, it was sent away to another lady, some miles out of town, and for the time seemed irretrievably lost. The young man was naturally much annoyed at its non-arrival. Upon interviewing the manager of the mantle department, he was shown several other coats with the request that he would select one. He did so, selecting a stylish coat priced $11, and was agreeably surprised to find that he was not charged one cent extra. He had purchased a coat for $3 in the first instance and the slight delay had not really inconvenienced his wife: yet here was one offered him, better and smarter in every respect and out of new stock which had just arrived from New York. In due course the first coat was returned, and he was at once advised by mail that he could have it also at the price originally paid.

* * *

The Thanksgiving turkey is hardly digested when the progressive merchant begins to consider the all-important question of Christmas advertising. He naturally desires to do even more business than he did the previous year. He realizes that his large volume of trade must increase if he gives both goods and ads. the careful study they merit. Good advertising and good display not only bring a greatly increased business, but give a


FROM CHARLOTTETOWN, P.E.I.

**Candied Peels**

Our new stock of Peels has just arrived from London. We keep only the best quality, and that is James Keeler & Sons' make.

Citron Peel, Orange Peel, Lemon Peel. Quality guaranteed and prices right.

**BEER & GOFF,**
GROCERS.



FROM CHARLOTTETOWN, P.E.I.

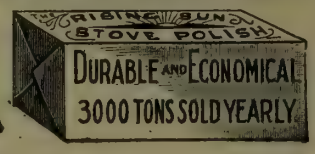
**A Delicious Cup**

That's what our Famous Chase and Sanborn's Coffee makes. We have a nice blend of Mocha and Java ground fresh at the store as you want it. Not half chicory, but pure coffee. Also the well-known "Seal" brand in 1-lb. tins which can't be beat for quality or flavor.

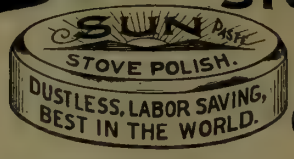
TEAS—We always keep a fine assortment of teas second to none in the city. Give us a call and be convinced.

**McKENNA, The Grocer,**
Corner Queen and Dorchester Streets.

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE




SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE




Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

chance to swell the number of regular customers when prices and selling methods are what they should be.

Many merchants have the erroneous idea that the easiest time of the year to advertise is Christmas time. They think that people are in the buying humor and that anything in the way of an advertisement is good enough to catch the public. Those people never made a greater mistake. Don't do slipshod advertising at Christmas. Don't do it at any time of the year.

* * *

Do your best to help people in their purchasing. Have your goods displayed in the most attractive and suggestive manner. Display your gift-goods for man, woman and child separately — a great aid to buyers. If your advertising space is large enough talk various lines and keep each line apart with a separate heading. Tell why each is especially desirable if you have room. Take each line and present its good qualities as forcibly as possible. Talk it up plain and well.

* * *

The progressive merchant will see the wisdom of good booklet, folder, or circular advertising as an aid to his newspaper advertising. I believe that at no time of the year is a well-gotten-up booklet or concise, well-written circular more valuable than just before or at the commencement of the Christmas trade season. A highly important part of advertising nowadays is the booklet, folder or circular. But it must tell just the right story—it must contain a maximum of description in a minimum of space. Attractive type and good illustrations must be used in the booklet to secure first attention, then careful perusal, otherwise the booklet will be 'flat, stale, and unprofitable," and soon find its proper level in the waste-paper basket.

* * *

With regard to Christmas newspaper advertising, it is a good idea to make a list of the various gift-goods—make a separate list, one for man, one for woman, one for child. State prices on list if possible.

Many merchants find it feasible to offer to lay aside any article upon payment of a small deposit and deliver at the customer's convenience. Remember that at no time of the year is satisfactory service and prompt delivery so much appreciated as during the holiday time. It is well to promise this in your ads. and it is better still to keep your promise.

## WINDSOR RETAIL MERCHANTS.

At the annual meeting of the Windsor, Ont., branch of the Retail Merchants' Association of Canada, held recently at Windsor, the following officers were elected for the coming year: President, A. E. Edgar; vice-president, C. C. Schumacher; secretary, B. G. Davis; treasurer, Geo. H. Wilkinson; auditor, A. J. McTavish. The board of directors will consist of the officers and the following merchants: James Pennington, J. E. D'Avignon, N. J. Clinton, W. A. Sweet and Geo. H. Nairn.



President A. E. Edgar.

The meeting was an enthusiastic one and the association promises to make itself known in the welfare of the city.

The association has done much in the past year in the way of removing objectionable schemes from trade and spreading sociability among its members.

## ON THE QUI VIVE FOR CHRISTMAS.

Up-to-date merchants do everything in their power to facilitate buyers in selecting gift goods during the holiday season. For displaying small articles attractively nothing is half so appropriate as Boeckh's adjustable display tables, which can be used as either tables or shelves. They are the most useful things extant for the Christmas store, and are as ornamental as they are useful. United Factories, Limited, Toronto, have issued a booklet of these goods which is cheerfully furnished to dealers on request.

## A PIONEER IN THE MOVEMENT.

ONE of the first of Montreal's grocers to announce his willingness to give shorter hours to the clerks was M. J. McKerley, of 120 Park avenue. Mr. McKerley's stand had, no doubt, much to do in influencing others in the trade to adopt the early closing on one night in the week, and it is to be hoped that other grocers will follow his example in closing early every night but Fridays and Saturdays. Mr. McKerley announced his intention to his customers in the following well-worded circular:

After long and seriously meditating the long hour question, I have come to the conclusion that when a clerk has served from 7 a.m. to 7 p.m. he has, if faithful to his employer, earned his wages. My intention is to close my place of business from October 1 to May 1 next at 7 p.m., so that my employes may have at least a few hours to themselves in the evening, Friday and Saturday nights excepted.

I know that my customers will agree with me and help me to carry out the idea by placing their order for the day or evening in time that we may do so.

Thanking you for your past kind favors, I solicit a continuance. M. J. McKERLEY.

# CALIFORNIA
LOOSE
# MUSCATELS
2, 3 and 4 Crown.

Mat Figs,
Malaga Fruit
ALL CHRISTMAS GOODS.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, Hamilton

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

OUR LEADER THIS WEEK—100 Barrels and Half-barrels New Orleans Molasses, to arrive in a few days.

Good, bright New Orleans Molasses, in barrels, 18c. Good, bright New Orleans Molasses, in half barrels, 19c.

Write us for prices of Macdonald's Tobaccos.

Look out for our new cash price list. Send your name for our regular list, it will be worth having. All grocery lines will be at cut prices. Write, 'phone or wire

LUMSDEN BROS.,
HAMILTON and TORONTO

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKE.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKE.

# MECCA COFFEE

is a blend of finest Coffees grown ; every Coffee in this famous blend is the highest grade produced in the district shipped from.

***MECCA*** cannot be matched, though, as we learn from the trade, offers to do so are legion. When so accepted by the grocer they turn out disastrously to the buyer who comes back every time to ***MECCA*** more satisfied than ever.

James Turner & Co., Wholesale Grocers, Hamilton
OWNERS AND BLENDERS.

**MALAGA FRUITS ARRIVING**

| | | | |
|---|---|---|---|
| Dehesa Clusters, | – | Boxes | 22 lbs. |
| Choice " | – | " | 5½ " |
| Blue Baskets, | – | " | 22 " |
| Black " | – | " | 22 " |

**SHELLED ALMONDS, SHELLED WALNUTS.**

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# THOS. KINNEAR & CO.,

**Wholesale Grocers,** **49 Front St. East, TORONTO**

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*"Best in the World."*

**HILL, EVANS & CO'S (WORCESTER, ENG.)**

PURE ENGLISH

**MALT VINEGAR** Delicate in Flavor and Aroma. Splendid keeping properties.

**ROBERT WATERS' QUININE WINE**

Quinine in a palatable form—50 years' reputation.

Export Agents:
Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

---

**SPECIAL**

# 800 STILTON CHEESE

(CANADIAN)

Weight about 8lbs. each.

# 1½ years old

In excellent condition—fine flavor, body and texture.

# 13½c. per lb.

Something for your Xmas trade.

---

**A. F. MacLAREN IMPERIAL CHEESE CO., Limited, TORONTO.**

# ELEME FIGS

FINE MATURED FRUIT.

TO RETAIL AT 10c. LB.

SEE OUR TRAVELLERS.

THE DAVIDSON & HAY, Limited,

Wholesale Grocers, TORONTO


## BUSINESS CHANGES.

### DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

THE creditors of T. J. Irvine & Co., grocers, Arnprior, Ont., have held a meeting.

Alex. Desmarteau is curator of H. Robert & Co., grocers, Lachine, Que.

C. Audet, general merchant, Roberval, Que., has assigned to V. E. Paradis.

M. Rousseau, general merchant, Warwick, Que., is offering to comprromise.

J. E. Heon, general merchant, St. Eulalie, Que., is offering to compromise.

Carmichael & Leich (estate of), grocers, West Lorne, Ont., are compromising.

W. A. Paterson, general merchant, of Brysonville, Que., is offering to compromise.

The creditors of J. Boucher, general merchant, St. Adrien, Que., have held a meeting.

A demand of assignment has been made on Dufour & Co., traders, Sault au Recollet, Que.

The creditors of Hyman Abramson, peddler, Kingston, Ont., held a meeting on November 26.

A consent of the assignment of J. D. O'Connor, fish and game dealer, Montreal, has been filed.

A. E. Morris & Co., general merchants, Wallace, N.S., are offering to compromise at 60c. on the dollar.

The creditors of J. J. Gawley, grocer and dry goods merchant, of Belmont, Ont., have held a meeting.

### PARTNERSHIPS FORMED AND DISSOLVED.

M. J. Fitzpatrick & Co., confectioners, Montreal, have dissolved.

Toms, Morris & Fraser, canners, Vancouver, B.C., have dissolved.

Denis & Lemaire, general merchants, of St. Cesaire, Que., have dissolved.

Gagnon & Huot, manufacturers of vermicelli and biscuits, Quebec, have dissolved partnership.

Charland & Lacasse, tobacconists, of Montreal, have dissolved, and a new partnership has been registered.

### SALES MADE AND PENDING.

John Appleton, tobacconist, Hamilton, has sold out.

The assets of Jos. Pineau & Co., general merchants, Bic, Que., have been sold.

The assets of Adrien Barette, general merchant, St. Tite, Que., have been sold.

John Stibbs, grocer and baker, Bradford, Ont., is offering his business for sale.

The business of F. W. Foster, general merchant, Ashcroft, B.C., is for sale by tender.

D. G. Ripley & Son, roller mill owners, Westpool, Ont., are advertising their business for sale.

The assets of the estate of Cumming & Co., general merchants, Ferguson, B.C., have been sold by auction.

L. V. Johnson, grocer, flour and feed merchant, Grand Valley, Ont., is advertising his business for sale.

### CHANGES.

A. L. Current, grocer, Galt, Ont., has sold out to E. J. Powell.

James Dandy, grocer, Medora, Man., has sold out to E. C. Walton.

J. N. Bisaillon, general merchant, Ste. Angele de Monnoir, Que., is away.

The Hong Tai Co., merchants, Nanaimo, B.C., are giving up business.

The Montreal Wine Co., manufacturers of Wines, Montreal, have registered.

The stock of C. Audet, general merchant, Roberval, Que., has been sold.

Henry Gill, general merchant, Ouvry, Que., has sold out to James A. Magill.

J. F. Alexander, general merchant, of Teulon, Man., has sold out to T. Cook.

A. W. Colbert, grocer and baker, Seaforth, Ont., has sold out to W. A. Crich.

Wm. F. Pushelburg, general merchant, Broadhagen, Ont., has sold out to A. W. Eickmeier.

### FIRES.

Thomas H. Carroll, baker, London, Ont., was partially burned out.

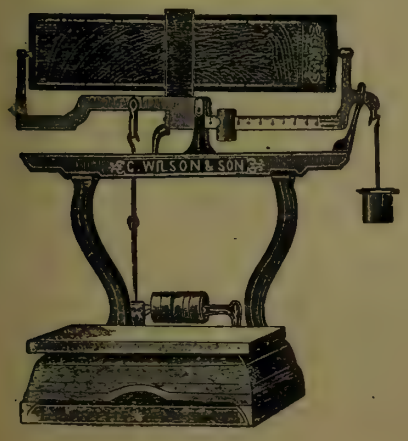
C. F. Trovis, miller, baker and confectioner, Elkhorn, Man., has sustained loss by fire.

### DEATHS.

Jean Goulet, grocer, Levis, Que., is dead.

Samuel Clay, grocer, Ladysmith, B.C., is dead.

Geo. E. Meek, grocer, etc., Vancouver, B.C., is dead.


## Honesty Goes Hand in Hand With Prosperity.

If you are not honest you may prosper for a short time, but your fall will be swift and sure.

If you are honest and find that you do not prosper your case will stand investigation, and in nine cases out of ten the reason the honest grocer does not prosper is because he uses old and infirm scales in his business, and when he thinks he is selling a pound of sugar or rice, or anything else, he really is parting with about a pound and a quarter for the price of a pound.

Are you prospering as you should?

If not, it might be a good thing to look into the scale question. We have a Ball-Bearing Computing Scale which is HONEST. We guarantee this scale and sell it on easy terms.

Wilson's Scales are "MADE IN CANADA"

C. WILSON & SON

69 ESPLANADE ST. E. TORONTO

# THE PROVISION TRADE

AND COLD STORAGE NEWS.

### PORK PACKING IN P.E. ISLAND.

THOUGH Prince Edward Island is the smallest of the Maritime Provinces—in fact, the smallest Province in the Dominion—its importance from the agricultural point of view is great. There is hardly a foot of its soil, from end to end of its limited length, and much more limited breadth, but is fit for cultivation, and will grow the finest crops of hay, oats, wheat, potatoes and other root crops. Add to this that the farmers there farm scientifically and one will see that the tight little Island may well merit the name—"The Garden of the Gulf."

Nearly every part of the Island has the convenience—to the farmers, the necessity of a butter or cheese factory. The farmers recognize that if they take crop after crop out of the soil they must give back something in return, and they thus keep well-filled barns of stock to supply the requisite quantity of manure for their farms. The stock not required is sold off in the spring as the best of fat beef. In fact, there is no season of the year when a butcher may not cross to the Island and bring back any quantity of the finest beef ever handled. Every farmer knows what is salable in the markets in Charlottetown, Sydney or Pictou—not to mention the larger one at Halifax—and they cater to this market. On their special market day, Tuesday, a visit through the Charlottetown market is one of interest, and would be a wonderful lesson to many of the farmers in Nova Scotia and elsewhere. At the close of the market every one has sold out his or her stock—because they take nothing there which is not salable and in the pink of condition.

Five years ago a new industry was inaugurated on the Island when N. & M. Rattenbury established their pork-packing establishment at Charlottetown. Seeing a ready market for their stock the thrifty Islanders went to hog raising, and last year the total number raised and sold is reported at better than 50,000, of which Messrs. Rattenbury handled over 20,000.

A short time ago the Rattenbury interest was purchased by The Dominion Packing Co., composed of prominent Montreal and Halifax capitalists. This company is capitalized with $1,000,000 common stock and $250,000 bonds. On $100,000 of these bonds the P.E.I. Government have passed an Order-in-Council guaranteeing 5 per cent., and the City Council has recommended that the company be exempt from all civic and Provincial taxation for 20 years. The enlargement of this industry will be a great boon to Prince Edward Island, if it turns out what is predicted for it by the promoters.

At present the new company has a capacity for slaughtering and taking care of 500 hogs per day, which they turn into barrelled pork, bacon, hams and sausages; while the offal, formerly almost entirely useless, will be converted into valuable by-products. The company expects to be able to handle at least 40,000 of the 50,000 hogs at present raised on the Island, and eventually increase the capacity of their plant to much greater proportions.

Cattle and sheep have already been slaughtered to some extent, and converted into canned meat or disposed of fresh in the local market. The company intends to go into this branch of the business more largely in the future, and will cater particularly to the Halifax, Sydney, St. John's, Nfld., and St. John, N.B., markets in the line of fresh meats. Warehouses will be erected at the chief distributing centres, and, eventually, the trade will be carried on by their own steamers thoroughly equipped with up-to-date cold storage. They expect, eventually, to be able to handle 20,000 head of cattle and the same number of sheep per year. What supply is lacking will be imported on the hoof to the Island. Poultry is another branch which will be taken up.

The new company commenced operations on October 28, the business being under the management of J. M. Wilie, formerly with Armours, and up to last week had handled 7,000 hogs and a small number of cattle and sheep.

If the present intentions of the company are fully carried out, the industry will be of incalculable benefit to the Island, and all parts of Nova Scotia and New Brunswick, especially the country lying along the Gulf shore.

### VENISON LICENSES.

The butchers' licenses to handle venison expire on December 5. The demand for that kind of meat has been brisk this season, but very little profit has been realized from its sale on account of the $15 license. The larger shops are obliged to handle it for the convenience of their customers. The regulations governing the sale of venison are strict.

### DOINGS AT THE NEW MARKET.

The tenants of Toronto's new St. Lawrence Market provided a treat for those who visited that building Saturday evening, November 22, by engaging the Glionna-Marsicano orchestra to play from 7.30 to 10.30. The music was appreciated by the large number who availed themselves of the opportunity to visit the market when the special attraction was there.

Last Saturday morning the "basket-room" at the market was filled with produce and it took but three hours to dispose of it all. The room was thronged with purchasers.

The butchers did an enormous business the same morning. Many claim that their sales were larger than they ever were at the old market. They are enthusiastic over the success with which they are meeting. The displays of dressed meat to be seen at their stands are a tempting inducement to purchasers.

When the market becomes settled the butchers intend to further improve their places of bnsiness. As nice butcher shops as can be found in the city will shortly be seen in that commodious building.

### THE PROVISION MARKETS.

TORONTO.

A large number of cattle are being received at the Western Cattle Market this week. Some days the shipments reached as high as 75 loads. The demand for all grades is brisk, and the quality is reported as good. The big run of hog shipments still continues, and dealers say the quality is extra good—better, in fact, than it has been for some time past. Nearly 5,000 have been received in the course of the past week. The weather is now more favorable for the handling of dressed meats, and more carcasses are being received as a result. The market in that line continues steady. We quote: Dressed hogs, $7.00 to $8.25; beef carcasses, $5.00 to $10.50 per 100 lb.; hind quarters, $6.00 to $9.00 per 100 lb.; front quarters, $4.00 to $6.00 per 100 lb.; veal, 5 to 9c., and lamb 6¾c. Choicest export cattle are quoted at $5.00 to $5.50; medium, $4.70 to $4.85, and rough, $4.40 to $4.60; feeders, best, $4.30 to $4.60; medium, $3.60 to $3.75, and butchers' best, $4.25 to $4.60, and medium, $3.40 to $3.65. Best live hogs, heavy weight (160 to 200 lb.), are worth $6.00 to $12.00, while light weights sell from $5.00 to $7.50.

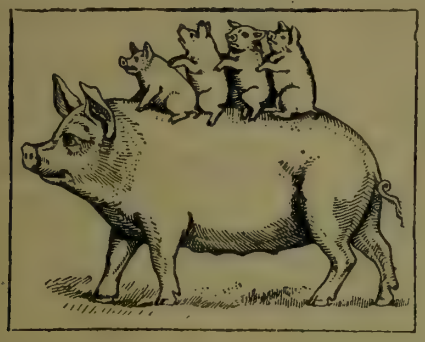
The provision merchants are busy and some experience a difficulty in keeping their shipment demands up. Hog products are at present in good demand. The sale of smoked meats and lard is contiuuing better than usual, considering how late in the season it is. The quantity of venison received this year was much larger than that received last year. It is sold by the carcass at 6 to 8c. per lb. Other lines are active. We quote as follows: Long clear bacon, 11 to 11½c.; smoked breakfast bacon, 14½ to 15c.; roll, 12 to 12½c.; medium hams, 13½ to 14c.; large hams, 12½ to 13c.; shoulder hams, 11 to 11½c., and backs 14½ to 15c.; heavy mess pork, $21.50 to $22.00; short cut, $23.50 to $24.00; lard, in tierces, 10¾ to 11c. per lb.; tubs, 11 to 11¼c., and pails 11¼ to 11½c.; compounds, 8¾ to 10c.; plate beef, $15.00 per 200-lb. bbl.

## The Farmers' Co-Operative Packing Co.

**of BRANTFORD, Limited.**

# Absolutely Pure Lard

is indispensable in the kitchen, therefore an absolute necessity on the Grocer's shelves.



We Guarantee Our Lard to be Absolutely Pure.

***Lard in Tierces, in 50-lb. Tubs, in 20-lb. Pails, in 5-lb. Tins, in 3-lb. Tins.***

A trial order will convince you of its high quality and purity.

When you have any

# BUTTER OR EGGS

to offer, write or wire us. We are buyers.

## The J. A. McLean Produce Co., Limited

75-77 Colborne Street

Telephone Main 2491. Toronto.

# LARD

We are sending out lard just as fast as rendered, ensuring our customers Fresh, New Made Goods, much more desirable to you and your customers than old, held over stock. We shall be glad to have your orders in

Tierces Tubs
Pails Tins
or in 1-lb. Cartons

## F. W. FEARMAN CO.

**(Limited)**

**HAMILTON, ONT.**

# Fresh Pork Sausage.

You will please your customers and increase your trade by handling ***Our Celebrated Pork Sausage.***

Delicious in flavor and always fresh made. Once used always kept in stock. Expressed to all parts of Canada. Try a Sample Basket.

## The Park, Blackwell Co., LIMITED

**PORK PACKERS,**

TORONTO, ONT.

MONTREAL.

The demand from both local and country buyers has been fairly good, all lines moving well. No quotable change has been made in provisions. In dressed hogs somewhat higher prices rule. For fresh-killed, abattoir-dressed stock the price is $8.50, and for country-killed, $7.50 per 100 lb., which prices are about 25c. higher than last week. We quote: Pure Canadian lard, $2.37½ to $2.40 per pail; Fairbank's "Boar's Head" lard compound, 9⅝c. tierce basis, with extras as follows: 60-lb. tubs, ¼c. over tierce; 20-lb. tin pails, ¼c.; 20-lb. wood pails, ½c.; 10-lb. tins, ¾c.; 5-lb. tins, ⅞c.; 3-lb. tins 1c. Snow White and Globe compound, $1.80 to $1.90 per pail; Cottolene, 11¼c. for 20-lb. pails, and 11⅛c. for 60-lb. tubs, for Quebec and Ontario; hams, 12 to 14c.; heavy Canadian short cut mess pork, $24.50 to $25; Canadian short cut clear pork, $23.50 to $24; American short cut clear pork, $24 to $24.50; American fat back, $24.50 to $25; bacon, Wiltshire, 14 to 15c. per lb.; extra plate beef, $14.50 to $15 per bbl.

WINNIPEG.

CURED MEATS AND DRESSED MEATS. The demand for cured meats continues very strong, and prices for some lines are slightly in advance of last week. Hams, for instance, are now quoted at 15½ to 16c., as against 15½c. Bacon, too, is higher being 16½c. for bellies, while backs are unchanged at 15c. Lard in 20-lb. pails is quoted at $2.60; other lines of lard are unchanged.

BEEF—City dressed is worth from 5½ to 6½c.; mutton, 8 to 9c.; dressed hogs, of which offerings have increased, have dropped to 7½ to 8c.

ST. JOHN, N.B.

Chicago prices for barrelled pork are a little lower. Beef is unchanged. In both lines the local supply is larger and dealers use it freely. In lard, the market is very lightly supplied. Quite large stocks of pure bought, but shipments come forward slowly. The same is true in compound. The price is very firm and higher figures are looked for. The fresh beef market is easy and the supply of domestic quite large. Pork is also offered more freely and at lower figures. Mutton and lamb are low. We quote as follows: Mess pork, $23.00 to $23.50; clear pork, $23.00 to $26; plate beef, $14 to $16; domestic beef, 4 to 7c.; Western beef, 7 to 9c.; lamb, 6 to 6½c.; mutton, 5c.; veal, 5 to 7c.; pork, 7 to 7½c.; pure lard, tubs, 12c.; pails, 12¼c.; compound, tubs, 9¼c.; pails, 9½c.; Fairbank's refined, tubs, 10¼c.; pails, 10½c.

The Wm. Davies Co. have a large quantity of pure lard overdue to our trade.

Geo. E. Barbour has a supply of "Climax" lard just received.

PROVISION NOTES.

A strange malady is playing havoc among the swine in South Quebec, numbers of the hogs having died of the disease and hundreds have been slaughtered for fear they should become infected.

CENTRAL Business College.
STRATFORD, ONT.
One of the best Commercial Schools on this Continent. Write for Catalogue.
W. J. ELLIOTT, - Principal.

FISH AND OYSTERS
WHOLESALE.
The F. T. JAMES CO., Limited
76 Colborne Street, TORONTO.

BUY
Star Brand
COTTON CLOTHES LINES
— AND —
COTTON TWINE
Cotton Lines are as cheap as Sisal or Manila and much better.
For sale by all Wholesale Dealers
See that you get them.

POINTER FOR BUSY MEN.
A SHORT TALK
BY
LONG DISTANCE TELEPHONE
OFTEN SAVES
A LONG WAIT.
TRY IT.
THE BELL TELEPHONE CO. OF CANADA.

Wrapping papers that are tough and strong are the cheapest because there is little waste through tearing.
Our Brown and Manilla papers are being used by the leading merchants of Canada who recognize their quality.
Full Count. Full Weight.
CANADA PAPER CO, Limited
TORONTO and MONTREAL.

Sovereign Molasses Candy
A new and delicious Taffee put up in neat boxes to retail at 10c.
100% PROFIT FOR THE GROCER.
Free Sample.
THE GLOBE MFG. CO., 103 Adelaide St. West, TORONTO.

All first-class Grocers and Provision dealers should handle the
"L. & S." and "Imperial"
Brands of Smoked Hams, English Breakfast Bacon, Backs, Lard, Etc.
Long Clear Bacon.
New cured, free from rust, light or medium weights
Write or wire us for quotations in case or car lots.
Fowler's Canadian Company, Limited
HAMILTON.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

GOLD MEDAL, PARIS, 1900.

## Walter Baker & Co.'s

PURE, HIGH GRADE

## Cocoas and Chocolates.



TRADE-MARK.

**Breakfast Cocoa.**—Absolutely pure, delicious, nutritious, and costs less than one cent a cup.

**Premium No. 1 Chocolate.**—The best plain chocolate in the market for drinking and also for making cake, icing, ice-cream, etc.

**German Sweet Chocolate.**—Good to eat and good to drink; palatable, nutritious, and healthful.

**WALTER BAKER & CO. Ltd.**

ESTABLISHED 1780.

**DORCHESTER, MASS.**

BRANCH HOUSE, 12 and 14 St. John St., MONTREAL.

TRADE-MARK ON EVERY PACKAGE.

# "Sarnia" OIL LAMP

**Equal to best American Oil.** **GROCERS ALL SELL IT.**

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

SAMUEL ROGERS, President.

**NONE BETTER THAN THE**

## RASPBERRY, STRAWBERRY AND PEACH JAM,

manufactured by the **J. HUNGERFORD SMITH CO., LIMITED.** Send in a trial order, then you will know more about it.

**J. HUNGERFORD SMITH CO., Limited, TORONTO.**

## G.O.B. Manitoba Patent

surpasses in whiteness and purity any All-Manitoba patent flour of same price, and has equal strength.

**We have considerable Bran and Shorts to offer in mixed cars. Our CALLA LILY is A 1 family flour.**

**MODEL ROLLER MILLS, Perth, Ont.**



## $1 LEARN TO WRITE SHOWCARDS $1

A full course of instruction by mail for **Merchants, Window Trimmers and Clerks.** This full course of Instructions and 34 plates of model Alphabets and Figures, "designed by the leading artist sign-writers," put up in book form, will be mailed postpaid to any address on receipt of **$1.00.** If you wish to be an up-to-date card-writer it will make you one.

**Free.**—Send address and receive full instructions and sample of the New Raised Letter Work.

Write, **W. EDWARDS,** **Carleton Place, Ont.**

There are now over 5,000 retail grocers in Canada selling regularly

# FAIRBANK'S BOAR'S HEAD

## brand of REFINED LARD COMPOUND,




**Orders can be filled by any of the leading packing houses or jobbers in Canada or direct.**

many of whom perhaps have not had their attention called to the fact that FAIRBANK'S BOAR'S HEAD brand of REFINED LARD COMPOUND will go one-third further for all purposes than hog lard. This is quite a saving for the consumer in addition to the difference in the price per pound. Tell your clerks and your customers this.

# THE N. K. FAIRBANK COMPANY.

**Wellington and Ann Sts., MONTREAL, QUE.**

**Chicago. New York. St. Louis. New Orleans. San Francisco. Baltimore. Boston. Philadelphia. London, Eng. Hamburg, Ger**

## THE TOBACCO INQUIRY.

THE evidence before the Tobacco Commission sitting in Montreal, is now all in, and the final hearing comes up this week.

Among the chief witnesses towards the close of the examination was Mortimer B. Davis, president of The American Tobacco Company of Canada, and The Empire Tobacco Company. He testified to the coming into force of consignee agreements, under which those handling the company's cigarettes and tobacco for the retail trade were paid various commissions. The agreements originated for the purpose of giving a uniform rate to the retail trade.

Both companies, said Mr. Davis, were under his immediate direction, and the affairs of both were conducted from Montreal, although there were offices at Granby also. He was a member of the firm of D. Ritchie & Co., which carried on the manufacture of cut tobacco, plug tobacco and cigarettes. At that time they were all foreign-leaf tobaccos. At that time there was also an American Cigarette Company, which was a manufacturer of tobacco in Canada. It manufactured under license from Kenney Bros., an American concern, which had since been merged into another company in the United States. The business of Ritchie & Co. was acquired by The American Tobacco Co. of Canada in 1895, through Mr. Butler, of The American Tobacco Company of the United States. The Canadian Company got a federal charter before starting operations. The American Tobacco Company of Canada became the manufacturers of "Sweet Caporal" cigarettes, which The American Cigarette Company used to make. The American Tobacco Company of Canada acquired the manufacture of all the brands of cigarettes that were being made in Canada in 1895, with the exception of those manufactured by Mr. Fortier, who was in the cigarette business before The American Tobacco Company of Canada was formed.

The American Tobacco Company of Canada manufactured cigarettes and cut tobaccos. The American Tobacco Co. of Canada controlled The Empire Tobacco Company, although there were other stockholders in both companies. The factory of The Empire Company was at Granby, and Mr. Archibald was the proprietor when it was purchased by the present owners. It manufactured plug tobacco, made out of Canadian combination leaf, and it was the competition in foreign leaf that forced it to manufacture Canadian plug.

Three years ago the Joliette factory was acquired, but it was closed last spring, as it was preferred to manufacture at Granby, where the leaf was kept. The business of L. Larue was acquired in 1896. It was a Canadian cut tobacco factory and was still used, Mr. Larue being manager.

The American Tobacco Company of Canada manufactured the same cigarettes in Canada as The American Tobacco Co. of the United States made. The former company manufactured under license from the latter. It was in 1900 that the "exclusive" contract was started. It was not the company that started it, but the Grocers' Guild asked for it, and it started in London, Ont., and extended over the Province of Ontario.

It was afterwards started in the Province of Quebec, but it had not yet gone to any of the other Provinces. He would not be surprised, however, if the jobbers in the Lower Provinces asked to have the agreement put in force, as there was a benefit to be got out of it.

The contract relating to the handling of cut tobaccos was a verbal one only. Those who handled the company's Canadian cut tobaccos got 12 per cent. on the sales; those who handled other tobaccos as well, only got 5 per cent. The wholesale grocers in the west did not want the optional clause in the contract; they unanimously preferred the "exclusive." He did not consider the number of selling agents had anything to do with the demand from the consumer, who seemed to want The Empire Tobacco Company's tobaccos.

The consumer got 60 per cent. more plug, chewing and smoking tobacco, for his money, when that tobacco was manufactured from the Canadian leaf, than when it was made from foreign leaf; the wholesaler made double the profit that he made on the foreign leaf, and the retailer made 10 per cent. more.

Mr. Davis denied that the company had a system of spies to report whether consignees kept their agreements with the companies or not. This was not necessary as the consignees were perfectly satisfied with the present system. The company's cigarette business had greatly increased, and it now amounted to about 75 per cent. of the whole. The proportion of the sales of The American Tobacco Company of Canada and of The Empire Tobacco Company were far in excess of all the others, and it ought to be, for these companies took hold of the trade when in a crude condition, and had spent a lot of money in developing it. The companies had about 60 per cent. of the cut tobacco business.

Before he went into the business of The Empire Tobacco Company, Mr. Davis said the Ontario farmers did not know how to cure their tobacco, and it went bad on their hands. Since the Empire factory was purchased from Mr. Archibald, it had been developed, and the company had helped in growing and curing Canadian leaf tobacco. The natural channel of distribution was to the retailers direct, without the middleman. The "exclusive" clause in the contract was put there so that the company would know that their agents were selling the goods in the proper way, and not because they feared competition. He declined to say how much, and whether or not, anything, was paid to The American Tobacco Company in the United States for the license granted the Canadian company, in which refusal he was upheld by the court.

The system of coupons and tags in connection with the prizes were given to increase the consumption and draw the consumer away from the foreign to the domestic leaf. The company had just put a new brand of chewing tobacco on the market, called "Stag," which they sold at 26c. per lb. He would not say whether the company got any profit out of it at that price. Mr. Davis produced a list of The American Tobacco Company's consignees, showing the names of 435 persons, and also a list of The Empire Company's consignees, which bore the signatures of 200 persons. He said that the cigarettes were made in Canada, but were wholly manufactured from foreign leaf. He did not know of any jobbers or dealers who handled the cigarettes on the 2 per-cent. basis. Any person could get them on that basis, provided he was a large enough distributor. It would not do to make too many distributors of that class, as they would take away business from the other consignees. The company's wish was to encourage the use of Canadian leaf tobacco, and in order to do that, they gave prizes, coupons, and contracts.

The business had increased three-fold since the company started at Granby, and they were considering the advisability of opening again at Joliette.

To issue "exclusive" contracts was commonly done in other trades, such as the match, tanning, cordage, axe, scythe and edge-tool business, the rice business, and the "Force" food business. He thought there were about 25,000 to 30,000 retailers of tobacco in Canada, and so far as he knew there were no contracts which affected the trade.

On reassembling after luncheon on Friday, Mr. Justice McTavish remarked that he had received by mail copies of resolutions passed by wholesale grocers' guilds at London, Ont.; Toronto, Kingston and Hamilton. He intended to acknowledge receipt of them through Mr. Owens, Secretary of the Commission, and to state that the matters to which they referred would be mentioned in due course. He thought, however, that in the meantime it would be well to postpone final action on them until the investigation was actu-

# It Wears Well.

To wear well, an article must be good. And the consumer knows a good thing when once tried. **JAMES' "DOME" LEAD** is good and that's why it's lasted more than sixty years, with the sales steadily increasing.

**W. G. A. LAMBE & CO., CANADIAN AGENTS.**


ally over, but interested parties would be given communication of them.

Albert Hebert, of Hudon, Hebert & Cie, was the first witness on Saturday. His firm was a consignee of both companies and had no reason to complain of the contract. He had signed similar contracts with other firms, and said that it was a common practice in all lines of business.

Mr. Perrault, secretary of the companies, gave figures in regard to the advertising done, which showed that in the last four years The Empire Company had spent for this purpose over $250,000, and The American Tobacco Company of Canada, in the past seven years, nearly $270,000, making a total of over $500.000, while the amount spent by The Empire Company before being purchased from Mr. Archibald, was only $2,308.66.

## LET US BE PATIENT.

The following letter, dated November 21, was received by L. Chaput, Fils & Cie, Montreal, from Chicago. It speaks for itself:

The patience of some of our customers is being severely tried this fall by delays in the shipment of merchandise. Less the blame be laid at the door of the innocent, it is best to be informed as to the causes. During the last year some 80,000 cars were added to the rolling stock of the transportation companies. But, in spite of this remarkable precaution, these companies are now called upon for 59,000 cars in excess of the supply. There has never been anything in the history of the railroading to compare with this inundation. To swell the trouble, very aggravating conditions in California have blocked in the dried fruit and raisin shipment in an especial manner, labor strikes, the inability to pack or obtain the large sizes of prunes, etc. To illustrate: One Chicage house, with 30 cars of these two items sold to retailers on contract, found itself, about November 20, with 27 cars unshipped from the Pacific Coast.

Let it be clearly understood, no wholesale house, east or west, north or south, escapes. No jobber is in the least blameworthy. No human agency could have foreseen this choking of the avenues of distribution. No retailer (it is hoped) will lose his temper after these conditions are understood.

We shall come out from under the crush, and expect to see daylight before competitors do. It is preeminently a time for all concerned to keep sweet-tempered. We ask your forbearance and rely upon your cooperation.

## HINTS TO BUYERS.

**Contributors are requested to send news only not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.**

IF you will write for samples you will see what exceptional value Grocers' Wholesale Co., Limited, Hamilton, have to offer in Ceylon green and black; also choicest golden tipped Assam tea.

L. Chaput, Fils & Cie have received into stock some new Grenoble walnuts.

Paterson's Worcester sauce is again in store with The Eby, Blain Co., Limited.

Catsup in tins, 2's, is in store with Grocers' Wholesale Co., Limited, Hamilton. A bargain.

L. Chaput, Fils & Cie have a very choice lot of Eleme table figs on hand, which they offer at low prices.

E. D. Marceau is expecting any day now 50 half-chests of Indian green Hyson, which shows extra fine liquoring qualities and fine made leaf.

Malaga table raisins are at present a strong feature with The Eby, Blain Co., Limited. They are offering values unequalled in the trade.

White & Co. have a car of Jersey cranberries; as there will be no Budd's Long-keepers this year the trade will rely on this line for late holding.

Close buyers will find it profitable to communicate with The R. & J. H. Simpson Co., Guelph, when open to buy canned goods of all descriptions.

The Eby, Blain Co., Limited, have a special snap in domestic herring, the quality of which is unequalled, and their quotations are away below market values.

L. Chaput, Fils & Cie report the first car of Californian seeded raisins of the season. The fruit is of very fine quality.

The Eby, Blain Co., Limited, have received another car of new Santa Clara prunes, which includes some very fine Silver and Ruby prunes.

Malaga grapes, in bbls., are splendid quality this year. White & Co. have just received a car—weights ranging 60 to 75 lb. gross. Quality, very finest; price, same.

"La Verge" and "Shell" brands of Castile soap, in 2½-lb. bars, and tablets, 100's and 200's, are in store with The Eby, Blain Co., Limited.

The R. & J. H. Simpson Co., wholesale grocers, Guelph, Ont., have recently taken into stock a large quantity of new Californian prunes and tapnet figs in cerions which they are offering at special prices.

Intending buyers of tapioca—small pearl, medium pearl, fine pearl and bullet—and small pearl sago should write The Eby, Blain Co., Limited, for quotations. They have just received a car which they quote at right figures.

Grocers' Wholesale Co., Limited, Hamilton, have had many inquiries for their Canadian tomatoes recently, samples from the United States not being satisfactory. They still advertise Canadian goods.

"How do you feel?" asked the physician of the parson.

"I feel for-giving," replied the good man.

"And you?" he asked of the auctioneer.

"As usual, for-bidding," answered the red-flag follower.

"And you?" queried the M.D. of the Kentucky colonel.

"Oh, you know me, doc," replied the Kentuckian. "I'm always for-g t-full." Exchange.

## OTTAWA TRADE GOSSIP.

BUSINESS is reported among retailers to be only fair, but some better than last week, owing to finer weather. Wholesalers are pretty busy, but no great rush. Sugars are now $3.97 for granulated and $3.32 for yellows. The coffee trade is brisk. Teas are moving well. Retailers in the city are not complaining as much now about the peddlars as during the summer. They find that the trade is improving some.

Salmon is holding its price, good brands being quoted at $1.40 to $1.50. In canned goods tomatoes are worth $1.50 to $1.75. Corn and peas, 90c. Corn is very firm and likely to go to $1. New muscatels and Californian raisins arrived on this market this week. Four-crown are selling at 8 to 8½c.; 3-crown, 7½ to 8c. and 2-crown, 7 to 7½c. Seeded raisins are worth from 9½ to 10½c. Sultanas are quoted from 9 to 10c.; shelled almonds and walnuts are in good demand, and prices have advanced. Almonds are worth 28½ to 29c. and walnuts, 24 to 26c. Syrups and molasses are selling faster, but the prices are the same. Fine Filiatras currants are quoted at 5 to 5½c.; Vostizzas, 6½ to 7c. The quality of the fruit is very good this year.

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Butter is scarce. Good creamery is worth 22 to 23c.; choice dairy, 18½ to 19½c.; rolls, 18 to 19c. The receipts are not as large as at this time last year. Cheese is quoted by jobbers at 12½ to 13c. Eggs are advancing. Limed stock is worth 19c.; fresh selected, 20. Brooms are still high at $2.25.

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Flour and rolled oats are looking up; all grades of flour have raised 10c. a barrel, and some of the mills have advanced rolled oats and oatmeal the same figure. Patents are now quoted at $4.20; bakers', $4; rolled oats from $3.20 to $3.60, in bags, and 20c. higher in small lots.

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Apples at the Fruit Exchange are still selling at good prices: Greenings, No. 1, $2.25 to $2.75; ditto, No. 2, $1.75 to $2; Spies, No. 1, $3.25 to $3.65; ditto, No. 2, $2 to $2.75; Baldwins, No. 1, $3 to $3.50; ditto, No. 2, $2.25 to $2.50; Rib. Pippins, No. 1, $2.25 to $2.10; ditto, No. 2, $1.75 to $2.25; Kings, No. 1, $3.25 to $3.65; ditto, No. 2, $2.50 to $2.70. Some 37,000 barrels of apples are stored in the building just now, and they are arriving in large quantities.

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### NOTES OF THE TRADE.

G. W. Hunt, of the Ottawa Fruit Exchange, has returned from Wionipeg. It is understood he intends to open an exchange there.

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The Ottawa Milling Co., since its inception some months ago, are working up a large export trade. They have been shipping their "K. Y." rolled oats to Glasgow, Scotland, and Copenhagen, Denmark, they receiving word this week that their goods were easily taking the lead on the Glasgow market.

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The Canada Biscuit Co. have appointed Mr. Stuart de la Ronde as their representative for the city. Instead of keeping a stock in store here they will merely canvass the trade and ship from Toronto. Mr. Wagner, of the firm, called on all customers here and straightened up matters, so as to give Mr. de la Ronde a clear start.

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The Ottawa Retail Grocers' Association are holding a Euchre and Smoker in Booth's Hall, Somerset and Arthur streets, on Tuesday night next. They want to see as many grocers and their friends turn out as is possible. Tickets are only 25c. Music and refreshments will be supplied, and an enjoyable evening is expected.

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Bate & Co. are going to enlarge their Sparks street store by the addition of two storeys to the building. Llewelleyn Bate says they figure on using the upper part as a warehouse and a central depot for supplying their retail branches. They will make the Sparks street store, which is now the main one, a branch as well as the rest, and all the retailers will be supplied from the new warehouse.

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At the Ottawa Fruit Exchange last Friday, Mr. McNeill, Fruit Inspector, gave an interesting address to the buyers present on the working of the Fruit Marks' Act. He was listened to very attentively. He also demonstrated with several barrels of apples what constituted No. 1 fruit, and how apples should be packed according to law. The Grocers' Association expect to have Mr. McNeill address them at their next regular meeting in December, when he will go very full into the matter.

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## DSESDEN'S SUGAR FACTORY.

The first barrel of sugar made by The Dresden Sugar Factory has been disposed of. This new establishment, which has just been completed, is equipped for turning out daily hundreds of tons of standard granulated sugar. Over 200 men are employed about this factory, which cost $600,000 to build.

The methods employed by this refinery in manufacturing sugar are about the best that the ingenuity of man has yet devised for that purpose. Everything is done automatically from the time the beets leave the bin until they are turned out into sugar and molasses.

The president of the company is Capt. James Davidson, of Bay City, Mich; the treasurer, James E. Davidson, and the manager, Geo. Elsey, jr.

## PROSPECTS FOR CUBAN SUGAR.

A HAVANA cable to The New York Sun says: "L. E. G. Carden, the British Consul-General, in his report for 1901, speaks very hopefully of the prospects for Cuba. He says that during the year Cuba had little or nothing to fear from the competition of other countries in the production of sugar, whether cane or beet. There is every reason to expect that when the bounties on beet sugar are abolished Cuba will regain the dominant position she formerly occupied in the world's markets.

"The recent crisis was of immense service to the Island, as it forced planters to adopt economical methods, with the result that whereas three years ago it was thought impossible that sugar could be made profitably at 8s. 6d. per cwt., the planters are now hopeful of bringing the cost down to 8s.

"During 1901, 1,434 vessels entered Havana, of which 163, with a tonnage of 215,469 tons, were British. The American vessels entering numbered 974, with a tonnage of 1,078.419 tons; Spanish, 170, with a tonnage of 226,964 tons, and German 28, with a tonnage of 51,660 tons. As a commercial nation, we cannot afford to be a mere passive spectator of the prosperity of a country which already imports two-thirds as much as the richest Spanish-American republic.

"Mr. Carden says there is a strong feeling that Cuba will market raw sugar in England next year. It is also felt that none of the evils which it has been predicted will follow the failure of reciprocity with the United States will come about."

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## STRONG POSITION OF SUGARS.

We learn as we go to press that raw sugars in New York have advanced 1-16c. with large sales on the basis of 3 7/8c. for 96 deg. centrifugal.

Beet sugars of 88 deg. are now quoted at 7s. 10½d. per 100 lb. f.o.b. Hamburg, and there are renewed reports of damage to the roots in the ground by frosts. Mr. Licht estimated Tuesday that the European beet crop had been damaged to the extent of almost 5 per cent. by frost, and gave out that he had reduced his estimate of the outturn by about 90,000 tons.

The British Government accepted the terms of the Brussels Convention on November 24.

As yet no advances have been made on the Toronto market, but prices there are firmer with an upward tendency.

---

Mrs. Henrietta Purdy, fruiterer and tobacconist, Vancouver, B.C., has sold out to Wm. Nicholson.

THE BEST IN
California Seeded Raisins
ARE OUR BRANDS
"EUREKA"—16-OZ. FANCY 4-CROWN. "GUARDIAN"—16-OZ. CHOICE 3-CROWN.
"SENTINEL"—12-OZ. CHOICE 3-CROWN.
THESE GOODS ARE NOW "IN STORE" AND OUR QUOTATIONS WILL BRING YOUR ORDERS.
THE EBY, BLAIN CO., LIMITED WHOLESALE GROCERS, TORONTO.

## PRICE LIST MAKES CONTRACT.

ON November 20, Judge Morson handed down a written judgment in a case tried by him in the Divisional Court, Toronto. The E. W. Gillett Co., of Toronto, sued W. H. Gillard & Co., of Hamilton, to get $19.84, balance on a yeast bill, having sent the usual circular of prices. These prices, the defence maintained, were raised, or, rather the price of the yeast, the only line of Gillett's goods bought by Gillard, was raised, because that was the only line bought by the Hamilton firm. The Toronto firm denied this, and relied upon its published catalogue of prices, which has a clause stating that prices are "subject to change without notice." The judge said: "There is no question but that any vendor can sell at what price he pleases, and can change these prices from time to time as he sees fit; but this he cannot do if he has fixed his prices by contract with his customers. In this case the sending of the price list was an offer to sell the yeast at the prices mentioned in it; and the ordering of yeast by the defendants was an acceptance of that offer, and that constituted a contract at prices quoted; and the shipping of the yeast must be taken as having been done under this contract, which fixed the price and which price the plaintiffs, therefore, could not change as they sought to do. The plaintiffs can charge the defendants only the price quoted in the wholesale list; which the defendants paid before action, and the plaintiffs cannot recover the increased price claim, which is $19.16. I find judgment for the defendants, with costs."

## VISITED BERLIN REFINERY.

Two large excursion parties from Newmarket and St. Catharines, on November 26, visited the factory of The Ontario Sugar Co., Limited, Berlin, Ont., inspected the works and saw granulated sugar turned out from the beets.

The first sugar was made in this refinery a month ago and since then over 500 tons of sugar have been turned out. Over 15,000 tons of beets have been received from the farmers and as much more is expected to come in this season.

Speeches were made by Hon. E. J. Davis and others, stating the importance of this industry to Canada and the room there was for many more such factories in the country.

## A FIRMER TEA MARKET.

The Grocers' Gazette, London, under date of November 15, has the following in regard to Ceylon tea:

"With a strong demand and not enough tea printed for the trade's requirements all prices were again up on Tuesday. Common tea showed another ¼ to ½d. per lb. advance, while for fine kinds it was difficult to say where the jump in prices would end. The upper grades were often 1 to 2d. per lb. up from late sales of the same marks, and with small auctions in the near future the position looks all in favor of the importer. A few of the blenders can between them easily snap up 15,000 to 16,000 packages a week, and this is all we are getting now at auction, although a good deal has been sold privately without coming to the hammer at all."

Charles McKillop, confectioner, of Vancouver, B.C., is succeeded by Theodore & McKillop.

The stock of the estate of W. J. Bawlf, liquor merchant, Winnipeg, has been sold to A. Joly.

Marcello Magnone, confectioner, Cumberland, N.W.T., has sold out to Mrs. D. Anthony.



Keep Your Stock Moving
By buying to-day what will sell to-day and to-morrow.
UPTON'S
JAMS, JELLIES AND MARMALADE
have a ready sale all year round.
A. F. MacLaren Imperial Cheese Co., Limited, 51 Colborne Street, Toronto,
AGENTS.

# Every Little Helps

Salt is a little thing but it can do your trade a lot of harm or good as you elect —"the trifles make perfection." The woman who finds impurity in the salt she buys or the woman who loses her temper because the salt "cakes" isn't going to think pleasantly of the grocer who sold her that salt.

## Windsor Salt

is as good as a Salt *can* be, because it is prepared in the only safe way—by the *Vacuum process.* Every drop of moisture is dried out of it by intense heat—it can't possibly cake. Even the smallest particle of impurity would deprive Windsor Salt of its right and title to that standard saying "as pure as Windsor Salt."

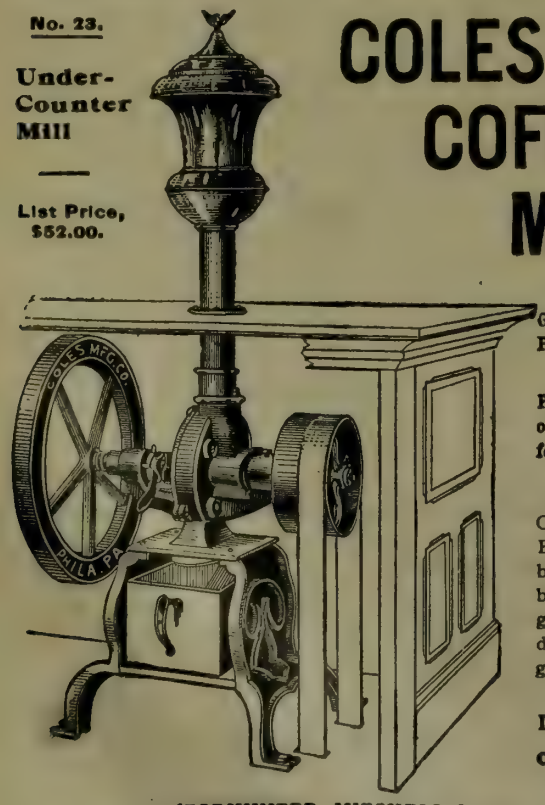
Sold by leading wholesalers everywhere.

***THE CANADIAN SALT CO., Limited,***
***Windsor, Ontario.***

No. 23.

**Under-Counter Mill**

**List Price, $52.00.**




# COLES COFFEE MILLS

**None better for Granulating or Pulverizing.**

**Our mills will Pulverize without heating Coffee.**

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

**A GREAT LABOR-SAVER.**

**Our Grinders wear longest.**

**Agents** { TODHUNTER, MITCHELL & CO., Toronto.
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FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont.

**COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.**

*"To Persist in error is not independence."*



Just because you may possibly not have kept

# Paterson's Camp Coffee Essence

in stock is no reason why you should not order now. You see it sells so well you had better not wait—order now or you may miss a sale.

ROSE & LAFLAMME,
Agents, Montreal.



*"The man who thinks and ACTS is master of the man who only thinks."*

THE CANADIAN GROCER

*President:*
*JOHN BAYNE MacLEAN,*
*Montreal.*

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## GRAND TRUNK PACIFIC.

IT has been officially announced by Mr. Hays, the general manager, that the Grand Trunk Railway System is to be expanded into a transcontinental line. The vast stretch of territory north of the boundary line between Lake Superior and the Pacific Ocean is to be traversed by a third parallel line of railway at some distance north of the two other lines. The new road will be known as the Grand Trunk Pacific Railway, but will remain a part of the Grand Trunk Railway System.

Big as the project is, it will by no means be as great an undertaking as was the building of the Canadian Pacific Railway. The Canadian Northwest is now a land of great possibilities and boundless resources for the growing of wheat and cattle, and abounding in mineral wealth. It possesses a wheat belt larger than that of the Western United States. The Peace River Valley, hitherto almost unopened to commerce, is capable of producing the finest wheat on the continent of America.

Commencing at either Gravenhurst or North Bay, the new transcontinental line will traverse New Ontario, rich with minerals, timber and fisheries; Manitoba, which is only just beginning to grow wheat on the scale it can be produced there; the Saskatchewan Valley, the recesses of which have hardly yet been explored by the white man; the rich wheat producing districts of the valley of the Peace River, a very small fraction of the land surface of which has as yet been subdued by the plough; the district of Northern Alberta with its vast areas of woodland and much coal, to probably pass over the Rockies at the Pine River Pass, 500 miles north of the International boundary line, and 220 miles north of the Yellow Head Pass, which will probably be used by the Canadian Northern.

This new line is to be completed in about five years after the surveys are made. And by that time the output of the Northwest of last year of 70,000,000 bushels of wheat will be greatly expanded.

The railway accommodation in the Northwest is no longer equal to the task of moving the grain crop of that part of the country.

There is every indication that as soon as the Grand Trunk reaches the Pacific it will bid for a share of the trade of that ocean. No doubt but that a great part of the products of the country it will traverse will be carried off to the British and other markets from ports on the Pacific.

The terminals of this railway, as well as those of the Canadian Pacific and Canadian Northern, will become great shipping ports, the importance of which will be enhaced by the completion of the Trans-Isthmian Canal.

The importance the building of this great road will have on the trade of this country is too vast to contemplate. The millions of dollars spent on the building of this great transcontinental line means work for thousands of laborers, activity in our great steel industries and expansion of business for the merchants of Canada. A large home market will be provided for the products of the garden and the dairy, the common articles of food dealt in by the merchant. It means a heavy increase in population which will give our merchants more than they can do to attend to its wants.

## RECIPROCITY WITH CANADA.

IT is gratifying to note the interest that is being manifested in Canada lately by the business men of the United States. Perceiving that the rapid expansion of the Great West, and the industrial activity prevalent from sea to sea has created a valuable market in this country for various products of the factory, foundry and the mine, a movement has been started in the Northern States of the Republic having for its object the effecting of reciprocity with Canada.

The National Reciprocity League, a newly-formed organization officered by prominent men of the Western States will hold a convention at Detroit on December 10 and 11, to consider the question fully and formulate plans for the conducting of a vigorous campaign to bring about the desired result.

At this convention the United States workers for reciprocity with Canada are expected to unite their forces to make a demand on Washington to request the reconvening of the Joint High Commission which adjourned in 1898. Should that body assemble, the supporters of this plan believe that there would result a trade treaty acceptable to both countries. It is claimed that during the past year there has been a radical change in the sentiment of the United States as to having closer trade relations with Canada.

The rapid way in which Canada is being invaded by settlers from the United States during the past two years, and the consequential great commercial and industrial growth of the country, have caused the merchants and manufacturers of the United States a desire to gain admittance to this market to sell their goods. There is now growing up in their minds a fear that this country will go elsewhere for outlets for her surplus products and buy where she sells her goods, if the United States Administration persists much longer in her attitude towards this country in regard to the high tariff which they are at present maintaining.

The value of our imports from the United States for the fiscal year ending June 30, 1902, amounted to $120,814,750, while to the United States we exported $71,196,505.

## DISSATISFACTION WITH CUSTOMS RULINGS

WHEN the late Hon. Clarke Wallace, M.P., took hold of the Customs Department he made radical changes in the administration. He had been a successful general store keeper and miller. He worked on business principles. His predecessors followed red tape and rules, and seemed to consider most importers unconvicted criminals.

Hon. Mr. Paterson, as THE CANADIAN GROCER anticipated, has followed in Mr. Wallace's footsteps. He was a good business man himself, and the important appointments have, as a rule, been given to experienced business men.

In the last few years there has been less friction than at any time. The officials have been generally fair and reasonable in their dealings with the public.

There has, however, been more or less dissatisfaction with many of the rulings by local appraisers and by the decisions from Ottawa. With less prosperous times there will be much more complaint.

Importers at one point have had to pay a much higher duty than those at another. We know of cases where Montreal importers found it more profitable to have some invoices passed in Toronto or at some other point, and vice versa. These differences often enable one importer to undersell another and still make a nice profit.

Rulings have come from Ottawa that have been most inconsistent and showed positive ignorance. One week a special ruling will be sent out for the guidance of collectors. A few weeks later upon an appeal from another port an entirely different decision will be given on practically the same question.

It is not the fault of the officials at Ottawa. It is the fault of the system.

Long ago a remedy was urged in these columns. Its adoption was promised, and an attempt was made to carry it out.

It was that the special appraisers at the leading ports should meet at regular intervals to discuss all questions on which there was a difference of opinion. Their conclusions should be submitted to the Minister for final action.

Generally he would concur, but there would be cases where he might hear the importer and, looking at the matter from the broader standpoint, decide against the view of the Board of Appraisers.

## THE GERMAN SUGAR KARTELL.

TO defeat the purpose of the Brussels Sugar Convention is the task to which the German Sugar Kartell has set itsef. A round robin appeal was made recently by that body to the sugar syndicates of Austria-Hungary, France, Holland and Belgium, urging the creation of an international sugar middle European syndicate which could maintain an arbitrary high price and a limited supply of sugar on the markets of the world, and protect the beet-growers and refiners of sugar from low prices after the bounties have been retired.

Nearly three-fourths of the European beet-sugar supply is produced by the countries interested in this scheme, and the growers and refiners have to unite to grapple with the problem of disposing of their surplus products on the markets of the world after the bounties expire. That event will be on September 1, 1903, and then the profits realized will be much lower than they were under the bounty system.

Germany, the largest sugar-exporting nation of the world, produces about one-third of the sugar produced in Europe. The German Sugar Kartell is therefore the leader in the above movement, as they will have to face a decreased home consumption. They are also meeting with other difficulties. Their exports to the United States are yearly becoming less, owing to the increased production in Cuba, to say nothing of the development of the home beet-sugar industry. And, should Congress reduce or remove the duty on the Cuban product, the German trade in that direction would doubtless rapidly diminish.

The plans of the Kartell call for the presentation of a law to the German Reichstag providing for a higher import duty on sugar than is contemplated in the pending Bill. The last session of the Reichstag, in place of the bounty of .40 marks per kilogram, provided a duty of 4.80 marks to protect the home industry from importations chiefly from Austria and Hungary. The Kartell proposes to materially increase this import duty. This will enable the syndicate to hold up the German market to their hearts' content.

The prestige of the German Sugar Kartell has received a heavy blow in the repeal of the bounty, as the syndicate was able, by the markets at home being kept high, to place its surplus sugar on the British and other markets at prices which no other countries could touch. To keep its grip on the open market this Kartell will have to bring the countries of Central Europe into an international syndicate that will forbid sugar being exported to any country affirming the Brussels Convention. And unless they can carry out this project they will have to face a considerable reduction in the revenue, a big falling off in the exports and a congested market at home.

As our readers are doubtless aware, the British House of Commons a few days ago adopted a Bill concurring in the agreement arrived at by the powers at the Brussels Conference.

## STRONG POSITION OF TEAS.

DURING the past three weeks the London, Eng., tea market has gained considerable strength, and all qualities of Indian and Ceylon blacks have advanced fully 2c. from the lowest points. Green teas of India, Ceylon, China and Japan have gone up about 1½c.

The closing of the Indian market at Calcutta a short time ago was earlier than usual, which, together with the small outturns during October, has created a shortage in Indian teas. Consequently buyers rushed to the Colombo market, where the demand suddenly became much greater than the supply, and the prices of the Ceylon product were also forced up. Added strength was given to the Colombo market by the probability of a moderate crop in that Island.

And the natural result of a scarcity in black teas was the increase in the demand for green teas, hence the appreciation in the volume of these.

Advices of recent date from Japan report that the third and fourth crop teas are now on that market, but are scarce and are selling at high figures. The quality is also said to be not up to the average.

Altogether the situation in teas of all descriptions is a strong one.

# Wide-Awake Retailers.

**Hints and Ideas of Interest.**

## DEALING WITH TIRESOME CUSTOMERS.

By A. W.

ONE of the many annoyances in the daily life of a merchant is the tiresome customers. Of these there are many kinds, from the lady who comes in to purchase a spool of thread and has most of the dry goods spread out on the counter before she leaves, to the garrulous old farmer who expects the merchant or his clerk to listen to an hour's talk about the crops, interrupting himself occasionally in an endeavor to "batter down" the price of some article he intends to purchase.

Then, there are the people who go from one store to another, not to buy, but to "price." They will go into a store, examine minutely certain articles, inquire the prices, consume half an hour of the merchant's time, promise to call again to-morrow or next week and go direct to the next store in that line and go through the same performance there. Having made the rounds, and finding that they cannot do better at one place than another, they go back to the first store and buy, unless in the meantime they have come to the conclusion that they did not want to buy at all.

Women are the worst offenders in this way; but some men are just as bad. It takes them an unconscionable long time a-buying, and while they are at it other customers are waiting impatiently for their turn, not to mention the traveller whose train leaves in an hour, and who is restrained by business etiquette from "breaking in" on a customer.

Some merchants have learned how to dispose of tiresome customers without offending them, but others allow themselves to be robbed of much valuable time every day without making any effort to save themselves from this annoyance which they seem to think is unavoidable, and a part of the business.

By keeping the customer to the point, and by not introducing any subjects that will distract the customer from the fact that he came to buy and not to talk, a merchant can do much to save his time and yet not offend the most sensitive customer.

Do not let your customer away before she has bought what she intended to buy and a few things that she did not intend to get, but get her into the way of making her purchases more quickly and with less loss of time to yourself. A tactful merchant can accomplish this without any loss of custom, and, indeed, can do it so as to please rather than offend a customer, who, after all, may be a slow buyer because the merchant is a slow seller. Then, when he remembers those customers who have been waiting for him to get through with the one ahead of them, and the traveller who has missed his train and won't get home till Saturday night instead of Friday afternoon, he will realize the value of time and make his customers realize it, too.

## RETAILERS SELLING BY CATALOGUE

MUCH can sometimes be gained by following the examples set by the departmental stores in conducting their business. There are now in the United States a number of large retailers who have commenced sending out catalogues of their goods, and thus building up a mail-order trade.

According to a New York paper the cases recorded are chiefly from stores which conduct a business of from $100,000 upwards annually, and their trade is chiefly with well-to-do and wealthy families.

One of these catalogue dealers is located in Harlem, and has an annual business of upwards of $500,000; he orders new goods twice a week, at which time his catalogue is revised, showing the list price every Monday. When the goods are delivered on that day, these catalogues are given out.

They include nearly 1,000 different articles, and the prices of at least 200 of them are changed every issue. For this purpose the retailer has a small printing press on which the forms are kept constantly standing. It is, therefore, but little trouble to correct and strike off a few hundred sheets once a week.

But it is much of a novelty after all, and, no doubt, brings good results, or the dealer would not bother with it. It enables the customers who usually order their supplies from the house to keep posted on the change in prices—which is quite a convenience.

It would be of little service, however, to a retailer of the ordinary class, or, say, those who do an annual business of $10,000 or $15,000, for most customers of that kind order at the store and ascertain all changes in price there.

As the total cost is less than $4 a week, it need not be called extravagant nor a fanciful pastime on the part of the retailer.

## STALE GOODS IN A STORE.

THE wide-awake retailer is always careful not to allow any surplus stock to accumulate in his store. Surplus stock means stale goods, and on this matter The Retailers' Journal has the following to say:

An experienced groceryman will be able to tell the moment he steps into a strange grocery store whether or not the proprietor is acquainted with his business. The store may be clean, the fixtures may be of the most modern pattern, the clerks neat in appearance, and there may be a good number of customers in the store. All this the experienced grocer takes in at a glance. But he looks a little further and in the next glance notices that the grocer is carrying a great lot of stale goods. At once he makes up his mind that the groceryman into whose store he has stepped has never learned his business.

And he is right in his conclusions. It takes considerable watchfulness on the part of a grocer to keep the stale goods from accumulating on his shelves and in every part of his store. Goods that are out of date, goods of a variety still popular, but so old as to have lost that freshness which is always attractive.

In most cases stale goods are the result of poor buying and want of care in management. There is seldom any need of a grocer loading himself up with a line of goods that is likely to get stale on his hands. If he knows his trade as he should, he can guage the quantity he ought to buy. If he buys a bargain he should know that a little extra pains is necessary to the preservation of the goods. They should not be piled up where patrons can see them day after day and week after week. People get tired of looking at a pile of goods, even if they are fresh. They get a stale look simply because they are ever present in the same place. Such goods should be changed about occasionally. In this connection the grocer might learn something from his good wife, who, when she tires of seeing her furniture and other furnishings always in the same place, shifts things about, giving to the rooms an air of freshness.

Any thoughtful grocer, seeing that he is accumulating a lot of stale stuff, can always get rid of it by a little effort. Certain of his customers, if he knows his trade well, he can select and offer them such goods at a bargain. Any way to get the old stuff out of the way and put new stuff in its place.




"And a few lines more on the same subject."

Do you, Mr. Grocer, realize that Japan Teas are passing through a crisis, and one that is shaking the very foundation of their existence? You should be fully cognizant of this. It will pay you to be.

**"SALADA" Natural Green Teas** of Ceylon are displacing Japans (and displacing them to stay displaced), because of Superior Merit—that's all.

Do you think it even remotely possible that we could interest you in this matter? Because, if you have any such views, they are surely worth a postal inquiry.

Address, **"SALADA,"** Toronto or Montreal.

We are by long odds the largest handlers of Ceylon Teas (Blacks and Greens) on the American Continent.

---

# PAPER BAGS




OUR NEW ADDRESS IS:

**30 WEST MARKET ST.**
**TORONTO**

## DOUGLAS & RATCLIFF

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# *LILY WHITE GLOSS STARCH*

is packed in

Handsome 1-lb. Packets.
Beautiful 6-lb. Trunks and Tins.
100-lb. Kegs—extra large crystals.

**Strongest, Whitest, Purest.**

## The Brantford Starch Works,

LIMITED,

**Brantford, Ont.**

# MARKETS AND MARKET NOTES

## ONTARIO MARKETS.

Toronto, November 27, 1902.

### GROCERIES.

A FAIRLY satisfactory volume of business has been transacted in wholesale groceries this week and trade seems equal to last year. Jobbers are busy with the last of their orders for shipment by water to western and northwestern points, and besides are receiving fairly satisfactory sorting orders from the country at large. There have been few changes in prices during the week, and sugar remains as it was at the time of going to press, the advance being fully maintained. Teas are higher in sympathy with appreciations on the primary markets, where all blacks of India and Ceylon are up fully 2c. per lb., and Indian, Ceylon, China and Japan greens are fully 1½c. higher. There has been a heavy business in all kinds of dried fruits this fall, and buyers in anticipation of this had bought freely. But many are experiencing difficulty in getting in their deliveries on time by reason of shortage in the crops or delays in shipment from the primary markets, owing to the scarcity of cars. Selected Valencia raisins are scarce and a little higher and Californian dried apricots are up 1c.

#### CANNED GOODS.

The prices of peas and corn continue firm and unchanged with a fairly active demand for them for the time of the year. Tomatoes are still scarce, high and much wanted. Armour's canned meats have advanced in the United States and are therefore firmer in tone here without any change in their prices. The demand for them is light. Fruits are quiet and steady. Sardines are firmly held and the domestic grades are showing a tendency to go up, owing to a reported shortage in their catch this year from the Atlantic Coast. Additional news of the proposed new combine of 37 salmon canneries of British Columbia, outside the present association, state that the new combine will issue better terms than those made by the present combine. The new concern proposes to buy out all the canneries for cash.

#### COFFEES.

The local coffee market is stronger on account of the increased strength of the Rio market in all grades, owing to advances in Brazilian exchange. The local trade keeps steady, with the bulk of the business doing in the cheaper grades. We quote as follows: Green Rios, No. 7, 7¾c.; No. 6, 8c.; No. 5, 8¼c.; No. 4, 9c.; No. 3, 10 to 12c. per lb.

#### NUTS.

Trade in nuts keeps improving with the advancement of the season, but the high prices prevailing this season are having the effect of curtailing their consumption to some extent. The prices are firmly maintained.

#### RICE AND TAPIOCA

A fair amount of interest prevails in rice and tapioca, but transactions are largely of the hand-to-mouth order, the orders being mostly for small lots. On the Southern markets the higher grades of rice are scarce but the offerings of the lower grades continue fairly free. The outside markets for tapioca continue dull. We quote as follows: B rice, 3½c.; Japan, 5½ to 6c.; sago, 3¾ to 4c. and tapioca, 3¼ to 3⅜c. per lb.

#### SYRUPS AND MOLASSES.

There is a good demand for syrups and molasses on the local market at steady and unchanged prices. The outside syrup markets were firm in tone and no attempt was made to hurry sales.

#### SPICES

Both white and black peppers are quiet and firm. Ginger is in moderate demand and the other lines are fairly active. Cable advices from Holland report an advance in prices for mace of 2c. per lb.

#### SUGAR

When going to press last week we were able to report advances both in New York and Canada in refined sugar and also an advance of 1-16c. for 96 deg. centrifugal, and a fractional advance in 88 deg. beet sugars. Since then the United States market has advanced 10c. for refined in New York and 20c. per 100 lb. in San Francisco, without having any further effect on Canadian prices, which remain at $3.98 for Redpath's, St. Lawrence, Berlin and Wallaceburg, and $3.93 for Acadia XXX standard. The local situation is quiet at the moment and the consumptive demand is light. However, dealers consider the situation worth watching, and it is expected in some quarters that an advance in New York refined would be followed by a similar movement here.

**See pages 43 and 44 for Toronto, Montreal, St. John and Halifax prices current.**

For the week cane sugars have advanced another 1-16c., large sales having been affected on the basis of 3 13-16c., duty paid, delivered in New York, for 96 deg. centrifugals. At the close there were no buyers or sellers at this figure, the sellers now holding out for 3⅞c. and offering little sugar at that price, so in view of the prospective requirements it is anticipated that we shall see 4c. per 100 lb. paid for 96 deg. centrifugals before long.

Beet sugar of 88 deg. test for the week advanced to 7s. 10½d. f.o.b. Hamburg, but has now reacted to 7s. 9⅜d. for November and 7s. 9d. for December shipments. These prices are from 8 to 9c. per 100 lb. above the parity of 96 deg. centrifugals, duty paid in New York. The recent advances in raw sugars are attributed to the scarcity of cane sugars in the hands of the United States holders and to the extreme frosts which have prevailed in the European beet sugar countries, causing fear that the roots which are still in the ground will be injured. Mr. Licht has further reduced his estimate of the new beet crop by 125,000 tons, leaving it now at 5,725,000 tons for all Europe, but since this estimate was issued the very cold weather has set in and a further modification in the estimate is looked for.

#### TEAS

The primary market this week has been strong for all grades of Indian and Ceylon greens and black teas, and prices have advanced for these and also for China and Japanese greens. Cheap Indian blacks are up 2c. from the low point and cheap Ceylons are up about 1½c. and the prices may shortly reach the parity of 7d. for leaf teas. Indian and Ceylon pekoes and pekoe Souchongs are from 6¼ to 7½d., and are strong, the finer grades of orange pekoes are scarce, and desirable catchy teas are in small supply. China teas have not been as high for years. The Japan market has closed, and anything offering of the third and fourth crop is poor stock. Prices for these are higher than for the earlier teas. There is also an active demand for greens from 6¼ to 7½d., in Indians and Ceylons. Mail advices from London, Eng., say that the late feeling of depression has been entirely removed and the prices of Indian teas under 6d. have advanced to the extent of fully ¼d. per lb. Better teas were also in improved demand and sold at improved rates. All grades of Ceylons showed advancing rates, common leaf being ¼ to ½d. dearer, while the better grades frequently showed a more pronounced rise.

### FOREIGN DRIED FRUITS.

CURRANTS.—Shipments of currants continue to come forward from Greece. The crop this year has been of excellent quality and buyers on this side of the Atlantic have bought freely and in larger quantities than usual. The demand is keeping up well. We quote: Fine Filiatras, 5½c. up; Patras, 6¼ to 6⅞c. and Vostizzas, 7 to 8c. per lb.

VALENCIA RAISINS.—These are still scarce and wanted. A number of Canadian buyers have been making inquiries on the New York market, and negotiations are pending looking for the sale of a considerable lot. We quote: Fine off stalk, 7 to 8c.; selected, 8 to 9c. and selected layers, 9 to 10c. per lb.

SULTANA RAISINS.—There is an active inquiry for Sultana raisins, and we quote 9 to 13c. per lb.

DATES.—These are more in demand. Stocks of Hallowee and Khadrawee dates are reported to be about exhausted in London, Eng., and therefore it seems probable that the present prices of both these varieties are about as low as they will be this season. Quotations follow: Hallowees, 5½ to 7½c.; Sairs, 4½c. and Fards, 7½ to 8c. per lb.

PRUNES.—There is a good active demand for prunes at unchanged prices. Quotations are as follows: Californian prunes, 100-110s, 4c.; 90-100s, 5 to 5½c.; 80-90s, 6 to 6½c.; 70-80s, 6½ to 7c.; 60-70s, 7 to 7½c.; 50-60s, 8 to 8½c.; 40-50s, 8¾ to 10c. per lb.

CALIFORNIAN SEEDED RAISINS.—There is an active inquiry for seeded raisins and sales are being readily made at full prices. We quote: 3-crown, seeded raisins, 7½ to 8c. and 4-crown, 8 to 8½c. per lb.

CALIFORNIAN EVAPORATED FRUITS.—Peaches and apricots continue active and the prices of apricots have gone up

a little. We quote: Peaches, 9 to 11c.; apricots, 10 to 13c. per lb.

### GREEN FRUITS.

The volume of trade in green fruits on the local market continues moderate with an increasing demand for oranges, lemons, Malaga grapes, etc., for the Christmas trade. The local movement in apples is slow, but there is quite a quantity being forwarded for export. Cranberries are firmer in tone and have advanced, partially owing to the increasing strength of the primary markets. Prices follow: Pears, per basket, 30 to 35c. and apples, 10 to 25c. per basket and $1 to $2 per bbl.; lemons, $4.25 to $5 per box; onions, ordinary, 45 to 60c. per bag; Spanish, 65c. to 70c. per case; oranges, Jamaica, $2.50 to $2.75 per box; Floridas, $3.50 to $3.75 per box; Jersey sweet potatoes, $2.50 to $2.75 per bbl.; cocoanuts, $3.75 per sack; quinces, 30 to 35c. per basket; Cape Cod cranberries, $9.50 per bbl.; Nova-Scotian do, $9; bananas, $1.25 to $1.75 per bunch; grape fruit, $4.50 per box; lemons, Californian, $4.50 to $4.75 per box; Malaga grapes, $5.50 to $7 per bbl.

### VEGETABLES.

Prices are steady on almost all lines of vegetables and the bulk of the demand is for potatoes. Quite a quantity of cabbage, cauliflower, etc., are going out and radishes are being no longer offered. We quote: Lettuce, 30 to 40c. per dozen; mint and parsley, 15 to 20c.; cauliflower, 50c. to $1 per dozen; cabbage, 30 to 50c. per dozen and $1 per barrel; pickling cabbage, 25 to 50c. per doz.; carrots, 40 to 50c. per bag; beets, 40 to 50c. per bag; potatoes, $1 to $1.20 per bag; celery, 50 to 75c. per dozen; squashes, $1 to $1.50 per dozen; pumpkins, 50c. per dozen; artichokes, 50c. per bushel; spinach, 40c.; parsnips, 40 to 50c. per bag; vegetable marrow, 30 to 50c. per doz.; citrons, 40 to 50c. per dozen.

### COUNTRY PRODUCE.

EGGS.—Few strictly fresh eggs are arriving and high prices will be paid for selected stock. The bulk of the business is in the cold stored and pickled article. For fancy stock 25c. will be paid by some buyers. The range of quotations is as follows: Strictly new laid, 20 to 25c.; cold stored, 17 to 20c.; pickled, 17 to 18c., and second grades, 16 to 17c. per dozen.

BEANS.—Holders of beans are still firm in their views and buyers are holding off at the prospect of paying high prices. One mixed lot of 50 bushels of prime and handpicked stock was sold at $1.80 per bushel this week, but the majority of holders are asking $2 in large quantities. We quote choice handpicked beans, $2 to $2.15 per bushel.

DRIED AND EVAPORATED APPLES.—Evaporated apples are freely offered at 7 to 7½c., and a fair number of sales for future delivery are being made at that figure. There is no call for the dried article.

HONEY.—There is still a fair business being done in honey and the market is unchanged. We quote: Extracted, 8 to 8½c. for large quantities and 9 to 9½c. per lb. in small lots. Combs, $1.50 to $1.75.

POTATOES.—The receipts continue fairly large and transactions have been made this week on the basis of 75 to 80c. per bag in carlots on track here.

### BUTTER AND CHEESE.

BUTTER.—In butter there is reported a steady market for all grades with a firmness in creamery prints and solids on account of the stiffer markets in England therefor. There have been large receipts of large choice rolls of dairy this week, and sales have been made readily. Dairy tubs, freshly made, are in good demand. We quote as follows: 1-lb. prints, 17 to 18c.; choice large rolls and tubs, 16 to 17c.; secondary grades, tubs and rolls, 14 to 15c.; bakers', 13 to 14c.; creamery prints, 21 to 22c. and solids, 19½ to 20c. per lb.

CHEESE.—The market opened higher this week both in Canada and Great Britain, and then eased off a trifle. The stocks here and in the Old Country are lighter than they were and a high market is anticipated until the end of the season. We quote: Finest, 12½ to 13c. and seconds, 11¾ to 12c. per lb.

### POULTRY AND GAME.

POULTRY.—There is a big demand for dry picked poultry of all grades. The arrivals have been fair. The following are the quotations: Turkeys, 10 to 12c. per lb.; geese, 6 to 7½c.; young chickens, 8c.; or 45 to 70c. per pair; ducks, 7c., or 60 to 90c. per pair, and old fowl, 6c. per lb. For live poultry we quote as follows: Turkeys, 8c.; geese, 5c.; ducks, 7c.; chickens, young, 7 to 8c. and old, 5 to 6c. per pound.

GAME.—The arrivals of game have been large but the demand is still very poor, resulting in an accumulation of stock. The prices are unchanged. We quote as follows: Teal, 20c. per pair, and pin tails, 30 to 35c.; black ducks, 70 to 75c.; butterballs, 30 to 35c.; red heads, 60 to 65c. and blue bills, 20 to 30c.

### FISH.

There has been considerable buying of Lake Erie herring by United States buyers for shipment to New York, where at present there is a scarcity of trout. The prices advanced rapidly, sales being made at as high as 13c. in large quantities, but the market has settled down lately to a steadier basis, the prices now ruling being 6 to 8c. per lb. There is a good demand for oysters, owing to the colder weather, but the catch at Baltimore is reported to be short this season, and the prices therefore may rise. Other lines of fish are a little quiet, and frozen fish are coming on the market in increasing quantities. Prices are as follows: Frozen fish, trout, 7½ to 8c.; whitefish, 7½ to 8c. Fresh fish—Lake Erie herring, 4 to 5c.; perch, 4 to 5c.; pike, 6c.; British-Columbian salmon, 15 to 20c.; mackerel, 15 to 20c.; halibut, 15c.; blue pike, 4c.; live lobsters, 25c. per lb.; oysters, $1.25 to $1.35 per wine gallon; selects, $1.50 to $1.60; Digby herring, 50c. per bundle of 6 baskets; finnan haddies, 7½ to 8c. per lb. in 15-lb. boxes; codfish, $4.50 for 25-lb. boxes and $1.80 for 2 doz. box; quail on toast, 5½c. in boxes; boneless cod, 4½c per lb.; ciscoes, $1.25 per basket; kippered herring, $4 per case of 4 doz. tins; Labrador herring, in half-barrels, $3 and lake herring, $4; salt sea salmon, $8 to $10 per 100-lb. bbl.; salt sea mackerel, $2 per kit (20-lb. pail.)

### GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.—The market for grain is steady and unchanged. We quote prices on track, Toronto: Red wheat, 72c.; white wheat, 72c.; barley, 40 to 45c.; oats, 34c.; peas, 76c.; buckwheat, 52c.; rye, 50c. per bush. The arrivals so far this fall have been light.

FLOUR.—The market for flour is steady and unchanged. The demand is good. We quote: Onatrio patents, in bags, $3.35 to $3.65; Hungarian patents, $4.10 to $4.20; Manitoba bakers', $3.75 to $3.90; straight roller, $3.40 to $3.50 per barrel.

BREAKFAST FOODS.—An active demand continues for oatmeal and rolled oats and the prospects are for steadier prices until the end of the year with possibilities of an advance. We now quote: Oatmeal, standard and granulated, in carlots on track here, $4.45; standard rolled oats in carlots on track here, $4.25 per barrel; in wood, 15c. extra; broken lots are 25c. per bbl. extra; rolled wheat, $2.25 in 100-lb. bbl.; cornmeal, $4; split peas, $4.75; pot barley, $4.25 in 196-lb. bbls., or $4.10 in bags.

### HIDES, SKINS AND WOOL.

HIDES.—There is a steady business doing in hides, with an accumulation of stock. We quote as follows: No. 1 green, 8c.; No. 2 green, 7c.; No. 1 green, steers, 8½c.; No. 2 green, steers, 7½c.; cured, 8½ to 9c. per lb.

SKINS.—These find a ready sale on the market. Quotations are as follows: Veal skins, 6 to 14 lb. inclusive, No. 1, 10c.; No. 2, 8c.; do, 15 to 20 lb. inclusive, No. 1, 9c.; No. 2, 7c.; deacons (dairies), 60 to 70c. each; sheepskins, 65c.

WOOL.—The Old Country market for wool has improved much this fall, enabling holders here to get rid of their accumulated stock and as this better feeling continues, the market here is much stronger and prices of fleece wool have advanced ½c. We quote: Fleece wool, 14c. and unwashed wool, 7½c. per lb.

TALLOW.—This market is quiet and prices are likely to be lower. We quote 6¼ to 7c. per lb.

### SEEDS.

Trade in seeds continues quiet. Prices at outside stations are unchanged at $6.50 to $6.75 for red clover; $6.50 to $7 for alsike and $1.50 to $1.75 for timothy.

## QUEBEC MARKETS.

Montreal, November 27, 1902.

### GROCERIES.

ALTHOUGH trade is still quite active among wholesale grocers, there is not the rush for deliveries that characterized the market a fortnight or so ago. Among the active lines are Christmas goods of all sorts, which this year have started off unusually well. The market has been fairly steady throughout the week, a notable exception being sugar. Those of our readers who are interested in the raw fur business will find these goods included in our list of market quotations this week, and in the future we will endeavor to keep collectors posted as to the city markets.

#### SUGAR.

On the 20th inst., Montreal refined sugars went up another 10c., making 20c. during that week, and prices are now $3.90 for No. 1 granulated; $3.70 for No. 2 granulated, and $3.25 to $3.75 for yellows. The last advance upon the Montreal market followed upon a rise of 10c. in New York. The market at present appears firm at the advance, and under the higher prices an increased volume of business has been done, though there has been considerable speculation. The foreign markets for raw beet are still strong, which doubtless has its effect on the market for the refined article.

#### TEAS.

Recent advices report a firmer feeling in the Indian market both lor blarks and greens. At the latest auction in Calcut-

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ta which has been reported, 27,600 packages of Indian blacks were offered, the largest of the season. The quality was not changed, but there was a strong demand for all grades and prices were firmer. In greens, 750 packages were offered. There was no advance in rates, but the tone of the market was firmer. Unfavorable weather conditions have prevailed in the tea districts of late, and it is becoming doubtful if the crop will be as large as last year. Prices are, however, still lower, but no one is expecting any decline. The exports of Indian teas from April 1, 1902 to November 1, were 107,018,796 lb., as against 98,407,541 lb. for the corresponding months of 1901. American buyers have been increasing their purchases considerably, the increase amounting to about 4,000,000 lb. Ceylons and Japans show no change on this market. The latter are still high and very firm. Offerings are exceedingly light, and prices range from 18½c. up to 22 and 24c. per lb.

### SYRUPS AND MOLASSES.

There is nothing new to report in corn syrups. The movement is slow and prices are as follows: In bbls., 3c.; in half barrels, 3⅛c.; in ¼ barrels, 3⅜c.; in 38½-lb. pails, $1.40 and 25-lb. pails, $1.10. In Barbados molasses there is some business doing, but nothing like what one expects at this season of the year. We quote as follows: Barbados, 23 to 24c.; New Orleans, 16½ to 17c.; Antigua, 24c. and Porto Rico, 38c.

### SPICES.

Importers of spices have had an unusually good season this year, although their business is now slacking up to some extent. Jobbers are still doing a good business in spices, and this is expected to keep up until close to the Christmas season. No changes in prices are quoted on the local market. The crop of mace on the Banda Islands for 1901 has been 2,409 piculs, and of nutmegs, in shell, 14,076 piculs, a very much smaller crop than that of 1900. For 1902-1903 the crop will likely be very light, owing to the damage done by the long drought. Large nutmegs and prime Banda mace are scarce. The primary market all round is very firm, prices showing an advance of 10 to 12 per cent. for nutmegs and mace. Locally, there is no quotable change. We now quote: Nutmegs, 35c. to 55c. per lb., as to size; penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 22c., according to grade; white, 25 to 27c.; ginger, whole Cochin, 15 to 17c.; Japan, 13 to 14c.; Jamaica, 16 to 20c.; Afghan, 12 to 13c.; ground, Japan, 15c.; Cochin, 16 to 17c.; Jamaica, 20 to 22c.; and Afghan, 13 to 14c.

### RICE AND TAPIOCA.

The movement in both the above lines keeps up fairly well at unchanged prices. Our quotations are still as follows: B rice, in bags, $3.02½; in half bags, $3.07½; in ¼ bags, $3.12½; in pockets, $3.17½. In 10-bag lots an allowance of 10c. is made. CC rice, $2.92½ in bags; $2.97½ in ½ bags; $3.02½ in ¼ bags and $3.07½ in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4 to 5c. per lb. and tapioca, 3⅛c.

### CANNED GOODS.

The situation in canned goods is still strong, though no actual changes in prices have been made during the week. Tomatoes remain at $1.50 to $1.75, most of

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what business is doing being under the latter figure. Corn and peas remain firm at the advance of last week. It is reported here that the entire make of one cannery was sold to a firm in Toronto at $1.41 delivered in that city. Locally, we quote as follows: Tomatoes, $1.60 to $1.75; corn, 95c.; peas, 90c. to $1.27½; string beans, 87½c. to 90c.; strawberries, $1.45 to $1.60; blueberries, $1.25; raspberries, $1.45 to $1.60; gooseberries, $1.45 to $1.60; pears, 2's, $1.60 to $1.70; 3's, $2.10 to $2.15; peaches, 2's, $1.65 to $1.70; 3's, $2.50 to $2.75; 3-lb. apples, 85 to 90c.; gallon apples, $2.10 to $2.20; 2-lb. sliced pineapples, $2.20 to $2.30; grated pineapples, $2.50; pumpkins, $1 per doz.; spinach, $1.50; sugar beets, 95c. to $1.00; salmon, pink, 92 to 95c.; spring, $1.25; Rivers Inlet red sockeye, $1.30; Fraser River red sockeye, $1.40

### FOREIGN DRIED FRUITS.

CURRANTS.—The situation in Greece is reported brighter. Shipments to all parts from Greece up to November 1, amounted to 91,500 tons gross, as against 73,000 tons gross last year. The market in Greece remains firm. On the local market there is no change. We quote as follows: Fine Filiatras, 5¼ to 5½c., in cases; cleaned, 5½ to 5⅝c.; in 1-lb. cartons, 6 to 7c.; finest Vostizzas, 6¼ to 7c. per lb.

SULTANA RAISINS.—The price is unchanged at 9 to 10c. per lb. for fine fruit.

VALENCIA RAISINS.—Another advance has been made in the price of these raisins, and the prices are very firm. Selected are scarce on the market at present. We quote: Finest off-stalk, 8c.; selected, 8½c.; layers, 8¾c. to 9c., according to brands.

MALAGA RAISINS.—The tone of the local market is strengthening in sympathy with the situation on the primary market and an advance is expected shortly. We quote: London layers, $1.50 to $1.60; "Connoisseur Clusters," $2.10 to $2.20; ¼'s, 65 to 70c.; "Royal Buckingham Clusters," $3.15 to $3.25; ¼'s, $1; "Excelsior Windsor Clusters," $4.50 to $4.60; ¼'s, $1.30 to $1.40.

FIGS.—A London report states that shipments from Smyrna to England have not exceeded 8,000 bags. The market is firm at 19½ to 20c. per lb. for Eleme figs, according to size, and $1.20 per tapnet for Comadras.

DATES.—There is a fair demand. Hallowees are now quoted at 4 to 4½c. per pound

CALIFORNIAN RAISINS.—Arrivals of Californian seeded raisins are reported on this market. The fruit is said to be of good quality.

PRUNES.—No quotable change has been made. The market is still firm, and we quote: 8½c. for 10-50s; 8c. for 50-60s; 7¾c. for 60-70s; 7½c. for 70-80s; 6⅞c. for 80-90s; 6½c. for 90-100s. Italian prunes are offered at the following prices: 40-50s, 7½c. to 7¾c.; 50-60s, 7 to 7½c.; 70-80s, 5½ to 5⅝c.; 90-100s, 4½ to 4⅝c. per lb.

### NUTS.

The market is unchanged as to price. Arrivals of new Grenoble walnuts are reported. We quote: Walnuts, 12½c.; Tarragona almonds, 12 to 13c.; shelled walnuts, 24 to 26c.; shelled almonds, 29 to 30c.; filberts, 9½c.; Pecans, 15c.; Brazil nuts, 14 to 15c. per lb.

### GREEN FRUITS.

Business in the seasonable lines of green fruits and vegetables is fairly good. Jamaica oranges are higher this week. In new dates a reduction of ¼c. per lb. has been made. Other lines are unchanged. We quote as follows: Jamaica oranges, in barrels, $5.00 and in boxes, $3.00; Messina lemons, $4 per box; cocoanuts, $3.50 per bag of 100; bananas, No. 1, $1 to $1.50 and 8-hands, $1; Canadian cabbage, 25 to 40c. per dozen; potatoes, $1.15 to $1.30 per barrel; plums, $1.50; pears, $3.25 and limes, $1.50 per box; Canadian apples, in barrels, $1.50 to $3 and in baskets, 20c. to 30c.; egg plant, 50c. per basket; Canadian pears, 10c. per basket; Spanish onions, 60c. per crate and $2.25 per case; sweet potatoes, $3.00 per bbl., and Malaga grapes, $5.50 to $7.00 per keg; cranberries, $10 per bbl.; red onions, $2 per bbl.; chestnuts, 9 to 10c. per lb.; Boston lettuce, $1.15 per doz.; wax beans, $2.50 per basket; green beans, $2.50 per basket, and cucumbers, $2.25 per doz.; pineapples, 24s, $4 to $4.50 per crate; Tokay grapes, $3.25 per box; grape fruit, $6 per box; new dates, 4¼c. per lb.; figs, 14c. per lb.

### FISH.

The movement in fish this week is not active, as many of the boats have stopped running for the season, and retailers have secured all they will need for the present. Dore, pike, halibut and salmon are all quoted lower, as frozen fish is now being brought on the market. Smoked herring have advanced considerably, and No. 1 green cod, which has been tending higher during the week, is now worth $6 per barrel. B. C. salmon is 50c. per barrel higher. Canadian ¼ sardines are from 25 to 50c. per 100 lower. Quotations follow: Haddies, 6c. to 7c.; smoked herring, 15c. per box; fresh haddock and cod, 3½c. per lb.; dore, 6 to 6½c.; pike, 5c. halibut, 9c.; salmon, 9c.; No. 1 herring, Nova-Scotian, $5.50 per bbl. and $3 per half bbl.; No. 1 Holland herring, $6.50 per half bbl.; No. 1 Scotch herring, $6.50 per half bbl. and 95c. per keg; Holland herring, 70 to 80c. per keg; No. 1 green codfish $6.00 and mackerel, $20.00 per barrel; boneless cod, 1 and 2-lb. blocks, 6c. per lb.; loose boneless cod, 5c. per lb. in 40-lb. boxes; dried codfish, $4 to $4.50 per 100-lb. bundle; British-Columbian salmon, $12.50 per barrel; standard bulk oysters, $1.40 per gallon; Marshall's kippered herring, $1.45 per dozen; Canadian kippered, $1.00 per doz.; Canadian ¼ sardines, $3.50 to $3.75 per 100; canned Cove Oysters, No. 1 size, $1.30 per doz.; canned Cove oysters, No. 2 size, $2.20 per doz.; Malpeque shell oysters, $6 to $7.50 per bbl.

### BUTTER AND CHEESE.

BUTTER.—Butter appears to be a little firmer this week. Finest Quebec is now quoted at 21½c. and finest Townships, at 21⅜c., with occasionally a pet factory obtaining 22c. Secondary grades sell according to quality. There is a fair demand, and receipts are comparatively light, owing to the factories, contrary to custom at this time of the year, still making cheese. The big price of cheese is no doubt to a great extent responsible for the make of butter at present, and it is not thought that the quantity of butter will equal that of last year. A small amount of business in second grades has been done with United States buyers.

CHEESE.—The cheese market has eased off a bit in price, though owing to the fact that business at present is on a poorer quality of fall goods, the lower figures, which amount to about ½c., do not have much significance, and earlier cheese would bring about ½c. more than present rates, all round. Prices on the wharf at the first of the week were from 11⅜ to 11⅞c. Quebecs are now quoted at 11⅞ to 12c. and Ontarios, 12⅛ to 12¼c., which prices are for November cheese. The factories are still making cheese. The demand has slackened somewhat. English firms continue to make inquiries, but are not altogether willing as yet to pay the price asked. An advice from the London market, however, indicates that buyers will not be able to hold off much longer.

### COUNTRY PRODUCE.

EGGS.—An advance of 2c. has taken place in the price of selected eggs, and candled stock are also higher, as both these lines are in good demand and offerings are not heavy. The movement in limed and cold storage stock is active. Our quotations are as follows: Selected, 21c.; candled stock, 19½ to 20½c.; Montreal limed, 18c. in a jobbing way; straight receipts, 18½ to 19c.; Montreal limed, 17½c.; cold storage stock, 17½c. and western limed, 16½ to 17c. per doz.

POULTRY.—Offerings of poultry are still limited and the market remains firm, though no quotable change is reported. There is a fairly good inquiry, but not much business has transpired, owing to the light receipts. We quote as follows: Choice turkeys, 12½ to 13c.; ordinary, 10½ to 11c.; choice chickens, 10½ to 11c.; ordinary, 8 to 10c.; ducks, 9 to 11c.; geese, 7 to 8c. per lb.

BEANS.—No quotable change has been reported. Business is somewhat quiet though prices are well maintained and primes in carlots are worth $2 and in smaller lots, $2.05 to $2.10.

MAPLE PRODUCTS.—There is no change and the market is very quiet. Our prices are as follows: Syrup, in large tins, 70 to 80c.; in small tins, 50 to 60c.; in wood, 5 to 5½c. per lb. Sugar, 8½ to 10c. per lb.

HONEY.—There is only a light demand for honey and the market is quiet but steady. We quote: White clover in comb, 11 to 11½c. and white strained, 5 to 8½c. per lb.

POTATOES.—Some advance is noted in the price of carlots of ordinary stock, although choice potatoes are unchanged. A fairly good business is doing and prices are firm. We quote: Choice stock, in carlots, 72 to 75c.; ordinary, 65 to 68c., and in small lots, 90c. per bag.

ASHES.—The market is dull and featureless. Prices are: First pots, $4.35 to $4.40; seconds, $3.60; pearls, $6.25 per 100 pounds.

### FLOUR AND GRAIN.

FLOUR.—The only quotable change occurs in straight roller flours, which have advanced 10 to 15c. The feeling in almost all lines is firm. The demand is still good and an active trade is doing. We quote: Choice Manitoba spring wheat patents, $4.20; seconds, $3.90; strong bakers', $3.50; straight rollers, $3.60 to $3.75; winter wheat patents, $3.75 to $4.00.

GRAIN.—A further decline is noted in buckwheat and though the market appears a little steadier, the price is by no means firm. Peas have dropped off some in price, but are firmer at present. Trade is quiet in grain on spot; the export season being near the end shippers are not inquiring for spot stuff. Prices are as follows: Rye, 56c.; peas, 80c.; corn, 70c.;

## CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

### PARTNER WANTED.

WANTED—ENERGETIC BUSINESS MAN with from $3,000 to $7,000 capital to take interest in good paying grocery business, old established. Present principal of firm would retire if desired. Address, Box 9, this paper. (49)

### SITUATION WANTED.

COMMERCIAL TRAVELER WITH A1 CONnection among grocers, bakers and confectioners from Halifax to Victoria, open for engagement January 1st. Salary or commission. Address, "Traveler," care of THE CANADIAN GROCER, Montreal. (48-50)


Established 1860.

**Geo. Wells & Matthews**

Commission Merchants,
Live Stock, Grain and Produce Salesmen,

**SYDNEY, N. S. W., AUSTRALIA.**

We are prepared to act as Canadian agents for shippers of flour and all lines of produce. Communications invited, consignments received, and information supplied as to market value here.

**Head Office:**
**Corporation Buildings, Sussex St.,**
Cable address, "Wells" } SYDNEY, N.S.W.
Code, A B C. }

**Perkins, Ince & Co.**

**Wholesale Grocers**

FRONT STREET EAST,

**Toronto.**

**WESTERN** Incorporated 1851
ASSURANCE COMPANY

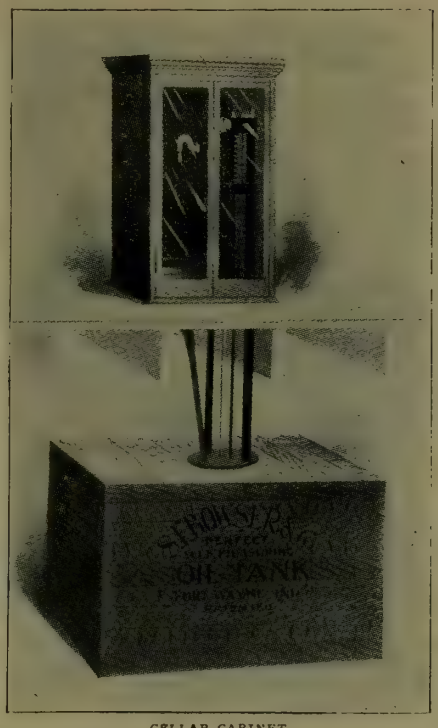
**Fire and Marine**

| | |
|---|---|
| Capital - | $2,000,000.00 |
| Assets, over - | 2,900,000.00 |
| Annual Income | 3,000,000.00 |

Head Office: TORONTO, ONT.

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President.
C. C. Foster, Secretary.

**IN THE DAYS OF BIG PROFITS**



CELLAR CABINET.

"ANY OLD WAY" OF HANDLING OIL WAS THOUGHT "GOOD ENOUGH."

**SMALL MARGINS**

OF TO-DAY DEMAND THAT TO MAKE ANY PROFIT ALL WASTE MUST BE STOPPED AND UP-TO-DATE METHODS MUST REPLACE THE ANTIQUE WAYS OF OUR FATHERS.

**A Bowser SELF-MEASURING Oil Outfit**

IS THE UP-TO-DATE METHOD BECAUSE THEY

**SAVE IN OIL IN TIME IN LABOR MONEY**

Let us give you other reasons.
Fifty different styles of oil or gasoline outfits.

Catalogue "B" giving full information free for the asking.

**S. F. BOWSER & CO.,** Factory: FORT WAYNE, INDIANA.
65 Front St. East, TORONTO.

**Cut this out if Interested.**

For the next month it is not a question of profit with us. We have had all the business we could handle successfully this year up to the present, and have decided to unload some of our surplus stock in **TEAS, COFFEES, SPICES, CURRANTS, RAISINS, FIGS, PEELS, DATES,** and all other lines except combination goods, and if our customers and others want to take advantage of our liberality do not hesitate to write us for quotations on any lines that you are interested in. We have an extra fine EARLY MAY PICKED JAPAN TEA, at 18½c., that is hard to match, and we are noted for having extra good value in all lines of Teas. Samples upon application.

**The R. & J. H Simpson Co.,**
WHOLESALE GROCERS AND TEA IMPORTERS,
Telephone No. 275. Guelph, Ont.

P.S.—We will have an opening for an experienced Grocery Traveller the first of next year Territory, north of Guelph. Applications by letter only considered.

**Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.**

**SEND YOUR NAME** if you have, or will get,

**H AND H** TRADE MARK

the unequalled cleaner. People who once use it, **want it,** and we will do some sampling for you. **34 Yonge St., Toronto.** All wholesalers sell it.

**Dried Apples**
**Evap. "**
**Waste and Chops**

**WE ARE BUYERS.**

Send sample and advise quantity, if you have any to offer.

**THE W. A. GIBB CO.**
**7 Market St., - HAMILTON.**

buckwheat, 53c.; barley, 49c.; oats, 37 to 37½c. ex-store.

FEED.—Though no actual changes in price have taken place the market is still firm under an active demand. Prices are as follows: Manitoba bran, $18, and shorts, $20; Ontario bran, $17 to $18, and shorts, $19 to $20; mouillie, $23 to $30, according to the quality.

OATMEAL.—The market for rolled oats is somewhat unsettled. Trade is quiet. We quote, in small lots, barrels, $4.60; bags, $2.25. In carlots, barrels are quoted at $4.30 and bags at $2 to $2.05.

BALED HAY.—A fairly good business is doing on this market. No. 1 timothy is quoted 50c. higher this week, while clover has gone lower. Although shipments from this side to England have been heavier than the demand warranted this year, advices state in the new year a much greater demand will be felt. We quote: No. 1 timothy, $9 to $10; No. 2, $8 to $8.75; clover, $6.50 to $7 per ton in carlots.

## RAW FURS.

We give below the prices ruling for raw furs for the next three months. Offerings of furs are fairly good in all lines, excepting coat coon skins, which are likely to be scarce. The report for the October, 1902, fur sales, shows a decline from last March of 20 per cent. in red fox, silver fox, and bear; an advance of 10 per cent. in lynx; a decline of 10 per cent. in otter; while marten, mink and fall muskrat realized old prices. Taken as a whole, however, prices paid this year are fairly good. We quote:

| | | Large | Medium | Small | Kitts | Full Beaver $2.00 to $2.50 per pound. | | Spring Beaver $3.00 to $3.25 per pound. |
|---|---|---|---|---|---|---|---|---|
| BEAVER | Labrador and choice Eastern | $6.00 | $5.00 | $2.75 | $1-1.50 | | | |
| " | Territory Rocky Mountains and Western | | | | | | | |
| | Strictly Prime, or, No. 1 | 6.00 | 4.00 | 2.00 | .50-.75 | | | |
| | Partly Prime, or, No. 2 | 4.00 | 3.00 | 2.00 | .50 | | | |
| | Unprime, or, No. 3 | 3.00 | 2.00 | .75 | .40 | | | |
| | Flat, weak, or poor, or, No. 4 | 2.50 | .50 | .25 | .25 | | | |
| | | Large | Medium | Small | 2 | 3 | 4 | Cubs. Year'l |
| BEAR | Black Choice only | 15.00 | 10.00 | 7.50 | 6.00 | 3.00 | .50 | $2.00 to $8.00 |
| " | Brown " | 12.00 | 7.00 | 5.00 | ..... | ..... | ..... | 1.00 to 5.00 |
| | | 1 | 2 | 3 | 4 | | | |
| BADGER | Of all sections | .50 | .25 | .10 | .05 | ..... | ..... | ..... |
| | | Dark | Brown | Pale | 2 | 3 | 4 | |
| FISHER | Eastern and far North-Eastern | 6.50 | 5.00 | 5.00 | 3.00 | 1.75 | .50 | |
| " | Territory and Western | 6.50 | 5.00 | 3.50 | 2.00 | 1.00 | .50 | |
| | | Large | Small | 2 | 3 | 4 | | |
| FOX | Red North-Eastern and similar fine bright red kinds | 3.50 | 2.75 | 1.25 | .75 | .20 | | |
| " | Territory and Western | 3.50 | 2.75 | 1.40 | .50 | .20 | | |
| | | Dark | Fair | Pale | 2 | 3 | 4 | |
| " | Cross Value principally as to beauty, also size & richness | 10.00 | 7.00 | 4.00 | 2.50 | 1.50 | .50 | |
| " | Silver Eastern and far Northern | 75.00 | 50.00 | 25.00 | 20.00 | 9.00 | 4.50 | |
| " | Pacific Coast, Territory and Western | 50.00-60 | 35.00 | 20.00 | 15.00 | 5.00 | 2.50 | |
| | | Large | Medium | Small | 2 | 3 | 4 | |
| LYNX | Far North-Eastern | 4.00-5.00 | 2 to 3.50 | 2.25 | 2.00 | .75 | .25 | |
| " | Territory and Western | 4.00-5.00 | 2 to 3.50 | 2.25 | 2.00 | .60 | .20 | |
| | | Dark | Brown | Pale | 2 | 3 | 4 | |
| MARTEN | British Columbia, Northern Pacific and similar | 7.00 | 5.00 | 2.50 | 1.75 | 1.00 | .25 | |
| " | Territory and Western | 3.50 | 2.25 | 1.50 | 1.00 | .60 | .20 | |
| " | Quebec and Ontario | 3.00-3.50 | 2.25-3.00 | 2 to 2.25 | 1.00 | .50 | .25 | |
| | | Large | Medium | Small | 2 Large | 2 Small | 3 | 4 |
| MINK | Halifax, far North-Eastern and choice | 4.00 | 3.25 | 2.50 | 2.25 | 1.50 | .40 | .25 |
| " | Territory and Western | 1.50-2.00 | 1.50 | 1.00 | .75 | | .25 | .15-25 |
| | | Spring | Winter | Fall | Kitts | | | |
| MUSKRAT | Eastern, best large | | .10 to .13 | 8 to 10 | 2 to 5 | | | |
| " | Territory and Western | | 5 to .10 | .07 | 2 to 4 | | | |
| | | Large | Small | 2 | 3 | 4 | Cubs | |
| OTTER | Labrador and far North-Eastern | $10-$14 | 7.00-10 | 5.00 | 2.50 | 2.00 | $1.00 to $2.00 | |
| " | Territory and Western | 6.00 | 4.50 | 3.50 | 2.25 | .50 | .25 to .50 | |
| | | Large | Small | 2 | 3 | 4 | | |
| RACCOON | | .75-1.25 | .60-75 | .33-50 | .25 | .15 | | |
| " | Black—Value according to darkness, size and beauty | 2.25 | 2.00 | 1.00 | .50 | .25 | | |
| | | Black | Sh't St | Long St | White | | | |
| SKUNK | | .75-1.25 | .75 | .40-.50 | .05-15 | ..... | ..... | ..... |
| | | Dark | Brown | Pale | 2 | 3 | 4 | |
| WOLVERINE | Value according to darkness, size and beauty | 5.00 | 4.00 | 2.50 | 1.50 | .75 | .25 | |
| CASTOREUM | | $5.00 to $6.00 per pound. | | | | | | |

## MONTREAL NOTES.

Sugar has advanced 10c.

Jamaica oranges are 25c. higher.

Eggs are 2c. per dozen higher.

Malpeque shell oysters are 50c. per barrel lower.

## NEW BRUNSWICK MARKETS.

St. John, N.B., November 24, 1902.

THE weather here is very unusual for the season, being so warm. The river is still open. It has been the longest open season on record. The river opened very early in the spring. The first of the winter-port steamers are here and from now out we will have several each week. Business is very active. The lateness in the arrival of Californian raisins, particularly seeded, is a great inconvenience to the trade. Generally, prices are higher, sugar showing quite a sharp advance. Hops are very much higher than the ruling price for some time past. Smoked herring are higher than for years. Canned goods have much interest this week, but the bulk of the inquiry was for peas.

SALT.—The Wholesale Grocers' Guild is proving a very active body. Several lines are now sold at list prices. Salt is the last line to be included. This refers to the Canadian article. The prices are a little higher than have ruled, but afford only a fair profit. In fine salt, Canadian has the market. In Liverpool coarse, prices are firmly held. The higher freights affect the market. There is a steady sale and the market is quite well supplied. We quote: Liverpool coarse, 55 to 60c.; English factory-filled, 95c. to $1; Canadian fine, $1.50 per bag; cheese and butter salt, $2.25 to $2.35 per bbl.; 5-lb. bags, $3.10 per bbl.; 10-lb. bags, $2.85 per bbl.; 20-lb. wood boxes, 25c. each; 10-lb. wood boxes, 15c. each; cartons, $1.90 to $2 per case; English bottled salt, $1.25 to $1.30 per dozen; mineral rock salt, 60c. per 100 lb. (Selected lumps.)

OILS.—In burning oils prices have been again advanced and are firm. Dealers having largely bought should have a nice profit. This refers to the country dealers, as the city retail trade is supplied by the tank wagon and are much less likely to have stock. In lubricating oils a fair business is reported but paint oils are dull and the market is rather weak.

CANNED GOODS.—While in the west peas do not seem as high as corn, on the local market the latter are rather scarce and there has been quite an effort to get further supplies. Prices are higher. Corn is in quite a good supply. Prices are firm. In tomatoes, some American are due. They cost high and spot prices must advance. Fruits have a steady sale and gallon apples are firmer. The local market is lower than the western. Strawberries are rather firmer. Blueberries are very scarce and higher prices are asked. Other lines are unchanged. Oysters are slightly higher. Salmon are unchanged and have a fair sale. In domestic packed fish prices are rather firmer. Sardines, which are the larger line, are a lighter pack than usual.

GREEN FRUITS.—The apple situation is very different from that which is usual at this season. Quite a quantity of United States and Ontario apples are here and are offered at reasonable prices. In United States apples, chiefly Baldwins are offered in fine apples, and from Ontario, Northern Spies. The Nova Scotian crop is short. Some of the stock arriving is poor and for good stock high prices are asked. Oranges are meeting with a fair sale. Jamaicas hold the market. Lemons remain high and about the only line offezed are Malagas. In cranberries, as the season advances there is a wider range in prices. Natives get rather lower and imported advance; this is because they are the harder berry. Few bananas are seen. In grapes, Malagas have a good sale.

DRIED FRUITS.—The raisin market is higher. The rebate of 1c. allowed the Canadian trade on Californians has been withdrawn, and besides this, prices are higher. The non-arrival of seeded places the trade in a most unpleasant position, but it is expected to have them for the Christmas trade. The prices are higher and it is impossible to get prompt shipment. This is particularly the case with choice. Malaga loose are also higher. There is a fair stock here of Malaga and Valencia. The market is well supplied with prunes. The prices are low. Coast advices report a rather firmer market. New evaporated apricots and peaches are on the market. Dates are low and figs are firm. Peels are not a large stock. Evaporated apples are lower. Onions are lower; they are a large stock. In nuts, except peanuts, prices are quite high. In walnuts, the supply is light.

DAIRY PRODUCE.—Eggs are higher with a light supply. They have a fair sale. Butter is rather dull and selling slowly. The price is unchanged. Cheese is very firm and the stocks are light.

SUGAR.—There was quite a sharp advance this week. Fair stocks are held and the retail trade are well supplied. The market is very firm. It is not thought that the extreme low prices will return for the present.

MOLASSES.—There is a fair stock held here, chiefly Porto Rico. The prices are well maintained and there is a steady sale. Some Barbados is still offered.

FISH.—The high price and very firm market in smoked herring is a feature. Prices have advanced about 100 per cent. in a short time. The supply this season is very light. Finnan haddies have been in light supply but they are now more

In store a little early lot of 100 bales 1902 crop strictly pure Mayette Grenoble Walnuts. Shipper, Mr. Paulin Carret, of Tullins, France, which is a guarantee of fine quality.

**A few more of our Fall Importations in**

# Dried Fruits:

| | | |
|---|---|---|
| 9,000 Boxes | Valencia Raisins | Trenor's "Blue Eagle." |
| 2,300 Boxes | Valencia Raisins | J. D. Arguimbau. |
| 5,000 Boxes | Valencia Raisins | Carmelo Pallares. |
| 2,000 Boxes | Valencia Raisins | Juan Ferchen |
| 110 Skeletons | Smyrna Layer Figs. | |
| 5,000 Tapnets | Comadre Figs. | |
| 2,000 Boxes | Sultana Raisins. | |
| 2,000 Boxes | Malaga Table Raisins. | |
| 1,000 Quarters | Malaga Table Raisins. | |
| 1,000—50-lb. Boxes | Malaga Loose Muscatel Raisins. | |
| 2,000 Half-Cases | Fine Filiatra Currants. | |
| 2,000 Cases | "Wedding-Cake" Brand Washed Currants, Cartons. | |
| 1,250 Cases | "Wedding-Cake" Brand Washed Currants, Loose. | |
| 62—224-lb. Cases | "Cyclone" English Candied Peels. | |
| 600 Boxes | Hallowi Dates. | |

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# Hudon, Hebert & Cie

MONTREAL.

freely offered. Dry fish are unchanged. Pickled herring are rather easier. We quote: Haddies, 4 to 5c.; smoked herring, 12 to 12½c.; fresh haddock and cod, 2 to 2½c.; boneless fish, 4 to 5c.; pollock, $1.60 to $1.70 per 100 lb.; pickled herring, $2 to $2.15 per half bbl.; dry cod, $3.25 to $3.35; pickled shad, per ½ bbl., $6.00.

FLOUR, FEED AND MEAL.—In both Manitoba and Ontario flours the market is firm at the higher prices, and now the regular change to winter freight rates adds still further to the cost. Feed is higher and scarce. Oats and oatmeal are firmly held at full figures. Beans are again tending higher, though they have not recovered their former position. Cornmeal, while lower, seems to be again tending higher. Changes for some time have been slight. We quote: Manitoba flour, $4.75 to $4.80; best Ontario, $4.30 to $4.35; medium, $3.95 to $4.00; oatmeal, $4.50 to $5.60; cornmeal, $3.00 to $3.10; middlings, in small lots, $26 to $28; oats, 40 to 41c.; handpicked beans, $2.35 to $2.40; prime, $2.25 to $2.50; yellow eye beans, $2.80 to $3.00; split peas, $4.55 to $5.25; barley, $4.25 to $4.40; hay, $9 to $10.

### ST. JOHN NOTES.

The rebate of 1c. per lb. on Californian loose muscatels to the Canadian trade has been withdrawn by the Association.

The first car of Californian loose muscatels to arrive here this season, were shipped by The J. Armsby Co.

A. F. Randolph & Sons, Fredericton, N.B., have a car of Californian dried fruits due — the celebrated "Griffin" brand. They are fortunate in having new seeded, of which there are practically none in St. John.

The St. John Wholesale Grocers' Guild is becoming a strong organization, and the trade are finding much direct benefit therefrom in the way of fair profits. This was the more needed as our market is not large and there are a large number of jobbers. On the following lines there is now an agreement in regard to prices: Macdonald's tobaccos; sugar, flour and Canadian salt.

## MANITOBA MARKETS.

Winnipeg, November 23, 1902.

THE situation does not show much change for the week. The little snow that fell last week has all disappeared and this has not tended to help business, as it has spoiled the roads to a great extent. Jobbers, however, state that business is satisfactory and collections are coming in very fairly, though not as fast as they would like.

SUGARS.—The principal item of interest for the week is the advance of sugars in sympathy with the New York market. The advance makes the present prices $4.50 for granulated and $3.90 for bright yellows.

CANNED GOODS.—The canned goods situation has not altered materially. The high price of tomatoes and the consequently increased demand for corn has advanced the price of corn, and although it is now quoted at $2, shipments received this week cost almost that to lay down and it is expected that higher prices will be quoted next week. Tomatoes are quoted at $3.60 to $3.75 per case.

COFFEE.—Coffee is steady and firmer in tone and looks as if it might go higher. No. 5 Rios are quoted at 8¼ to 8⅜c.

TEA.—Notice has been received of an advance in tea prices generally, amounting to about a penny per lb. The Manitoba market shows a considerable increase in the amount of Japan tea being sold this season, which is attributed to the large number of Americans who have come in during the year. Until the last two or three years practically nothing but black tea was sold in this market.

DRIED FRUITS.—Word has been received that the customary discount of 2½ per cent. on muscatel raisins will be discontinued. This notice coupled with an advance of ½c. in the primary market looks as if the prices would be higher here. At present we quote 7c. for 2-crown; 7½c. for 3-crown and 8c. for 4-crown fruit. Valencia raisins and new currants are without change.

EVAPORATED FRUITS.—Californian apricots are firm at 8½ to 10c., according to size.

GREEN FRUITS.—Californian navel oranges have arrived and are quoted at $5.50 to $6; Mexican oranges, $5, and lemons, $6. The interest of the market continues to be centred in apples, for which there is a large and steady sale. Spies, owing to scarcity of good stock, have been advanced to $4; other varieties of winter apples are quoted at $3.50.

DAIRY PRODUCE.—The business is now confined to dairy butter chiefly, and the supply of fresh-made is much below the demand. Dealers are offering as high as 16 and 17c. for fresh tubs of well-made sweet dairy. There is a liberal supply of second grade, for which there is no demand.

CHEESE.—The stocks are all Ontario of excellent quality, and jobbers are holding at 13½c.

EGGS.—In spite of the weather having turned very mild the scarcity of eggs continues and there is no prospect of increased supplies. Dealers quote 22c. Winnipeg for fresh eggs, subject to candling.

## NOVA SCOTIA MARKETS.

Halifax, November 23, 1902.

DURING the last week the wholesale grocery business has been remarkably good, and all dealers are kept constantly busy making up and shipping fall and winter orders which are coming in regularly, and of good volume, from the travellers on the road, or by mail. The markets show no signs of weakness and there is every confidence that the present good business will continue. With the general sale of farm produce now going on the country seems well supplied with money and purchases are made with great liberality. The jobbers throughout the country, anticipating a good trade through the winter season, are stocking up freely. For the past month a heavy trade has been done in this city with the shore ports which have no rail communication, and are shut in by ice for a portion of the season, but this trade is about over. Navigation is still open; in fact, we have had no frost and only one slight flurry of snow, but the fact that the close of navigation along the coasts is uncertain causes the bulk of this trade to be out through before the middle of November.

* * *

Last week an advance of 10c. on sugar was noted in New York, and as this article is easily affected, the advance will be made here in full, though at present only 5 cents advance is quoted. Molasses is in good demand, and full quotations given earlier in the season are being realized.

* * *

Flour is still firm with an advancing tendency, some brands of Manitoba being quoted at 10c. higher during the past week. Rolled oats are very firm and have advanced 50c. during the last month. Cornmeal is also firm with an upward tendency. Bran costs $2 per ton more than a month ago, and all mill feeds are firm. This is the season when considerable trade is done in feeds preparatory to the winter season, but stocks in the city are not heavy.

* * *

The fish markets are still dull, on account of no improvement having taken place in the Southern markets. The wholesalers are not anxious to buy, having already large stocks on hand sufficient for their requirements. Holders are now accepting a price they refused a month ago. This is accounted for by the fact that a very large quantity of Newfoundland fish have been brought here—and once here they must be sold at any price the markets will afford. Stocks of herring are light, the catch being below the average, and good fat grocery are worth 25c. more than a week ago. Mackerel are easier, as there was a fairly good catch. Two dollars decline is quoted from the high price of a few weeks ago.

* * *

A large quantity of P. E. Island potatoes, oats and turnips are now coming forward and the prices remain fairly steady. No doubt, there are large quantities purchased now which will be stored, and when the importations are stopped by the close of navigation higher prices will be quoted. Oats are now 40 to 43c.; P. E. Island potatoes, 38c.; Nova-Scotian, 45 to 50c.

* * *

Hay is an article on which there is a great difference of opinion among dealers—it all depending on whether they want to buy or sell. The export demand this season will be less than last; this means, no doubt, lower prices. Then, again, the crop in Nova Scotia has been large, and that in Quebec remarkably so. The sellers quote to-day $10, while the buyers are not prepared to take large stocks off the hands of producers, while Quebec hay can be purchased for $9, and it is said the quality of the Quebec crop this season equals that of the Maritime Provinces. In all probability the quotation will set tle down to something like $9 to $10.

The ss. Ask, which arrived Saturday from the West Indies, brought 8,775 packages of fruits for this port, New Brunswick and the Upper Provinces. Twenty-three carloads left here yesterday (Sunday) for the latter places. The ss. Dahome, which arrived yesterday from the West Indies, brought a large quantity of sugar for the Woodside Refinery.

R. C. H.

**WELFORD BROS.,**
**LONDON, ONT.**
MANUFACTURERS OF
**Brooms AND Whisks**
ROPE, LEATHER AND WEB **Halters**
Having the most improved Broom Machinery and good workmen we are in shape to give satisfaction.
**UNION LABEL** on all our Brooms.
Sample orders of six dozen or more sent to any address, freight prepaid. **Write for Price List.**

OUR CUSTOMERS SAY

# Thistle Brand



# CANNED GOODS

**Are the Best in Canada.**

It looks as though they are right, for our season's pack is sold to them. If your wholesaler hasn't any on hand let us know, for we may be able to put you on the track of these "best" canned fruits and vegetables.

**BRIGHTON CANNING CO.,**
BRIGHTON.




**A TRADE-WINNER and A TRADE-RETAINER.**

**Bovril**

has attained its present high position in public favor on account of its unequalled nutritious properties and palatable flavour.

It is prepared under the supervision of eminent analysts, so that the quality never varies, thus insuring satisfaction to your customers at all times and so contributing to

**INCREASED BUSINESS.**

The

# Dominion Canister Company Limited

MANUFACTURERS OF

# The "Perfection" Canister

THE VERY BEST PACKAGE FOR YOU IS THE ONE THAT WILL

1st—Advertise Your Business.
2nd—Admit of Net Weight.
3rd—No Loss by Evaporation.
4th—Minimum Expense in Packing.

WHY NOT LOOK INTO IT?
WRITE FOR SAMPLES. GET OUR FIGURES.

**The Dominion Canister Company, Limited**
DUNDAS, ONTARIO, CANADA.

# Nasmith's Bread and Cakes Will Bring You Business

We would be glad to hear from out of town grocers who are not handling our goods.

**THE NASMITH CO., Limited**
66 Jarvis Street, TORONTO.

# CORKS

We have a number of jobs on hand, and will be pleased to send samples.

**S. H. EWING & SONS**
96 KING ST., MONTREAL.

**Toronto Branch, 87 YORK ST.**
TELEPHONE MAIN 204.

Telephone Bell Main 65
" Merchants 522.

Telephone orders receive prompt attention.


## TRADE CHAT.

CANADIANS are making a demand for much space at the Japanese Industrial Exhibition to be held at Osaka, from March to July, 1903, and William Hutcheson, Ottawa, is the Canadian Commissioner.

C. Digrand & Co. are to build a biscuit factory at Montreal.

Robt. Patterson, a miller, of Port Dalhousie, Ont., is dead.

C. F. Travis has bought the Elkhorn Flour Mill, Manitoba.

George McBean, of G. McBean & Co., grain dealers, Montreal, is dead.

Frank O. Dwyer's evaporator at Strathroy, Ont., was destroyed by fire.

Hind Bros'. Bottling Works, Kingston, has been sold to Brydges & Perry.

J. E. Cook, late of Ottawa, has opened a grocery store at Winchester, Ont.

Wm. Smith has purchased Wm. Macfarlane's flour and feed business, Winnipeg, Man.

Good prices are being received in England by Canadian exporters of poultry for fat chickens.

Fort William has again opened negotiations for the erection of a flour mill. Some time ago Mr. Ogilvie intended to build one there, but he died before it was completed, but now the Ogilvie estate have become interested.

The property on which stands, J. D. Score's grocery, at the corner of Colony street and Portage avenue, Winnipeg, was sold for $18,000.

The Kingston Cereal Co. are changing the machinery in the Frontenac Milling Co.'s mill so as to produce cereal foods of double the old capacity.

The apples shipped by the Elder-Dempster ss. Lake Champlain were the finest ever seen in Liverpool, the mammoth size surprising English buyers.

Every inch of space at Yorkton, Man., is filled with wheat, but the blockade is only temporary as the construction trains are being filled with the grain.

J. W. Mitchell, for the past two years Dominion Superintendent of Maritime Creameries, has resigned and will take the position of manager of the Kingston City Dairy Co.

Swift & Co. will expend $200,000 in enlarging the premises of Fowler's Canadian Co., Hamilton, which they have just bought. It is their intention to make it the largest plant of its kind in Canada.

Allen McIlroy has purchased the Gretchell saw and grist mill at Waterville, N.B., for $2,000.

Mr. Jardine, trade commissioner in South Africa, has sent a report to the Department of Trade and Commerce, Ottawa, in which he states that Great Britain is getting a great deal of the trade, and if Canadians would only push their products enough, they would get a lot of that which is now going to the United States.

The R.M.S. Miowera left Vancouver, B.C., on November 16, with the first consignment of oats for Australia. Dealers in grain there are receiving numerous inquiries as to the possibility of securing Canadian wheat for the Australian markets. The shipment on the Miowera consisted of 50 tons, and if the undertaking proves successful larger shipments will be sent.

## BUSY TEA HOUSE.

The "Salada" Tea Co. are so busy that they have had to work three and four nights a week for several weeks past.

Marshall Smith, general merchant and hotelkeeper, Ladner, N.W.T., has sold the hotel to J. H. Bosustow.


There is no better trade-winner than a good article - Sell your customers

Blue Ribbon Ceylon Tea

address orders to 12 Front St. East - Toronto and they will receive prompt attention

## RESULTS OF ADVERTISING.

MR. M. B. DAVIS, president of The American Tobacco Co. of Canada and The Empire Tobacco Co., in his evidence before the Royal Commission, said that he was a great believer in newspaper advertising, and that the companies had contracts for advertising with over 850 publications. The success of the two companies he considered was due, in a great measure, to their advertising, which is not only very extensive, but also judiciously placed.

The former proprietor of The Empire Tobacco Co., Mr. Archibald, spent $2,308.66 in advertising. Selling out to the present proprietors, The Empire tobaccos have become among the best known and most used in Canada, being pushed forward with advertising amounting to $250,579.36 since the first part of 1899. This sum is only about half of what the two companies have spent. The results of this advertising have well justified the expenditure. In no other way could these two companies have obtained such a firm hold on so large a number of dealers and consumers as by using the advertising columns of those publications that go direct to probable purchasers.

## INQUIRIES ABOUT CANADIAN GOODS,

Among inquiries received by the Canadian Section of the Imperial Institute are the following :

A firm of merchants in London are open to take up a first-class Canadian lawn mower, and invites correspondence from manufacturers of same.

A Dublin house asks for names of Canadian dealers who can supply turkey quills in considerable quantities.

A London house would like to hear from Canadian owners of slate quarries who could ship large quantities of roofing slates of first-class quality.

[The names of the firms making the above inquiries can be obtained on application to the Editor of THE CANADIAN GROCER.]

## ADULTERATED FOODS IN BRITAIN.

The annual report of the British Local Government Board for the year on the adulteration of foods shows that 67,841 samples were analyzed. Of these 5,989 were of goods that violated the pure food law of Great Britain, known as the Food and Drug Act. Milk furnished 2,938 of the offenders, or 11.2 per cent. of the samples of milk taken. Butter furnished 1,234 of the total of food adulterations found, or 10.3 per cent. of the samples examined. Milk and butter, therefore, yielded together 4,163 of the 5,989 adulterated samples found. The English cheese is relatively pure, Only 18 adulterations were found out of 1,652 samples taken.


We have spared no pains or expense

in producing a line of Mince Meat that will appeal to everybody. Packed in convenient sized tins—1's, 2's, 3's, 4's and 5's ; also in 25-lb. pails and bulk.

Now's the time to carry a full stock of

Clark's English Mince Meat.

EPPS'S GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. COCOA

MINCE MEAT.

Everybody is talking Mince Meat these days, and they all tell you their's is the best.

We don't talk much, but we get there just the same, as others do the talking for us.

Capstan Mince Meat once sold is always sold.

In Packages or in Bulk, from 7-lb. pail to 600-lb. barrel.

CAPSTAN MFG. CO., Toronto.




NEW GOODS JUST ARRIVED.

Fancy Cape Cod Cranberries
Fancy Malaga Grapes
Fancy Jamaica Oranges
PRICES RIGHT.

HUGH WALKER & SON, Direct Importers, GUELPH, ONT.



We want 100,000 Live Chickens annually for our export trade

We will pay the highest possible market price for really prime well-fed birds.

Correspond with

SCOTT, ASHTON & COMPANY, MORRISBURG, ONTARIO.

GRIMBLE'S English Malt VINEGAR

Six GOLD Medals

GRIMBLE & CO., Limited, London, N.W., Eng.

## TWO GENERAL STORES.

THE village of Thedford, Ont., contains two very neat general stores. One is owned by A. Beattie & Co., of St. Marys, and is managed by E. Newkirk, a young man, enterprising and businesslike. Your correspondent had a look all over this store and was surprised to see how well arranged and displayed the goods were. The stock carried is quite large, but room is found for adequate display. Altogether this store is a model of neatness and shows in every part of it evidences of the care and attention expended upon it by Mr. Newkirk and his staff of clerks.

The other general store at Thedford is conducted by Mackenzie & Meldrum, both young men of bright ideas and up-to-date methods. The building is quite new, which fact has given the opportunity for the employment of modern ideas in the arrangement of goods. The grocery stock is so arranged as to be within easy reach at all times, and placed in such a way that every article can be seen at a single glance. The window dressing was particularly good.

These two young men and Mr. Newkirk deserve credit for having made it possible for the village of Thedford to boast of having two of the best general stores of any village of the size in Ontario.

## THE FRUIT MARKS ACT.

The Department of Agriculture at Ottawa is persistent in its efforts to prevent the fraudulent packing of fruits by shippers, and is continually happening upon some new evidence that this practice is widespread. Two fruit inspectors have been visiting several of the wholesale firms in the capital examining barrels of apples. They found some barrels of some consignments marked No. 1, when their real grade was No. 2, and other wrong markings of a similar nature. It is the intention of the Department of Agriculture to prosecute those shippers who offend in this way.

This close surveillance and prompt punishment is likely to result well before long; and fruits will really be what the grade mark represents them to be.

## HAVE CANADIAN STILTONS.

The A. F. MacLaren Imperial Cheese Co., Limited, Toronto, have something special in Canadian stiltons. The stiltons are 1½ years old, have been well kept and nicely matured and are something special that the firm has to offer for the Christmas trade. See their advertisement this week.


Crocers and Confectioners can rely upon the purity and excellence of

COWAN'S Cocoa, Chocolate and Famous Blend Coffee.

Cowan's Cake Icings, and Cowan's Pure Confections.

QUEEN'S DESSERT CHOCOLATE. CHOCOLATE CREAM BARS.
CHOCOLATE GINGER, WAFERS, ETC.
COWAN'S SWISS MILK CHOCOLATE.

THESE ARE CHOICE CHRISTMAS GOODS.

THE COWAN CO., Limited - - - TORONTO.




Canadian Maple Syrup

Made straight from the maple tree and guaranteed pure; no adulteration whatever; stands upon its merits; money refunded if not satisfactory.

Canadian Maple Syrup Co., TORONTO, Canada.

"ACME" TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50 lb. box.

TORONTO SALT WORKS, Toronto, Ont.
Agents for the Canadian Salt Co., Windsor, Ont.

Modern Merchandising




demands modern methods. The ALLISON COUPON BOOK is a strictly modern CONVENIENCE and SAFEGUARD against mistakes and consequent loss of money. It is better than any pass-book, punch or check system ever invented, and its absolute accuracy makes it the CHEAPEST SYSTEM on this big earth—excepting, of course, the cash system. See here:

IF A MAN WANTS CREDIT

or $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers, Indianapolis, Indiana.

Established 1869.

BUTTER, CHEESE, EGGS, POULTRY.

Consignments solicited.
Highest prices. Prompt returns.

A. GIBB & CO.

83 COLBORNE ST., TORONTO

ORDERS FOR

XMAS FRUITS

We will have everything in our line.

Oranges—Navels, Floridas, Mexicans, Valencias.

NUTS, DATES, FIGS, CRANBERRIES.

We guarantee the best goods for the least money.

WHITE & CO.

Wholesale Fruit. TORONTO.

Wanted

Sun-Dried Apples and Evaporated. Will buy f.o.b. I am also open to buy Poultry, Eggs, and Butter.

CORRESPONDENCE SOLICITED.

C. NEUGENT,

TRENTON, - ONTARIO.

"Condor" Japan and Black Tea, Baking Powder, Vinegar, Mustard,

# Madam Huot's Coffee.

"Nectar" Black Tea, in lead packets and fancy tins only.

# If Quality and Price are an Object

## CONSIDER THESE:

***Ex Steamer "Athenian," from Yokohama—just coming into stock:***

| | | |
|---|---|---|
| **100** | Half-chests "Condor" XXX Japan, | **22½c.** |
| **52** | Bundles, 8 5-lb. Boxes each. Matted separately. Fine Japan Tea, at | **25c.** |

***Ex Steamer "Indravelli," from Yokohama—just coming into stock:***

| | | |
|---|---|---|
| **40** | Half-chests "Condor" XX—balance of my order, at | **20c.** |
| **50** | 30-lb. Boxes " " " " " | **21c.** |
| **24** | Cases Fine Siftings, in paper packets, 80 1-lb. packets per case, at **10c.**; 16 5-lb. packets per case, at | **9½c.** |

***Ex Steamer "Empress of China"—to be delivered in 10 days:***

| | | |
|---|---|---|
| **88** | Catties Good Pea Leaf Gunpowder Tea, at | **21½c.** |
| **40** | " Choice " " " | **23½c.** |
| **256** | " Imperial " " | **16½c.** |
| **104** | Half-chests Choicest Japan Siftings, at | **9c.** |
| **109** | " Choice " " | **8½c.** |

---

A **new** line of Choice Hill-grown Ceylon Black Teas, in lead packages, under the good **Old "Condor"** brand. Rich, flavory liquor. Most attractive packages. Fifty 60-lb. cases, assorted, ¼ lb., ½ lb., 1 lb.:

| | | | | | |
|---|---|---|---|---|---|
| Green Label, at | **20c.**, | retails 25c. | Blue Label, at | **30c.**, | retails 40c. |
| Grey " | **23c.**, | " 30c. | Red " | **34c.**, | " 50c. |
| Yellow " | **26c.**, | " 35c. | White " | **40c.**, | " 60c. |

A most complete stock of Teas of all descriptions, Coffees, Spices and Vinegars—Specialty of high-class goods.

**ASK FOR SAMPLES—IT PAYS.**

---

"Old Crow" Baking Powder, Vinegar, Mustard, Black Tea.

# E. D. MARCEAU,

281-285 St. Paul St.,

**MONTREAL.**

"EMD" Baking Powder, Vinegar, Spices, Coffee.

## TRADE IN COUNTRIES OTHER THAN OUR OWN.

### TEAS IN NEW YORK.

RUMORS were current of increased interest being shown in the market for greens and that negotiations were under way on a fairly good-sized block. Offerings of black teas were small, importers, generally, being indifferent sellers. The firm and advancing market for Indian and Ceylons was expected to favorably influence the market for Congous. The line business continued fairly active. —N. Y. Journal of Commerce, November 24.

### ORANGES IN CALIFORNIA.

Mail advices from Los Angeles, Cal., say of oranges: "Oranges are coloring gradually, but the indications are that there will not be nearly as many in shape for shipment for the Christmas trade as during the past several seasons. The navels are a good average run of sizes, but the seedlings are small, a good many of them running 200s to 250s, inclusive.—N. Y. Journal of Commerce.

### CANNED GOODS IN BALTIMORE.

There is little to note in the canned goods market. The more the situation develops under the statistician's glass and pencil the more certain it becomes that canned corn is going to be the scarcest of all things in this line of business, and that tomatoes will not be a larger crop than it was last year, which was known to be less than a year's requirement, on the basis of previous annual prices. And some few strange things are developing in respect to this article. We do not believe that there has ever been a year throughout the country, among people acquainted with the tomato canning industry, when California was expected to put up so large a pack. Coming as a second season of high price and wide demand, especially from the middle-West for canned tomatoes, it was to be expected that California would outdo herself this year. But now that the season is completely closed there, it develops that the Californian pack will not be as large as it was last year, and that there will be little or none to spare for sections east of Salt Lake.—Baltimore Trade, November 21.

### SUGAR IN NEW YORK.

Late on Friday refiners advanced prices for all grades 10 points. Subsequent to the advance they refused to take orders on the basis of previous quotations. The market opened on Saturday firm at the advance. Brokers stated that they had numerous orders to be placed at old quotations, but refiners would only sell at full quoted prices. Arbuckle Brothers and The National continued to give seven days' delayed shipment, with prices guaranteed on day of arrival. The American, however, would accept orders for prompt delivery only and gave no guarantees of prices. Confidence in the situation was general and before the close of the day a fair demand sprung up and considerable business was transacted at the advance. The close of the market was strong and as the difference between prices for raw and refined is only a narrow one, well informed interests in the trade expect another advance in prices on either Monday or Tuesday. The sugars from the Pacific Coast continued to be held out of the market.—N. Y. Journal of Commerce, November 21.

### FIGS IN LONDON.

Figs are again slightly dearer, and the quality of the latest arrival is anything but satisfactory. The top layers appear good, but, unfortunately, this is not continued right through. The supplies are practically over, and the stock is too short to admit of any alteration in the present values. Tap figs are remarkably cheap, considering that there are no good naturals to be purchased under 30s.; in fact, there is nothing else but taps to supply the popular 3d. ticket. The latest advices respecting these, however, is not so satisfactory as it might have been hoped, as nearly all the shippers refuse to quote forward, saying that the entire crop has been shipped.—Produce Markets' Review.

### VALENCIA RAISINS IN LONDON.

The market for Valencias has again disappointed the prophets of lower prices, and the result of this week's trade has certainly been very favorable to importing merchants. The quality of the fruit offered is perceptibly lower in grade than the sales of the two preceding weeks; in fact, it is now becoming evident that the remnants of a picked-over stock only remain, both in Spain and London. The available supplies, both in transit and the stock in warehouses, which will be offered during the coming week, are again smaller, and although it is most sincerely to be hoped that no increase in values will be instituted, yet, with such short supplies, the sensitive nature of the position would make anything possible. In fact, a great many of the sellers not only preach, but are evidently sincere in the belief, that the position warrants the lowest price to be 42s., and it is not too much to say that extreme prices have been prevented by the tactics and determination of the dealers to resist, step by step, anything in the nature of an advance. The stock still remaining in Spain is reported from a very reliable source to be 1,500 tons, and, as there seems little reason to doubt this statement, the fear of any decline in price would seem to be improbable. On the other hand, if on such a position a considerable advance in price is avoided, the trade will have every reason to congratulate themselves.—The Produce Markets' Review.

### CANNED GOODS IN LONDON.

There is a material improvement to note in the general demand, but business during the week has been of a limited character. The market for French sardines remains very firm, and, although it is possible with so many other articles at this season of the year demanding attention, a temporary limit of prices has been reached, those who are in a position to gauge the situation from both the suppliers' and consumers' point of view are agreed that higher prices cannot fail to be realized for these goods as soon as the spring demand commences, and probably earlier. A few parcels of matured fish are still to be secured and the trade can scarcely be wrong in holding heavier stocks than usual to meet their future requirements. Choice lobsters in ½-lb. tins are now practically off the market, but some splendid parcels still remain in 1-lb. tall tins. The consumptive demand for salmon has been on a limited scale, but a larger business is passing for forward delivery. Although meats are in rather less demand, valuations for some brands are slightly dearer. Pines at the moment are showing very good value, and, as other fruits, especially apricots, are likely to remain at a higher basis than last season, it appears safe to assume that pines will again receive a lot of attention in the coming year. Slightly higher prices are now asked for the new pack, which should be ready for shipment about the end of December, and will probably arrive here about the middle of February. Tomatoes are in a very strong position, and prices are advancing. Unfortunately, the shipments are considerably behind this year, which has caused a lot of dissatisfaction to those who made forward purchases.—Produce Markets' Review.

## THE LATE MR. L. I. BOIVIN.

The death of Mr. Leonard I. Boivin, the founder of Boivin & Wilson, importers of wines and liquors, Montreal, occurred in that city on Monday, at the age of 65 years. Mr. Boivin was formerly for many years a member of the firm of Mongenais & Boivin. He was also the founder and president of the distillery at Berthier, and an ex-president of the Council of Arts and Manufactures. The late Mr. Boivin was prominent in many charitable institutions, and a man of excellent character.

He leaves a widow and two daughters, Mmes. H. Prefontaine and Jules Gelinas. The funeal took place on Wednesday morning to the Church of the Gesu.

When a good thing is in sight buy it.

Packed expressly for the Canadian trade.

# TETLEY'S BULK BLENDS

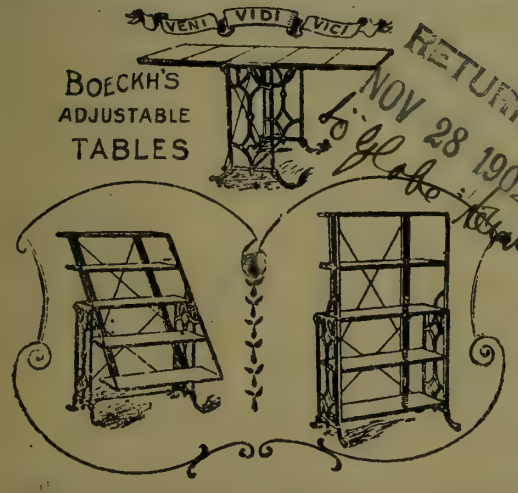
are a uniformly good thing. No experimenting every time you buy.

**TETLEY'S** Guarantee of permanence is your surety. Buy a sample order.

**PRICES AS FOLLOWS:**

| J.T.&Co. No.1 | J.T.&Co. No.2 | J.T.&Co. No.3 | J.T.&Co. No.4 | J.T.&Co. No.5 | J.T.&Co. No.6 | J.T.&Co. No.7 | J.T.&Co. No.8 |
|---|---|---|---|---|---|---|---|
| No. 1, 50c. | No. 2, 40c. | No. 3, 35c | No. 4, 30c. | No. 5, 27½c. | No. 6, 25c. | No. 7, 22c. | No. 8, 18c. |

**HUDSON BAY CO., Winnipeg, SNOWDON, FORBES & CO., Montreal,**
**Distributing Agents.**




INSTANTLY ADJUSTED AND FIRMLY LOCKED AT ANY ANGLE

# It Pays to Display Wares Well at Xmas.

For placing wares prominently and profitably before the buying public at a small outlay, there is nothing equal to

## Boeckh's Adjustable Display Tables.

Useful for many purposes as Table or Shelves—instantly adjusted and firmly locked at any angle—very handsome ornaments to any class of store.

**Boeckh's Adjustable Tables Encourage the Buying Habit.**

OPERATING:
Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

## UNITED FACTORIES, LIMITED.

Head Office: TORONTO.

MONTREAL BRANCH: 1 and 3 DeBresoles St. LONDON BRANCH: 71 Dundas St.

# FRUITS

## NOW IN STORE.

New Grenoble (Mayette) Walnuts.
New California Seeded Raisins, 1-lb. cartoon.
New Sultana Raisins, loose, and 1-lb. packages.
New Table Raisins, all qualities.
New California Prunes, all sizes and qualities.

---

New Eleme Table Figs, boxes.
New Shelled Almonds.
New Evaporated Apricots.
Peaches, Pears, 25-lb. boxes.

---

New Valencia Raisins, f.o.s. finest selected and 4-crown Layers.
New Currants, half-cases, cleaned and uncleaned.
Finest Filiatra, Amalias, Vostizzas; also 1-lb. cartoon.

---

New Brazil Nuts.
New English Peels, 7-lb. boxes, 1 and 1½-lb. drum (cut).

**All fresh goods. Prices very low.**
**Quick Shippers.**

---

# L. Chaput, Fils & Cie

**WHOLESALE GROCERS,**

Importers Teas, Wines and Liquors, **Montreal.**

**TO ARRIVE SHORTLY—75 Barrels Pecans, medium and extra large.**

# CURRENT MARKET QUOTATIONS

November 27, 1902.

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, St. John, N.B., and Halifax. The prices are solicited for publication, and are of such quantities and qualities as are usually ordered by retail dealers on the usual terms of credit. For Winnipeg market report and prices, see page —.

Goods in large lots and for prompt pay are generally obtainable at lower prices.

All quotations for staple products are under the direct control of the Editors, who call daily upon all the leading houses in the principal centres.

| BUTTER, CHEESE AND EGGS | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| Dairy, choice, large rolls, lb. | $..... | $0 18 | $ 16½ | $0 17 | $. .... | $0 16 |
| " " pound blocks | 17 | 18 | 18 | 19 | 16 | 18 |
| " tubs, best | 15½ | 16 | 16½ | 17 | 17 | 19 |
| " tubs, inferior | 14 | 15½ | 13½ | 14 | 14 | 16 |
| Creamery, boxes | 21½ | 21¾ | 20 | 21 | 20 | 23 |
| " prints | .... | 21¾ | 21 | 22 | 22 | 24 |
| Cheese, new, per lb | 11⅞ | 12¼ | 12½ | 13 | 11 | 11½ |
| Eggs, new laid, per doz | ..... | 24 | 19 | 22 | 19 | 20 |
| **CANNED GOODS** | | | | | | |
| Apples, 3's | ..... | ..... | 90 | 1 00 | 1 00 | 1 10 |
| " gallons | ..... | 2 50 | 2 25 | 2 50 | 2 00 | 2 20 |
| Asparagus | 2 20 | 2 25 | 2 00 | 2 40 | ..... | ..... |
| Beets | 1 00 | 1 00 | 90 | 1 00 | ..... | 1 10 |
| Blackberries, 2's | ..... | 1 30 | 1 50 | 1 70 | 1 50 | 1 80 |
| Blueberries, 2's | ..... | 1 25 | ..... | ..... | 95 | 1 00 |
| Beans, 2's | ..... | 90 | ..... | 90 | 90 | 95 |
| Corn, 2's | ..... | 95 | 90 | 1 25 | 80 | 90 |
| Cherries, red, pitted, 2's | 2 25 | 2 30 | 2 10 | 2 25 | 2 30 | 2 40 |
| " white | 2 25 | 2 30 | 2 00 | 2 25 | ..... | ..... |
| Peas, 2's | ..... | 90 | 90 | 95 | 85 | 90 |
| " sifted | ..... | 1 05 | 1 00 | 1 10 | 1 10 | 1 15 |
| " extra sifted | ..... | 1 27½ | 1 30 | 1 40 | 1 20 | 1 25 |
| Pears, Bartlett, 2's | 1 50 | 1 60 | 1 50 | 2 00 | 1 75 | 1 80 |
| " " 3's | 1 90 | 2 00 | 2 00 | 2 40 | 2 00 | 2 25 |
| Pineapple, 2's | 2 00 | 2 40 | 2 25 | 2 50 | 2 15 | 2 25 |
| " 3's | 2 25 | 2 40 | 2 50 | 2 60 | 2 50 | 2 60 |
| Peaches, 2's | 1 75 | 1 85 | 1 75 | 1 90 | ..... | 1 75 |
| " 3's | 2 60 | 2 70 | 2 50 | 2 75 | 2 70 | 2 80 |
| Plums, green gages, 2's | 1 30 | 1 35 | 1 10 | 1 25 | 1 30 | 1 60 |
| " Lombard | 1 20 | 1 25 | 1 00 | 1 10 | 1 30 | 1 50 |
| " Damson, blue | 1 00 | 1 25 | ..... | 1 00 | 1 10 | 1 30 |
| Pumpkins, 3's | ..... | 1 00 | ..... | 95 | 90 | 1 00 |
| " gallon | ..... | ..... | 2 10 | 2 25 | 2 10 | 2 25 |
| Raspberries, 2's | 1 40 | 1 50 | 1 60 | 1 80 | 1 70 | 1 75 |
| Strawberries, 2's | 1 50 | 1 75 | 1 60 | 1 75 | 1 50 | 1 75 |
| Succotash, 2's | 1 00 | 1 25 | ..... | 1 15 | 1 10 | 1 15 |
| Tomatoes, 3's | 1 60 | 1 75 | ..... | ..... | 1 50 | 1 60 |
| Lobster, talls | 2 75 | 3 20 | ..... | 3 25 | 2 50 | 3 25 |
| " 1-lb. flats | 3 00 | 3 75 | 3 50 | 3 70 | ..... | 1 25 |
| " ½-lb. flats | 1 75 | 1 85 | 1 75 | 1 80 | ..... | 1 75 |
| Mackerel | 1 00 | 1 10 | 1 15 | 1 25 | 1 35 | 1 45 |
| Salmon, sockeye, Fraser | 1 47½ | 1 52½ | 1 50 | 1 52½ | 1 50 | 1 75 |
| " " Northern | ..... | ..... | 1 40 | 1 45 | 1 15 | 1 25 |
| " " Horseshoe | .... | ..... | 1 50 | 1 52½ | ..... | ..... |
| " Cohoes | 1 00 | 1 15 | 1 05 | 1 15 | 1 00 | 1 10 |
| Sardines, Albert, ¼'s | 12 | 12½ | 0 15 | 16 | 14 | 15 |
| " " ½'s | 20 | 21 | 22 | 23 | 20 | 21 |
| " Sportsman, ¼'s | 11¼ | 12 | ..... | 14½ | ..... | 12 |
| " " ½'s | 19 | 20 | ..... | 23 | 20 | 21 |
| " key opener, ¼'s | 9 | 11 | 12½ | 13 | 16 | 18 |
| " " ½'s | ..... | 18 | 20½ | 25 | 10 | 11 |
| " P. & C., ¼'s | 20 | 22½ | 25 | 27 | 23 | 25 |
| " " ½'s | 27½ | 30 | 35 | 38 | 33 | 36 |
| " Domestic, ¼'s | 4 | 4¼ | 4 | 4½ | 3½ | 4¼ |
| " " ½'s | 7 | 8 | 9 | 11 | ..... | ..... |
| " Mustard, ¼ size, cases 50 tins, per 100 | 7 50 | 11 00 | 8 50 | 9 00 | 3 50 | 4 00 |
| Haddies | ..... | 1 00 | 1 00 | 1 10 | 85 | 1 00 |
| Kippered Herrings | 1 00 | 1 85 | 1 00 | 1 85 | 85 | 1 00 |
| Herring in Tomato Sauce | 1 00 | 1 55 | 1 00 | 1 70 | ..... | 2 00 |
| **CANDIED PEELS** | | | | | | |
| Lemon, per lb | ..... | 10½ | 10 | 12½ | 12 | 13 |
| Orange, " | ..... | 11 | 11 | 13 | 12 | 13 |
| Citron, " | ..... | 15 | 15 | 18 | 16 | 17 |
| **GREEN FRUITS** | | | | | | |
| Oranges, Florida's, per case | 3 50 | 3 75 | ..... | ..... | ..... | ..... |
| " Jamaicas, per case | ..... | 3 00 | 2 50 | 2 75 | 2 50 | 3 00 |
| Quinces, per basket | ..... | ..... | 0 25 | 0 35 | ..... | ..... |
| Lemons, Californian, " | ..... | ..... | 4 25 | 5 00 | ..... | ..... |
| Bananas, Firsts, per bunch | 1 00 | 1 50 | 1 25 | 1 75 | 1 00 | 2 25 |
| Apples, per bbl | 1 50 | 3 00 | 1 00 | 2 00 | 1 50 | 2 50 |
| Pears | ..... | 0 40 | 0 30 | 0 50 | ..... | 7 00 |
| Pineapples, per case | .... | .... | ..... | 4 00 | ..... | ..... |
| Jersey Sweet Potatoes, per bbl. | ..... | 3 00 | 2 50 | 2 75 | 3 85 | 4 00 |
| Malaga grapes, per bbl | ..... | ..... | 5 50 | 7 00 | 5 50 | 7 00 |
| Apples, per basket | 0 20 | 0 30 | 0 10 | 0 25 | ..... | ..... |
| Can. Grapes, per basket | ..... | ..... | 0 20 | 0 40 | 30 | 50 |
| Cranberries, Cape Cod, per bbl | ..... | 10 00 | ..... | 9 50 | 9 50 | 10 00 |
| Cranberries, Nova-Scotian, " | ..... | ..... | ..... | 9 00 | 5 00 | 6 00 |
| **SUGAR** | | | | | | |
| Granulated St. Law'ce and Red | ..... | 3 90 | ..... | 3 98 | ..... | ..... |
| Granulated, Acadia | ..... | 3 75 | ..... | 3 93 | ..... | 4 05 |
| Paris lump, bbls. and 100-lb. bxs | ..... | 4 35 | ..... | 4 53 | 4 50 | 4 75 |
| " in 50-lb. boxes | ..... | 4 45 | ..... | 4 63 | 4 75 | 5 00 |
| Extra Ground Icing, bbls. | ..... | 4 25 | ..... | 4 43 | ..... | ..... |
| Powdered, bbls | ..... | 4 05 | ..... | 4 23 | 5 50 | 5 80 |
| Phœnix | ..... | 3 70 | ..... | 3 78 | ..... | ..... |
| Cream | ..... | 3 65 | ..... | 3 73 | ..... | ..... |
| Bright coffee | ..... | 3 75 | ..... | 3 71 | ..... | ..... |
| Bright yellow | ..... | 3 60 | ..... | 3 68 | ..... | 3 75 |
| No. 3 yellow | ..... | 3 55 | ..... | 3 63 | ..... | ..... |
| No. 2 yellow | ..... | 3 35 | ..... | 3 43 | ..... | ..... |
| No. 1 yellow | ..... | * 25 | ..... | * 33 | ..... | 3 45 |
| Montreal, second quality | ..... | 3 70 | ..... | 3 73 | ..... | ..... |
| Maple Leaf, gran. (Berlin | ..... | 3 88 | ..... | 3 98 | ..... | ..... |
| Crystal, gran (Wallaceburg) | ..... | 3 80 | ..... | 3 98 | ..... | ..... |

| HARDWARE PAINTS AND OILS | Montreal. | | Toronto. | | St. John Halifax. | |
|---|---|---|---|---|---|---|
| Wire nails, base | ..... | $2 55 | ..... | $2 55 | ..... | $3 20 |
| Cut nails, base | ..... | 2 35 | ..... | 2 50 | ..... | 2 85 |
| Barbed wire, per 100-lb. | ..... | 3 00 | ..... | 2 90 | 3 50 | 3 75 |
| Smooth Steel Wire, base | ..... | 2 60 | ..... | 2 60 | ..... | ..... |
| White lead, Pure | ..... | 5 87½ | 5 00 | 5 25 | ..... | 6 80 |
| Linseed oil, 1 to 2 bbls., raw | ..... | 66 | ..... | 67 | ..... | 74 |
| " " " boiled | ..... | 69 | ..... | 70 | ..... | 77 |
| Turpentine, single bbls. | ..... | 76 | ..... | 78 | ..... | 78 |
| Benzine, in bbls., per gal | ..... | ..... | ..... | 18¾ | ..... | 21 |
| **SYRUPS AND MOLASSES** | | | | | | |
| Syrups— | | | | | | |
| Dark | ..... | 1⅞ | ..... | ..... | ..... | ..... |
| Medium | ..... | 2½ | 30 | 32 | ..... | ..... |
| Bright | ..... | 2⅝ | 35 | 37 | ..... | ..... |
| Corn Syrup, barrel, per lb. | .... | 3 | ..... | 3 | ..... | ..... |
| " " ½ bbls. " | ..... | 3½ | ..... | 3½ | ..... | ..... |
| " " kegs " | ..... | 3¾ | ..... | 3¾ | ..... | ..... |
| " " 3 gal. pails, each | ..... | 1 40 | ..... | 1 40 | ..... | ..... |
| " " 2 gal. " " | ..... | 1 10 | ..... | 1 10 | ..... | ..... |
| Honey | ..... | ..... | ..... | 40 | .... | ..... |
| " 25-lb. pails | ..... | 1 05 | ..... | 1 00 | ..... | ..... |
| " 38-lb. pails | ..... | 1 0 | ..... | 1 40 | ..... | ..... |
| Molasses— | | | | | | |
| New Orleans, medium | 16½ | 17 | 25 | 30 | 28 | 30 |
| " " Open kettle | ..... | ..... | 40 | 50 | ..... | ..... |
| Barbadoes | 23 | 24 | ..... | 32 | 24 | 25 |
| Porto Rico | ..... | 38 | 38 | 42 | 30 | 32 |
| **CANNED MEATS** | | | | | | |
| Comp, corn beef, 1-lb. cans | 1 55 | $1 65 | $1 55 | $1 65 | $1 55 | $1 60 |
| " " 2-lb. cans | 2 75 | 3 00 | 2 85 | 3 00 | 2 80 | 2 90 |
| " " 6-lb. cans | 7 90 | 9 60 | ..... | 8 25 | 8 75 | 9 25 |
| " " 14-lb. cans | 16 50 | 23 00 | ..... | 19 50 | 20 00 | 21 00 |
| Minced collops, 2-lb. can | ..... | 2 75 | ..... | 2 60 | 2 50 | 2 80 |
| Lunch tongue, 1-lb. can | 3 00 | 3 90 | ..... | 3 00 | 3 00 | 3 25 |
| " " 2-lb. can | 6 00 | 7 90 | ..... | 7 00 | 6 80 | 7 00 |
| English brawn, 2-lb. can | 2 40 | 2 75 | ..... | 2 45 | 2 75 | 2 80 |
| Camp sausage, 1-lb. can | ..... | ..... | ..... | 2 50 | 2 50 | ..... |
| " " 2-lb. can | ..... | ..... | ..... | 4 00 | 4 00 | ..... |
| Soups, assorted, 1-lb. can | 1 15 | 1 50 | ..... | 1 50 | 1 40 | |
| " " 2-lb. can | 2 40 | 2 45 | ..... | 2 20 | 2 25 | |
| Soups and Boull, 2-lb. can | 1 75 | 2 50 | ..... | 1 80 | 1 75 | |
| " " 6-lb. can | 3 50 | 5 85 | ..... | 4 50 | 4 25 | 4 50 |
| Sliced smoked beef, ¼'s | 1 65 | 1 70 | 1 65 | 1 70 | ..... | 2 00 |
| " " " 1's | 2 75 | 3 10 | 2 80 | 2 95 | ..... | 3 25 |
| **FRUITS** | | | | | | |
| Dried— | | | | | | |
| Currants, Provincials, bbl. | ..... | ... | ..... | ... | ..... | ..... |
| " Filiatras, cases | ..... | 5¾ | ..... | 5½ | ..... | ..... |
| " " ½-cases | 5½ | 5¾ | 5½ | 6 | ..... | ..... |
| " Patras, cases | ..... | 6 | 6 | 6½ | ..... | ..... |
| " " ½-cases | ..... | 6 | 6½ | 7 | ..... | ..... |
| Amalias | 6½ | 7 | 7 | 7½ | ..... | 6½ |
| Vostizzas, cases | 6½ | 7 | 7 | 8 | ..... | ..... |
| Dates, Hallowees | 4 | 4½ | 5½ | 7½ | 4½ | 5 |
| " Sairs | ..... | 3½ | ..... | 4½ | .. | 4 |
| Figs, Elemes | 10½ | 20 | 11 | 15 | 10 | 12 |
| " Mats, per lb | ..... | ..... | 4 | 4½ | ..... | ..... |
| " Tapnets | ..... | 1 20 | 4 | 4½ | ..... | ..... |
| " Naturals | ..... | ..... | ..... | 8 | ..... | ..... |
| Prunes, California, 30's | ..... | 9 | ..... | ..... | 10 | 12 |
| " " 40's | ..... | 8½ | 8¾ | 10 | 8½ | 9 |
| " " 50's | ..... | 8¼ | 8 | 8½ | 8 | 8½ |
| " " 60's | ..... | 8 | 7 | 7½ | 7½ | 8 |
| " " 70's | ..... | 7½ | 6½ | 7 | 7 | 7½ |
| " " 80's | ..... | 7 | 6 | 6½ | 6½ | 7 |
| " " 90's | ..... | 6½ | 5 | 5½ | 6 | 6½ |
| " " 100's | ..... | 6 | ..... | 4 | 5½ | 6 |
| " Bosnia, A's | ..... | ..... | ..... | 5 | ..... | ..... |
| " " B's | ..... | ..... | 7½ | 8 | ..... | ..... |
| " " U's | ..... | 5 | 6¼ | 6½ | ..... | ..... |
| " French, 50's | ..... | .. | ..... | ..... | ..... | ..... |
| " " 110's | ..... | 5 | ..... | ..... | ..... | ..... |
| Raisins, Fine off stalk | ..... | 8 | 7 | 8 | ..... | 8 |
| " Selected | ..... | 8½ | 7½ | 8½ | ..... | 8¼ |
| " Selected layers | 8¾ | 9 | .... | 9 | 8½ | 8¾ |
| " Sultanas | 9 | 10 | 9 | 16 | ..... | ..... |
| " California, 2-crown | 6 | 5½ | ..... | ..... | ..... | ..... |
| " " 3-crown | 7¼ | 7½ | 7½ | 8 | 8 | 8½ |
| " " 4-crown | 7¾ | 8 | 8 | 8½ | 8½ | 9½ |
| " " 1's seeded, 3-cr. | 9¾ | 10½ | 8½ | 10 | 10 | 10½ |
| " Empire clusters | 1 50 | 1 60 | ..... | 2 60 | | 2 00 |
| " Black baskets | ..... | ..... | ..... | 2 25 | 2 00 | 2 25 |
| " Extra clusters | .... | ..... | ..... | 3 35 | ..... | 2 50 |
| " Dehesa clusters | ... | ..... | ..... | 3 10 | 3 00 | 3 50 |
| " Royal B. clusters | 3 15 | 3 25 | ..... | 5 00 | | ..... |
| " Connoisseurs cl'str's | 2 10 | 2 20 | ..... | 2 10 | ..... | ..... |
| " Excelsior clusters | 4 50 | 4 60 | ..... | 4 60 | ..... | ..... |
| Evaporated apples | ..... | ..... | ..... | 7½ | 7 | 7½ |
| Dried " | ..... | ..... | ..... | 5½ | ..... | ..... |
| **PROVISIONS** | | | | | | |
| Dry Salted Meats— | | | | | | |
| Long clear bacon | .... | 12 | 11 | 11½ | ..... | ..... |
| Smoked meats— | | | | | | |
| Breakfast bacon | ..... | 15½ | 14½ | 15 | | ..... |
| Rolls | ..... | 12½ | 12 | 14½ | 11 | 12 |
| Medium Hams | ..... | 14 | 13½ | 14 | 14 | 15 |
| Large Hams | ..... | 13 | 12½ | 13 | ..... | ..... |
| Shoulder hams | ... | 13 | 11 | 11½ | ..... | .... |
| Backs | ..... | 15 | 14½ | 15 | ..... | ..... |
| Meats out of pickle 1c. less. | | | | | | |
| Barrel Pork— | | | | | | |
| Canadian heavy mess | ..... | 23 00 | ..... | 21 50 | 23 00 | 23 50 |
| " short cut | 21 50 | 22 00 | 23 00 | 23 50 | 23 50 | 26 00 |
| Plate beef | 12 50 | 13 50 | | 15 00 | 15 00 | 16 00 |
| Lard, tierces, per lb | ..... | 11 | 10¾ | 11 | 11 | 11½ |
| Tubs | ..... | 11½ | 11 | 11¼ | 11½ | 2 |
| Pails | ..... | 11¼ | 11 | 11½ | 2 | 2¼ |
| Compounds | ..... | 9½ | 8¾ | 10¼ | 10 | 10 |




# THE DOMINION BREWERY CO., LIMITED

**Brewers and Maltsters**

TORONTO

**Manufacturers of the Celebrated**

# WHITE LABEL ALE



**ASK FOR IT AND SEE THAT OUR BRAND IS ON EVERY CORK.**

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

WM. ROSS, Manager.




# ADVISE YOUR CUSTOMERS

to use less of

# Dwight's "Cow Brand" Soda

than of other kinds, as DWIGHT'S is absolutely pure, therefore stronger. This is a positive fact.

## JOHN DWIGHT & CO.

34 Yonge Street, Toronto, Ont.


| COFFEE | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| Green— | | | | | | |
| Mocha | | | 23 | 28 | 25 | 30 |
| Old Government Java | | | 22 | 30 | 25 | 30 |
| Rio | | | 7 | 12 | 12 | 13 |
| Santos | | | 9½ | 10½ | | |
| Plantation Ceylon | | | 26 | 30 | 29 | 31 |
| Porto Rico | | | 22 | 25 | 24 | 28 |
| Gautemala | | | 22 | 25 | 24 | 26 |
| Jamaica | | | 15 | 20 | 18 | 22 |
| Maracaibo | | | 13 | 18 | 12 | 13 |
| **NUTS** | | | | | | |
| Brazil | 14 | 15 | 14 | 16 | 12 | 13 |
| Valencia shelled almonds | 29 | 30 | 30 | 35 | 30 | 35 |
| Tarragona almonds | | 11 | 12 | 15½ | 12 | 13 |
| Californian almonds | | | | 20 | | |
| " soft shell walnuts | | | | 19 | | |
| Canadian chestnuts, per bush | | | | 4 50 | | |
| Formegetta almonds | | | | 10½ | | |
| Jordan shelled almonds | | 11 | 49 | 52 | | |
| Peanuts (roasted) | 7 | 11 | 9 | 10½ | 9 | 10 |
| " (green) | 6¾ | 7¾ | 8 | 10 | | |
| Cocoanuts, per sack | | 3 25 | | 3 75 | 3 25 | 3 50 |
| " per doz | | | | 60 | | 50 |
| Grenoble walnuts | | 12½ | 12½ | 13 | 10 | 12 |
| Marbot walnuts | | 10 | 11½ | 12 | | |
| Bordeaux walnuts | | 9 | 11½ | 12 | | |
| Sicily filberts | | 9½ | 11 | 11½ | | 10 |
| Naples filberts | | | | 10 | 10 | 11 |
| Pecans | | 15 | 13 | 15 | 14 | 5 |
| Shelled Walnuts | | 11 | 27 | 28 | | 25 |
| **SODA** | | | | | | |
| Bi-carb, standard, 112-lb. keg | 1 65 | 1 80 | 2 00 | 2 25 | 1 70 | 1 75 |
| Sal soda, per bbl | 70 | 75 | 80 | 90 | 85 | 90 |
| Sal Soda, per keg | 85 | 1 00 | | 1 00 | 95 | 1 00 |
| **SPICES** | | | | | | |
| Pepper, black, ground, in kegs | | | | | | |
| pails, boxes | 16 | 18 | | 18 | 14 | 15 |
| " in 5-lb. cans | 14 | 17 | | 19 | 15 | 16 |
| " whole | 15 | 17 | | 19 | 12 | 13 |
| Pepper, white, ground, in kegs | | | | | | |
| pails, boxes | 26 | 27 | 26 | 27 | 24 | 26 |
| " 5-lb. cans | 25 | 26 | 25 | 26 | 20 | 22 |
| " whole | 23 | 25 | 23 | 25 | 20 | 22 |
| Ginger, Jamaica | 18 | 25 | 22 | 25 | 20 | 25 |
| Cloves, whole | 12 | 30 | 14 | 35 | 18 | 20 |
| Pure mixed spice | 25 | 30 | 25 | 30 | 25 | 30 |
| Cassia | 13 | 18 | 20 | 40 | 16 | 20 |
| Cream tartar, French | | 25 | 34 | 25 | 20 | 22 |
| " " best | | 28 | 25 | 30 | 25 | 30 |
| Allspice | 10 | 15 | 13 | 16 | 16 | 18 |
| **WOODENWARE** | | | | | | |
| Pails No. 1, 2-hoop | | 1 65 | | 1 55 | | 1 90 |
| " " 3-hoop | | 1 80 | | 1 70 | | 2 05 |
| " half, and covers | | 1 65 | | 1 60 | | 1 75 |
| " quarter, jam and covers | | 1 15 | | 1 10 | | 1 45 |
| " candy, and covers | 2 50 | 2 90 | | 2 40 | | 3 20 |
| Tubs No. 0 | 10 00 | 10 15 | | 8 50 | | 11 00 |
| " 1 | 8 00 | 8 15 | | 7 00 | | 9 00 |
| " 2 | 7 00 | 7 15 | | 6 00 | | 8 00 |
| " 3 | | 6 15 | | 5 25 | | 7 00 |

| PETROLEUM | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| Photogene | | | 17½ | 18 | | |
| Canadian water white | 14½ | 15½ | 17 | 17½ | | |
| Sarnia water white | 16 | 17 | 17 | 17½ | | 19 |
| Sarnia prime white | | 16 | 15½ | 16 | | 18 |
| American water white | | 19 | 18½ | 19 | | 19½ |
| Pratt's Astral (barrels extra) | | 22 | 18½ | 19 | | 20½ |
| Lily White (Canadian) | | | 16 | 16½ | | |
| Silver Light (American) | | | 17½ | 18 | | |
| Crystal Spray (W. W. Amer.) | | | 19 | 19½ | | |
| Pennoline | | | 19 | 19½ | | |
| Gosoline | | | 21¾ | 22¾ | | |
| Benzine | | | | 19¼ | | |
| **TEAS** | | | | | | |
| Black— | | | | | | |
| Congou—Half-chests Kaisow, Moning, Paking | 13 | 60 | 12 | 60 | 11 | 45 |
| Caddies Paking, Kaisow | 17 | 40 | 19 | 50 | 15 | 4 |
| Indian—Darjeelings | 35 | 55 | 35 | 55 | 30 | 50 |
| Assam Pekoes | 20 | 40 | 20 | 40 | 15 | 40 |
| Pekoe Souchong | 18 | 25 | 19 | 25 | 17 | 24 |
| Ceylon—Broken Pekoes | 35 | 42 | 36 | 42 | 35 | 40 |
| Pekoes | 20 | 30 | 27 | 30 | 20 | 30 |
| Pekoe Souchong | 17½ | 40 | 17 | 35 | 17 | 35 |
| China Greens— | | | | | | |
| Gunpowder-Cases, extra first | 42 | 50 | 42 | 50 | | |
| Half-chests, ordinary firsts | 22 | 28 | 22 | 28 | | |
| Young Hyson—Cases, sifted extra firsts | 42 | 50 | 42 | 50 | | |
| Cases, small leaf, firsts | 35 | 40 | 35 | 40 | | |
| Half-chests, ordinary firsts | 22 | 38 | 25 | 38 | | |
| Half-chests, seconds | 17 | 19 | | 23 | | |
| " thirds | 15 | 17 | 16 | 18 | | |
| " common | 13 | 14 | | 15 | | |
| Pingsueys— | | | | | | |
| Young Hyson, ¼-chests, firsts | 28 | 32 | 23 | 32 | 30 | 40 |
| " " seconds | 16 | 19 | 18 | 19 | | |
| " Half-boxes, firsts | 28 | 32 | 28 | 32 | | |
| " " seconds | 16 | 19 | 18 | 19 | | |
| Japans— | | | | | | |
| ¼-chests, finest Maypickings | 38 | 40 | 38 | 40 | | |
| Choice | 32 | 36 | 33 | 37 | | |
| Finest | 28 | 30 | 30 | 32 | | |
| Fine | 25 | 27 | 27 | 30 | | |
| Good medium | 22 | 24 | 25 | 28 | | |
| Medium | 19 | 20 | 21 | 23 | | |
| Good common | 16 | 18 | | 20 | | |
| Common | 13 | 15 | | 19 | | |
| Nagasaki, ¼-chests, Pekoe | 16 | 22 | | | | |
| " " Oolong | 14 | 15 | | | | |
| " " Gunpowder | 16 | 19 | | | | |
| " " Siftings | 7½ | 11 | | | | |
| **RICE, SAGO, ETC.** | | | | | | |
| Rice—Standard B | 3 00 | 3 10 | | 3¼ | 3 15 | 3 40 |
| Patna, per lb | 4 25 | 4 50 | 4¾ | 5 | 5 | 6 |
| Japan | 4 40 | 4 90 | 5½ | 6 | 5 | 6 |
| Imperial Seeta | 4 60 | 4 90 | 4¾ | 5½ | 5 | 6 |
| Extra Burmah | | | 4¼ | 4¾ | 4 | 5 |
| Java, extra | | 5¾ | 6 | 6½ | 6 | 7 |
| Macaroni, dom'ic, per lb., bulk | 3¼ | 4½ | | 7½ | | |
| " imp'd, 1-lb. pkg., French | 8 | 12 | 9 | 10 | | |
| " " " Italian | 8 | 10 | 11 | 12½ | | |
| Sago | 3½ | 3½ | 3¾ | 4 | 4½ | 5 |
| Tapioca | | 3½ | 3¾ | 3¾ | 4½ | 5 |

# Borden's

## Brands of Condensed Milk and Evaporated Cream at Canadian Prices.




We beg to announce that we have established a branch factory at Ingersoll, Ont., and that we are now prepared to fill all orders for the Canadian trade promptly, and at considerably reduced prices, owing to the establishment of the Canadian Branch. Our **Eagle Brand Condensed Milk, Gold Seal Brand Condensed Milk** and **Peerless Brand Evaporated Cream,** unsweetened, can be obtained through our local representatives.




**BORDEN'S CONDENSED MILK CO.**

Originators of Condensed Milk. Established 1857.

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We are offering goods at the uniform Association prices.

We solicit your patronage on **the merit of our goods.**

We guarantee the quality of any line of goods packed by us **equal to the best brands packed on the Continent of America.**

We are ready to support this statement with samples. **Don't be side-tracked.**

Your wholesale house will supply our best brands if you insist upon it. If not, write for quotations.

## Delhi Canning Co., Limited, -:- Delhi, Ont.

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# Gillard's Sauce

Is still the best and cheapest.

# Gillard's Pickle

The most delicious English pickle made.

AS SUPPLIED TO

HIS MAJESTY THE KING

AND

HIS ROYAL HIGHNESS THE PRINCE OF WALES, K.G., Etc.

Sole Proprietors:

## GILLARD & CO., Limited, LONDON, ENG.

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# CANDY IS KING

at this season of the year. Don't put off ordering too long. Give your order to the manufacturer **now,** and if possible give it to **us.**

See our "Prince of Wales" Bon Bons, and "Prince of Wales" Chocolates—something new, in fancy boxes.

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If you want the very best Sugars,

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THE ST. LAWRENCE SUGAR REFINING CO., LIMITED,

MONTREAL.

Every Wholesale Grocer in Canada can supply them.

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1 and 2-lb. Tins.

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HIGH-GRADE

# COFFEE and SPICES

"The goods that have stood the test of time."
"The perfected products of 57 years' study and experience."
(Have you seen the new ¼ Spice package "Prince of Wales'" brand? Write for sample.)

**S. H. & A. S. EWING,** Montreal Coffee and Spice Steam Mills, 55 Cote St., MONTREAL, P.Q.

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## WE HAVE RECEIVED INTO STORE THIS WEEK:

Filiatras Currants (D. Schisas) Quarter-Cases.
Filiatras Currants " Half-Cases.
Vostizza Currants, Half-Cases.
Bevan's Three-Crown Loose Muscatels.
Griffin & Skelley Santa Clara Prunes.

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## F. J. CASTLE - OTTAWA.

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Always Trustworthy

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D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO., Toronto, St. John, N.B., and Montreal

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SEASON 1902.

# Butter Tubs

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**WALTER WOODS & CO.**
HAMILTON.

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ORANGES, LEMONS

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## OUR TRADE WITH ENGLAND.

THE following letter was sent to The London Times by Canada's High Commissioner, Lord Strathcona, and was published in that paper recently:

"It is generally well known that for some years past the exports of the produce of the Dominion to the Mother Country have been rapidly increasing. The following figures (the Canadian fiscal year ends on June 30), bearing on that part of the question, speak for themselves:

| | Total Canadian Exports. | Exports to Great Britain. |
|---|---|---|
| 1902 | $196,019,000 | $109,348,000 |
| 1901 | 177,431,000 | 92,857,000 |
| 1899 | 138,462,000 | 85,114,000 |
| 1897 | 123,959,000 | 69,533,000 |
| 1895 | 103,085,000 | 57,903,000 |
| 1890 | 85,257,000 | 41,499,000 |

"The exports consist largely of horses, live cattle, meats of all kinds, general farm and dairy produce, and fruits. Other considerable items in the trade are the products of the mine, the forest, the fisheries, and the manufactories of the different Provinces.

"Prior to 1896 the imports from Great Britain, of its staple manufactures, were decreasing; but, owing to the influence of the preferential tariff, abundant harvests, and increased immigration, the trade has since been advancing, as is shown by the following figures:

| | Total Canadian Imports. | Imports from Great Britain. |
|---|---|---|
| 1902 | $202,791,000 | $49,215,000 |
| 1901 | 181,237,000 | 43,018,000 |
| 1899 | 154,051,000 | 37,060,000 |
| 1897 | 111,294,000 | 29,412,000 |
| 1890 | 112,765,000 | 43,390,000 |

"There is plenty of room for the expansion of Canadian exports to Great Britain, and of British exports to Canada. Canadians believe that, all other things being equal, there is a disposition in the United Kingdom to look favorably on the products of the Canadian farms, dairies and orchards—such as wheat, oats, flour, butter, cheese, eggs, bacon, hams, and other meats, canned goods of all kinds, and fruits; and also on the other natural products and manufactures to which reference has been made. The trade might be much increased if consumers would inquire for Canadian products among the many kinds that are imported.

"My principal object in writing is to state again that the Canadian Government is anxious to facilitate as much as possible communication between British exporters and Canadian importers and Canadian exporters and British importers; and that correspondence is invited in any department from merchants and importers who are interested. Statistics and other information relating to the different branches of Canadian trade—both imports and exports—are available; and the various trade journals, daily and weekly papers, official reports, and business directories are on file in the library and reading-room, and may be inspected at any time. I trust the fact of the existence of these facilities may be widely noticed, and am inclined to the opinion that, if they are largely utilized, it must lead to closer and more extensive commercial relations between the Dominion and Mother Country.

"I am, sir, your obedient servant,

"STRATHCONA,

"High Commissioner for Canada,

"Offices of the High Commissioner for Canada, 17 Victoria street, London, S.W., November 1."

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## HELPING ONE'S TOWN.

EVERY grocer desires to do much for the town he lives in and is interested in suggestions as to how it can be improved. The following from Merchants' Review deals with the question in a new way:

In a general way it is correct to say that the merchant who does most for his business does most for his town. We speak, of course, only of the business side of the question. A citizen may build hospitals and libraries for his town, without helping it from the point of view of the town "boomer," who would rather see one factory erected than half a dozen ornamental or eleomosynary structures.

Therefore, if a retail merchant feels longings to help the general activity of business in his town, let him "boom" his own business with all his might and main. And there is no better specific for it than printing ink, printing used in the local papers. Support of the town papers in a free and generous spirit will be reflected in an improved activity of local industries, for the more prosperous the local press becomes, the more effective it proves as an agency for helping the town by attracting outsiders of reputation and financial resources.

Local newspapers that are well patronized are able to employ superior talent, which is bound to be recognized abroad. The advertising of the town which ensues as a consequence of the circulation of the articles in the local papers, is the very best kind of advertising and also the very cheapest.

The mere frequent changing of the local ads. in the local papers has a good effect. It brightens up the pages and indirectly encourages the editor and his assistants to do better work, therefore we recommend the grocers of all the sleepy towns of the country to make frequent changes of their advertising matter in the home papers. Support the papers with advertising and with items of news that may come to your notice, and, above all, let your advertising be fresh. When the ads. are not fresh one infers that the goods are in the same condition.

Woe to the grocery trade, woe to the town, when all the grocers' stores display nothing fresh except the manners of the assistants!

"Why, John," said Mrs. Porkpacque, "ain't you goin' to wear your diamond studs to the banquet?"

"Naw," replied Mr. Porkpacque, "what's the use? My napkin would hide 'em, anyway."—Philadelphia Press.

---

POPULARITY is the proof of merit, and no brand has ever achieved popularity so quickly as

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

BOBS costs you only 36 cents, and pays a good profit.

BOBS is well advertised.

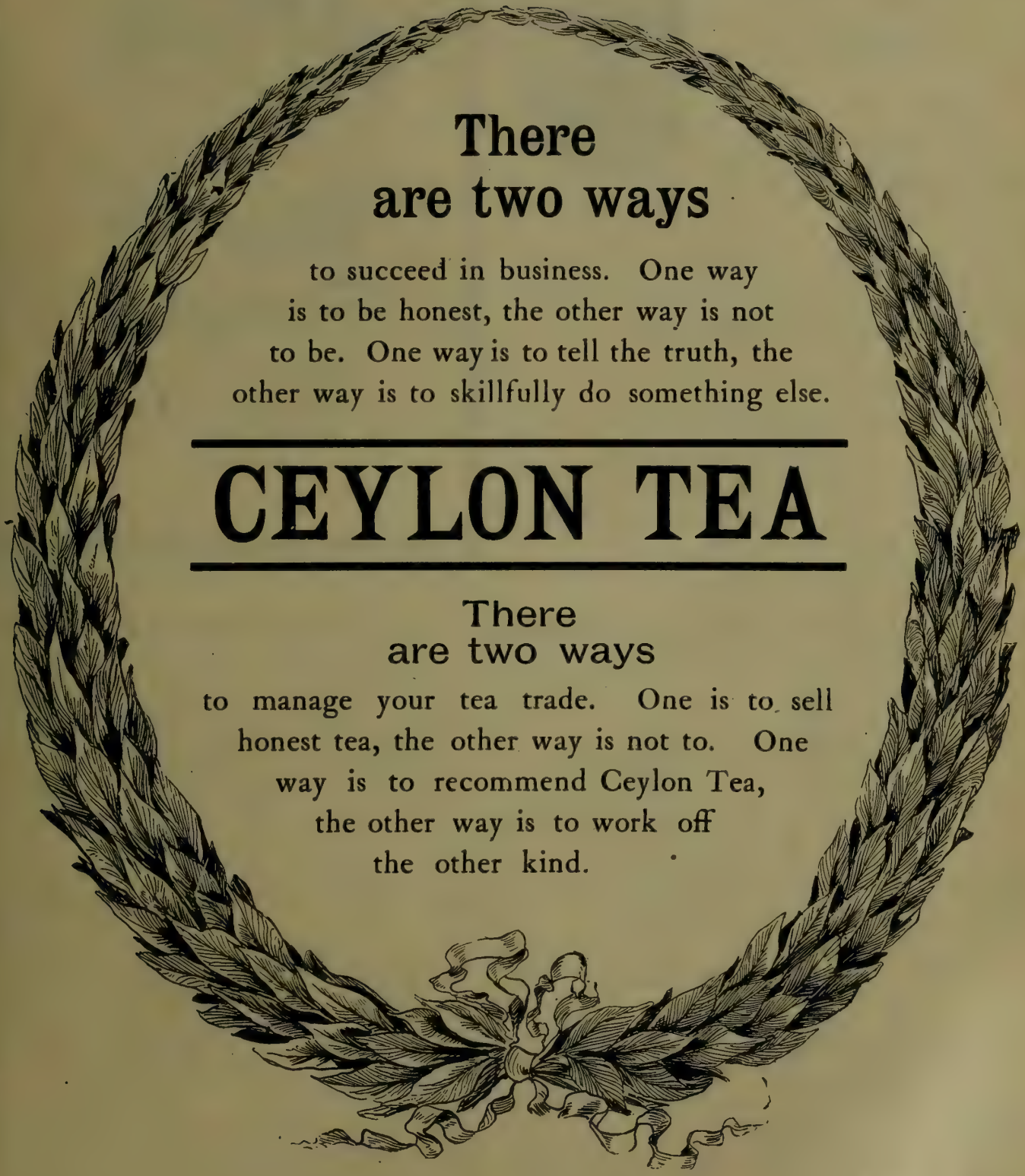
BOBS is selling well in almost every store from the Atlantic to the Pacific.

BOBS is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO., LIMITED

MONTREAL, QUE.



## There are two ways

to succeed in business. One way is to be honest, the other way is not to be. One way is to tell the truth, the other way is to skillfully do something else.

# CEYLON TEA

## There are two ways

to manage your tea trade. One is to sell honest tea, the other way is not to. One way is to recommend Ceylon Tea, the other way is to work off the other kind.

WHY ARE

# Southwell's

## Jams

superior to all other Imported Lines ?




**Because** each Jam has the individual flavor of its own fruit.

Many imported Jams taste all alike.

## Southwell's Don't.

WRITE FOR PRICE LIST, ETC.

FRANK MAGOR & CO.

16 St. John St., MONTREAL.

DOMINION AGENTS

# MAGIC BAKING POWDER




PURE AND WHOLESOME.
ONE POUND CAN 25 ¢

E. W. GILLETT COMPANY LIMITED
TORONTO, ONT.

# Current Market Quotations for Proprietary Articles

November 27, 1902

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. of a change is made, either an advance or decline, it is referred to in the market reports, as a matter of news whether manufacturers request it or not.

### BAKING POWDER.

| Cook's Friend— | Per doz. |
|---|---|
| Size 1, in 2 and 4 doz. boxes | $ 2 40 |
| " 10 , in 4 doz. boxes | 2 10 |
| " 2 in 6 " | 80 |
| " 12, in 6 " | 70 |
| " 3, in 4 " | 45 |
| Pound tins, 3 doz. in case | 3 00 |
| 12oz. tins, 3 " " | 2 40 |
| 5-lb. tins, ½ " " | 14 00 |

| Diamond— W. H. GILLARD & CO | |
|---|---|
| 1 lb. tins, 2 doz. in case | per doz. 2 00 |
| ½ lb. tins, 3 " " | " 1 25 |
| ¼ lb. tins, 4 " " | " 0 75 |

IMPERIAL BAKING POWDER.

| Cases. | Sizes. | Per Doz. |
|---|---|---|
| 4 doz. | 10c. | $0 85 |
| 3 " | 6-oz. | 1 75 |
| 1 " | 12-oz. | 3 50 |
| 2 and 3 doz. | 12-oz. | 3 40 |
| 2 and 3 doz. | 16-oz. | 4 35 |
| ½ doz. | 2½-lb. | 10 50 |
| 1 doz. | 2½-lb. | 10 40 |
| ¼ and 1 doz. | 5-lb | 19 50 |

MAGIC BAKING POWDER




| Cases. | Sizes. | Per Doz. |
|---|---|---|
| 4 doz. | 5c. | $ 40 |
| 4 " | 4-oz. | 60 |
| 4 " | 6-oz. | 75 |
| 4 " | 8-oz. | 95 |
| 4 " | 12-oz. | 1 40 |
| 2 " | 12 oz. | 1 45 |
| 4 " | 16-oz. | 1 65 |
| 2 " | 16-oz. | 1 70 |
| 1 " | 2½-lb. | 4 10 |
| 1 " | 5-lb | 7 30 |
| 2 " | 6-oz. | Per case. |
| 1 " | 12-oz. | $4 55 |
| 1 " | 16-oz. | |

JERSEY CREAM BAKING POWDER

| | |
|---|---|
| ⅛ size, 5 doz. in case | 40 |
| ¼ size, 4 doz. in case | 75 |
| ½ " 3 " " | 1 35 |
| 1 " 1 " " | 2 25 |

VIENNA BAKING POWDER.

| | Per doz. |
|---|---|
| 1 lb. tins, 4 doz. in box | $2 25 |
| ½ lb. tins, 4 " " | 1 25 |
| ¼ lb. tins, 4 " " | 75 |
| 3 oz. in paper, 4 doz. in box | 70 |
| 5 " " 4 " " | 35 |

### BLACKING.

SHOE POLISH.

| Henri Jonas & Co. | Per gross |
|---|---|
| Jonas' | $9 00 |
| Froments | 7 50 |
| Military dressing | 24 00 |

### BLUE.

| | |
|---|---|
| Keen's Oxford per lb | $0 17 |
| In 10 box lots or case | 0 16 |
| Reckitt's Square Blue 12-lb. box | 0 17 |
| Reckitt's Square Blue, 5 box lots | 0 16 |
| Gillett's Mammoth, boxes, 1 gross | 9 00 |
| Nixey's "Cervus" in squares, per lb. | 0 16 |
| " " in bags, per gross | 1 25 |
| " " in pepper boxes, according to size | 0 02 0 10 |

### BLACK LEAD.

| | |
|---|---|
| Reckitt's per box | 1 15 |
| Box contains either 1 gro., 1 oz. size; ½ gro., 2 oz. or ¼ gro. 4 oz. | |
| Nixey's refined, per 9 lb. box of 12 1 doz. chip boxes | 1 50 |
| Nixey's, as supplied the King, per 9-lb. box of 12 doz. block | 1 50 |
| Nixey's Silver Moonlight Stove Polish, in blocks 13-3 and 6-oz. size. Full price list on application. | |

### BOECKH'S CORN BROOMS.

| United Factories, Limited. | doz. net. |
|---|---|
| Bamboo Handles, A, 4 strings | 4 35 |
| " " B, 4 strings | 4 10 |
| " " C, 3 strings | 3 85 |
| " " D, 3 strings | 3 60 |
| " " F, 3 strings | 3 35 |
| " " G, 3 strings | 3 10 |
| " " I, 3 strings | 2 85 |

### BISCUITS.

CARR & CO. LIMITED.
Frank Magor & Co., Agents

| | |
|---|---|
| Cafe Noir | 0 15 |
| Ensign | 0 12¾ |
| Metropolitan mixed | 0 09 |

### CANNED GOODS.

MUSHROOMS.

| Henri Jonas & Co. | |
|---|---|
| Mushrooms, Rione | $15 50 |
| " 1st choice Duthell | 18 50 |
| " 1st choice Lenoir | 19 50 |
| " extra Lenoir | 22 00 |
| Per case, 100 tins. | |

FRENCH PEAS—DELORY'S

| Henri Jonas & Co. | |
|---|---|
| Moyen's No 2 | $9 00 |
| " No. 1 | 10 50 |
| ½ Fins | 12 50 |
| Fins | 14 00 |
| Tres fins | 15 00 |
| Extra fins | 16 50 |
| Sur extra fins | 18 00 |

FRENCH SARDINES.

| Henri Jonas & Co. | |
|---|---|
| ¼ Trefavennes | $9 50 |
| ¼ Rolland | 10 00 |
| ¼ Delory | 10 50 |
| ¼ Club Alpins | 2 50 |

### CHOCOLATES & COCOAS.

| Cocoa—THE COWAN CO LIMITED. | |
|---|---|
| Hygienic, 1-lb. tins, per doz | $7 25 |
| " ½-lb. tins " | 3 75 |
| " ¼-lb. tins " | 2 25 |
| " fancy tins " | 0 90 |
| Hygienic, 5-lb tins, for soda water fountains, restaurants, etc. per lb | 0 55 |
| Perfection, ½-lb. tins, per doz | 3 00 |
| Cocoa Essence, sweet, ½-lb. tins, per doz | 2 25 |
| Chocolate— | per lb. |
| Queen's Dessert, ¼'s and ⅛'s | $0 40 |
| " 6's | 0 42 |
| Mexican Vanilla, ¼'s and ⅛'s | 0 35 |
| Royal Navy Rock " " | 0 30 |
| Diamond " " | 0 25 |
| " 8's | 0 28 |

| Chocolate— FRY'S. | per lb. |
|---|---|
| Caraccas, ¼'s, 6-lb. boxes | 0 42 |
| Vanilla, ¼'s | 0 42 |
| "Gold Medal" Sweet, ¼'s, 6 lb. bxs | 0 29 |
| Pure, unsweetened, ½'s, 6 lb. bxs | 0 42 |
| Fry's "Diamond," ¼'s, 14 lb. bxs | 0 24 |
| Fry's "Monogram," ⅛'s 14 lb. bxs | 0 24 |

| Cocoa— | per doz |
|---|---|
| Concentrated, ¼'s 1 doz. in box | 2 40 |
| " ½'s, " | 4 50 |
| " 1 lbs. " | 8 25 |
| Homoeopathic, ¼'s 14 lb. boxes | .... |
| " ¼ lbs. 12 lb. boxes | .... |
| Epps's cocoa, case of 14 lbs., per lb | 0 35 |
| Smaller quantities | 0 37½ |

JOHN P. MOTT & CO.'S
R. S. McIndoe, Agent, Toronto.

| | |
|---|---|
| Mott's Broma per lb | 0 30 |
| Mott's Prepared Cocoa | 0 28 |
| Mott' Homeopathic Cocoa (¼'s) | 0 12 |
| Mott's Breakfast Cocoa (in tins) | 0 40 |
| Mott's No. 1 Chocolate | 0 30 |
| Mott's Breakfast Chocolate | 0 28 |
| Mott's Caraccas Chocolate | 0 40 |
| Mott's Diamond Chocolate | 0 23 |
| Mott's French-Can. Chocolate | 0 18 |
| Mott's Navy or Cooking Chocolate | 0 28 |
| Mott's Cocoa Nibbs | 0 35 |
| Mott's Cocoa Shells | 0 05 |
| Vanilla Sticks, per gross | 0 90 |
| Mott's Confectionery Chocolate | 0 21 0 43 |
| Mott's Sweet Chocolate Liquors | 0 19 0 30 |

CADBURY'S.

| Frank Magor & Co., Agents. | per doz. |
|---|---|
| Cocoa essence, 3 oz. packages | $1 85 |
| Mexican chocolate, ¼ and ½ lb. pkgs. | 0 40 |
| Rock Chocolate, loose | 0 40 |
| " 1-lb. tins | 0 42 |
| Nibs, 11-lb. tins | 0 35½ |

WALTER BAKER & Co., LIMITED.

| | per lb. |
|---|---|
| Premium No. 1 chocolate, 12-lb boxes | $ 32 |
| Vanilla chocolate 6-lb boxes | 47 |
| German sweet, 6-lb. boxes | 27 |
| B'kfast cocoa, ½-lb. tins, plain; 6-lb. boxes | 51 |
| Cracked cocoa, ½-lb. pkgs. 12-lb. bxs. | 35 |
| Caracas sweet chocolate, 6-lb. boxes | 37 |
| Soluble chocolate (hot or cold soda) 1-lb. cans | 45 |
| Vanilla chocolate wafers, 48 to box, per box | 1 56 |

### COCOANUT.

| L. Scheer & Co. | per lb. |
|---|---|
| 1-lb packages, 15 and 30-lb. cases | $0 26 |
| ½-lb. " " " | 0 27 |
| ¼-lb. " " " | 0 28 |
| ½ and 1-lb. pkgs., assorted, 15 and 30-lb. cases | 0 26½ |
| ¼ and ½-lb. pkgs. assorted, 15 and 30-lb. cases | 0 27½ |
| 5c. package, 4 doz. in case, per doz. | 0 45 |

CHEESE.

| Imperial—Large size jars, per doz. | $ 8 25 |
|---|---|
| Medium size jars | 4 50 |
| Small size jars | 2 40 |
| Individual size jars | 1 00 |
| Imperial Holder—Large size | 18 00 |
| Medium size | 15 00 |
| Small size | 12 00 |
| Roquefort—Large size, per doz. | 2 40 |
| Small size | 1 40 |

# "THE EDWARDSBURG BRANDS"

# Starch

## . . and Syrup

Are well known all over the Dominion as a **STANDARD OF QUALITY.** **ASSORTED STOCKS** of all styles of packages now on hand, and **PROMPT SHIPMENT** guaranteed.

**EDWARDSBURG STARCH CO'Y, Limited**

**Established 1858.**

164 St. James St., MONTREAL. | Works: CARDINAL, ONT. | 53 Front St. East, TORONTO


### COFFEE.

| JAMES TURNER & CO. | per lb. |
|---|---|
| Mecca | 0 33 |
| Damascus | 0 28 |
| Cairo | 0 20 |
| Sirdar | 0 17 |
| Old Dutch Rio | 0 12½ |
| E. D. MARCEAU, Montreal. | per lb. |
| "Old Crow" Java | 0 25 |
| " Mocha | 0 25 |
| "Condor" Java | 0 30 |
| " Mocha | 0 30 |
| 15-year-old Mandheling Java and hand-picked Mocha | 0 50 |
| 1-lb. Fancy tins choice pure coffee, 48 tins per case | 0 20 |
| Madam Huot's Coffee, 1-lb. tins | 0 31 |
| " " " 2-lb. tins | 0 30 |

100 lb. delivered in Ontario and Quebec.

### CONDENSED MILK.




| Borden's Condensed Milk Co. | |
|---|---|
| "Eagle" Brand | $1 65 |
| "Gold Seal" Brand | 1 30 |
| "Peerless" Brand Evaporated Cream | 1 20 |

### CLOTHES PINS.

UNITED FACTORIES LIMITED.

Clothes Pins (full count), 5 gross in case, per case 0 57
4 doz. packages 12 to a case) 0 72
6 doz. packages (12 to a case) 0 92

### COUPON BOOKS—ALLISON'S

For sale in Canada by—The Eby, Blain Co., Limited, Toronto C. O. Beauchemin & Fils, Montreal

$1, $2.$3, $5, $10 and $20 books.

| | Unnumbered | Covers and Coupons numbered. |
|---|---|---|
| In lots of less than 100 books, 1 kind assorted | 4c. | 4½c. |
| 100 to 500 books | 3½c. | 4c. |
| 500 to 1,000 books | 3c. | 3½c. |

Allison's Coupon Pass Book

| | |
|---|---|
| 1 00 books | 3 cents each |
| 2 00 books | 3 cents each |
| 3 00 books | 3 cents each |
| 5 00 books | 4 cents each |
| 10 00 books | 5½ cents each |
| 15 00 books | 6½ cents each |
| 20 00 books | 7½ cents each |
| 25 00 books | 8 cents each |
| 50 00 books | 12 cents each |

### EXTRACTS.

HENRI JONAS & Co. Per gross.

| | |
|---|---|
| 8 oz. London Extracts | $6 00 |
| 2 oz. " " (no corkscrews) | 5 50 |
| 2 oz. " " | 9 00 |
| 2 oz. Spruce essence | 6 00 |
| 2 oz. " " | 9 00 |
| 2 oz. Anchor extracts | 12 00 |
| 4 oz. " " | 21 00 |
| 1 oz. " " | 36 00 |
| 1 lb. " " | 70 00 |
| 1 oz. Flat " | 9 00 |
| 2 oz. Flat bottle extracts | 18 00 |
| 2 oz. Square " | 21 00 |
| 4 oz. " " corked) | 36 00 |
| 8 oz. " " " | 72 00 |
| | Per doz. |
| 8 oz. " glass stop extracts | 3 50 |
| 8 oz. " " " | 7 00 |
| | Per doz. |
| 2½ oz. Round quintessence extracts | 2 00 |
| 4 oz. Jockey decanters " | 3 50 |

### FOOD.

| | Per doz. |
|---|---|
| Robinson's Patent Barley ½ lb tins | 1 25 |
| " " " 1 lb. tins | 2 25 |
| " " Groats, ½ lb. tins | 1 25 |
| " " " 1 lb. tins | 2 25 |

### GINGER ALE & SODA WATER

| | per doz. |
|---|---|
| Cantrell & Cochrane's Imported Ginger Ale and Club Soda Water | $1 40 |

### JAMS AND JELLIES.

SOUTHWELL'S GOODS. Frank Magor & Co., Agents.

| | per doz |
|---|---|
| Orange Marmalade | 1 50 |
| Clear Jelly Marmalade | 1 50 |
| Strawberry W. F. Jam | 2 00 |
| Raspberry " " | 2 00 |
| Apricot " " | 1 75 |
| Black Curran " | 1 85 |
| Other Jams, W. F. 1 55 | 1 90 |
| Red Currant Jelly | 2 75 |

Jams— T. UPTON & CO.

| | |
|---|---|
| 12-oz. glass jars, per doz | $0 95 |
| 1-lb. glass jars 2 doz. in case, per doz | 1 50 |
| 2½-lb. tin pail, 2 doz. in crate, per lb. | 0 09 |
| 5-lb. tin pails, 8 pails in crate, per lb | 0 06 |
| 7-lb wood pails, 6 " " " | 0 06 |
| 14-lb. wood pails, per lb | 0 06 |
| 30-lb " " " | 0 06 |

Jellies—

| | |
|---|---|
| 1-lb. glass jars, per doz | $1 50 |
| 7-lb. wood pails, per lb | 0 09 |
| 14-lb. " " " | 0 09 |
| 30-lb. " " " | 0 09 |

### LICORICE.

YOUNG & SMYLIE'S LIST.

| | |
|---|---|
| 5-lb. boxes, wood or paper, per lb | $0 40 |
| Fancy boxes (35 or 50 sticks) per box | 1 25 |
| "Ringed" 5 lb. boxes, per lb | 0 40 |
| "Acme" Pellets, 5 lb. cans, per can | 2 00 |
| "Acme" Pellets, fancy boxes 40) per box | 1 50 |
| Tar, Licorice and Tolu Wafers, 5 lb. cans, per can | 2 00 |
| Licorice Lozenges, 5 lb. glass jars | 1 75 |
| " " 20 5 lb. cans | 1 50 |
| "Purity" Licorice 10 sticks | 1 25 |
| " " 100 sticks | 0 73 |
| Dulce large cent sticks, 100 in box. | |

### LIQUORS.

COGNAC IN CASES. Ph. Richard.

| | |
|---|---|
| S.O. Quarts, 12's | $22 50 |
| F.C. " " | 15 00 |
| F.C. 1-15 bottles, 180's | 12 00 |
| V.S.O.P. " " | 12 00 |
| V.S.O.P. pints, 24's | 13 00 |
| V.S.O.P. ½-pints, 48's | 14 00 |
| V.S.O.P. 1-15 bottles, 180's | 20 00 |
| V.S.O. quarts, 12's | 10 00 |
| V.S.O. 1-15 bottles, 180's | 18 00 |
| V.O. quarts, 12's | 8 50 |
| V.O. pints, 24's | 9 50 |
| V.O. ½-pints, 48's | 10 50 |
| V.O. 1-15 bottles, 180's | 14 00 |
| V.O. decanters, 12's | 9 50 |
| V.O. " pints, 20's | 13 00 |
| V.O. flasks, Imp. pints, with thumblers | 9 75 |
| V.O. " Reputed " " 24's | 10 50 |
| V.O. " " no " 24's | 9 50 |

Chas. Couturier.

| | |
|---|---|
| Quarts, 12's | 7 00 |
| ½ bottles, 24's | 8 00 |
| ¼ " 48's | 9 00 |
| 1-15 bottles, 180's | 13 50 |
| Flasks, 24's | 8 00 |
| ½ Flasks, 48's | 9 00 |
| Flasks Imperial pints, Copsule, 16's | 8 00 |

F. Marion & Cie.

| | |
|---|---|
| Quarts, 12's | 6 00 |
| ½ bottles, 24's | 7 00 |
| ¼ " 48's | 8 00 |
| Flasks, reputed 24's | 7 00 |
| Flasks, ½-pints, 48's | 8 00 |
| 1-15 bottles, 180's | 12 50 |
| Flasks, Imp. pints with thumblers, 16's. | 8 00 |

Cognac In Wood. Ph. Richard.

| | Gals. | Oct's. | ½ Oct's. | Bbls. | Hhds. |
|---|---|---|---|---|---|
| Couturier | $4 00 | $3 95 | $3 85 | $3 80 | .... |
| Marion | 3 75 | 3 60 | 3 50 | 3 40 | .... |
| Ph Richard V.S.O.P | 5 50 | 5 35 | 5 25 | 5 00 | .... |
| Richard V.O. proof | 4 25 | 10 | 4 00 | 3 90 | 3 |
| Richard Cup. proof V. O. | 4 00 | 3 80 | 3 70 | 3 50 | 3 40 |
| Richard Fine champagne | 6 00 | 5 90 | .... | .... | .... |

Gin—Pollen & Zoon, in Cases.

| | |
|---|---|
| Red, 15's | $10 00 |
| Green, 12's | 5 00 |
| Poney, 12's | 2 50 |

Gin Pollen & Zoon, in Wood.

| | Gals. | ½ Oct's. | Oct's. | Bbls. | Hhds. |
|---|---|---|---|---|---|
| Gin, P. & Z. | $3 15 | $3 05 | $3 05 | $3 00 | $2 95 |

Mitchell Bros. Limited—Scotch.

| | 1 case. | 5 cases. |
|---|---|---|
| Heather Dew, ordinary qts. 12's | $ 7 00 | $ 6 75 |
| Heather Dew, stone jars, Imperial, 12's | 12 50 | 12 25 |
| Heather Dew, oval flasks, quart, 12's | 11 25 | 11 00 |
| Special Reserve, oval, pts. 24s | 11 75 | 11 50 |
| " " ordinary qts., 12's | 9 00 | 8 75 |
| Special Reserve, ½ bottles, pints, 24s | 10 00 | 9 75 |
| Extra Special Liqueur, flagon, 12's | 9 50 | 9 25 |
| Heather Dew, flasks, 48's | 12 00 | 11 75 |
| " " ½ flasks, 60's | 9 00 | 8 75 |
| Mullmore, Imperial oval quart flasks, 12's | 10 00 | 9 75 |
| Mullmore, flasks, Imperial pints, 24's | 10 50 | 10 25 |
| Mullmore, flasks, ordinary pints, 24's | 7 75 | 7 50 |
| Mullmore, ½ flasks, ordinary, 48's | 9 00 | 8 75 |
| Mullmore, ordinary quarts, 12's | 6 50 | 6 25 |
| Mullmore ordinary pints 24's | 7 50 | 7 25 |

Scotch Whiskey in Wood.

| | Gals. | ½ Oct's. 9gals. | Oct's. 17gals. | Bbls. 40gals. |
|---|---|---|---|---|
| Special Reserve | $4 50 | $4 25 | $4 15 | $3 90 |
| Heather Dew "A" | 4 00 | 3 85 | 5 | 3 65 |

| | | | | |
|---|---|---|---|---|
| Extra Special Liqueur | 5 00 | 4 90 | 4 80 | 4 75 |
| Old Scotch | 3 75 | 3 70 | 3 65 | 3 50 |

Whiskey in Cases.
Mitchell Bros., Limited—Irish.

| | |
|---|---|
| Cruiskeen Lawn, stone jar, 12's | $12 50 |
| Old Irish, flasks, Imp. quarts, 12's | 11 25 |
| " Special, quarts, 12's | 9 00 |
| " " Imp. pints, 24's | 11 75 |
| " round bottles, quarts, 12's | 6 50 |
| " round ½-bottles, pints, 24's | 8 00 |
| " 10-o. flasks, 48's | 12 00 |
| " 5-oz. flasks, 60's | 9 00 |

Irish Whiskey in Wood.

| | Gal. | ½-Oct. | Oct. | Bbl. |
|---|---|---|---|---|
| Mitchell, "Special Old" | $4 50 | $4 40 | $4 25 | $4 10 |
| Mitchell, "Old" | 4 00 | 3 90 | 3 75 | 3 65 |
| " "B" | 3 50 | 3 40 | 3 30 | 3 25 |
| " "C" | 3 00 | 2 | 2 80 | 2 75 |

Champagne Wine in Cases.

| | |
|---|---|
| Duc de Pierland, quarts, 12's | $14 00 |
| " " pints, 24's | 15 00 |
| Cardinal, quarts, 12's | 12 50 |
| " pints, 24's | 13 50 |
| Vve. Amiot Carte d'Or, quarts, 12's | 16 00 |
| " " " pints, 24's | 17 00 |
| " " d'Argent, quarts, 12's | 10 50 |
| " " " pints, 24's | 11 50 |

Blandy Bros Wine.
Blandy's Madeira Wine, in cases.

| | |
|---|---|
| Very Superior, quarts, 12's | 8 50 |
| Special Selected, quarts, 12's | 10 00 |
| London Particular, quarts, 12's | 13 00 |

Blandy's Malaga, in cases.

| | |
|---|---|
| Pale Sweet Blue Label, quarts, 12's | 7 50 |
| " White Label, quarts, 12's | 10 00 |

Blandy's Sherry, in cases.

| | |
|---|---|
| Manzanilla, quarts, 12's | 8 50 |
| Morosa, quarts, 12's | 11 00 |

Blandy's Port Wine, in cases.

| | |
|---|---|
| Good Fruity, quarts, 12's | 7 50 |
| Invalid Special, quarts, 12's | 12 00 |

Blandy Bros'. Wine in Wood.

| | Gal. | Octave. |
|---|---|---|
| Madere, No. ½ | $3 50 | $3 00 |
| " No. ¾ | 4 50 | 4 00 |
| Malaga Pale Sweet | 3 00 | 2 75 |

Canadian Whiskies.

| | In barrels. per gal. |
|---|---|
| Gooderham & Worts, 65 O.P. | $ 4 50 |
| Hiram Walker & Sons " | 4 50 |
| J. P. Wiser & Son " | 4 49 |
| J. E. Seagram " | 4 49 |
| H. Corby " | 4 49 |
| Gooderham & Worts, 50 O.P. | 4 10 |
| Hiram Walker & Sons " | 4 10 |
| J. P. Wiser & Son " | 4 09 |
| J. E. Seagram " | 4 09 |
| H. Corby " | 4 09 |
| Rye, Gooderham & Worts | 2 20 |
| " Hiram Walker & Sons | 2 20 |
| " J. P. Wiser & Son | 2 19 |
| " J. E. Seagram | 2 19 |
| " H. Corby | 2 19 |
| Imperial, Walker & Sons | 2 90 |
| Canadian Club, Walker & Sons | 3 60 |

Less than one bbl. per gallon.

| | |
|---|---|
| 65 O. P. | $4 55 |
| 50 O. P. | 4 15 |
| Rye | 2 25 |

## LYE (CONCENTRATED).

GILLETT'S PERFUMED.

| | Per case. |
|---|---|
| 1case of 4 doz. | $ 3 60 |
| 3 cases " | 3 50 |
| 5 " | 3 40 |

## MINCE MEAT.

| | |
|---|---|
| Wethey's Condensed, per gross net | $12 00 |
| " per case of doz. net | 3 00 |

## MUSTARD.

COLMAN'S OR KEEN'S.

| | |
|---|---|
| D. S. F., ¼ lb. tins, per doz. | $1 40 |
| " ½ lb. tins, " | 2 50 |
| " 1 lb. tins, " | 5 00 |
| Durham 4 lb. jar, per jar | 0 75 |
| " 1 lb. " " | 0 25 |
| F. D., ¼ lb. tins, per doz. | 0 85 |
| " ½ lb. tins | 1 45 |

HENRI JONAS & Co.

| | Per gross |
|---|---|
| Pony size | $7 50 |
| Imperial, medium | 9 00 |
| Imperial, large | 12 00 |
| Tumblers | 12 00 |

| | Per gross |
|---|---|
| Mugs | 13 20 |
| Pint jars | 18 00 |
| Quart jars | 4 00 |

E. D. MARCEAU, Montreal.

| | | |
|---|---|---|
| "Condor," 12-lb. boxes— | | |
| ¼-lb. tins | per lb. | 0 35 |
| ½-lb. tins | " | 0 33 |
| 1-lb. tins | " | 0 32½ |
| 4-lb. jars | per jar | 1 20 |
| 1-lb. jars | " | 0 35 |
| "Old Crow," 12-lb. boxes— | | |
| ¼-lb. tins | per lb. | 0 25 |
| ½-lb. tins | " | 0 23 |
| 1-lb. tins | " | 0 22½ |
| 4-lb. jars | per jar | 0 70 |
| 1-lb. jars | " | 0 25 |

## OLIVE OIL

| | per case |
|---|---|
| Barton & Guestier's quarts | $8 00 |
| " pints | 9 00 |

## ORANGE MARMALADE.

T. UPTON & CO.

| | |
|---|---|
| 1-lb. glass. 2 doz. case, per doz. | $1 00 |
| 7-lb. pails and 5 lb. tins | 0 06 |
| 14 and 30-lb. pails | 0 06 |

## PICKLES.

STEPHENS'.

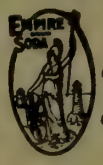
A. P. Tippet & Co., Agents.

| | |
|---|---|
| Patent stoppers (pints) per doz. | 2 30 |
| Corked (pints), " | 1 90 |

## SODA.—COW BRAND.




Case of 1 lbs. containing 60 pkgs. per box, $3.00
Case of ½ lbs. (containing 120 pkgs. per box, $3.00.
Case of 1 lbs. and ½ lbs. (containing 30 1 lbs. and 60 ½ lb. packages) per box, $3.00.
Case of 5c. pkgs (containing 96 pkgs) per box, $3.00.




EMPIRE BRAND.

Brunner, Mond & Co.

Case 120 ¼-lb. pkts. (60 lb.) per case $2 70.

Case 96 10-oz. pkts. (60 lb.) per case $2 80.

"MAGIC" BRAND.

| | | per case |
|---|---|---|
| No. 1, cases, 60 1-lb. packages | | 2 75 |
| " 2, " 120 ½-lb. packages | | 2 75 |
| " 3, " | 30 1-lb. packages / 60 ½-lb. packages | 2 75 |

## SOAP




| | |
|---|---|
| Gloriola Soap, per gross | 12 00 |
| Straw Hat Polish, per gross | 10 20 |

## STARCH.

EDWARDSBURG STARCH CO., LTD.

| | per lb. |
|---|---|
| Laundry Starches— | |
| No. 1 White or Blue, 4-lb carton | 0 06½ |
| No. 1 " " 3-lb. " | 0 06½ |
| Canada Laundry | 0 05½ |
| Silver Gloss, 6-lb. draw-lid boxes | 0 08 |
| Silver Gloss, 6-lb. tin canisters | 0 08 |
| Edwards'g Silver Gloss, 1-lb. pkg. | 0 08 |
| Kegs Silver Gloss, large crystal | 0 07 |
| Benson's Satin, 1-lb. cartons | 0 08½ |
| No. 1 White, bbls. and kegs | 0 05¾ |
| Benson's Enamel, per box, $1 50 to 3 00 | |
| Culinary Starch— | |
| Benson & Co.'s Prep. Corn | 0 07¼ |
| Canada Pure Corn | 0 05¾ |
| Rice Starch— | |
| Edwardsburg No. 1 white, 1-lb. car | 0 10 |
| Edwardsburg No. 1 White or Blue, 4-lb. lumps | 0 08½ |

BEE STARCH.

| | |
|---|---|
| Cases, 64 pkgs. 48's | $5.00 |
| ⅛ Cases, 32 pkgs. 24's | 2.50 |
| Packages 10c. each. | |

BRANTFORD STARCH WORKS, LIMITED.
Ontario and Quebec.

| | |
|---|---|
| Laundry Starches— | |
| Canada Laundry, boxes of 40 lbs. | $0 05½ |
| Acme Gloss Starch— | |
| 1-lb. cartons, boxes of 40 lbs. | 0 06 |
| Finest Quality White Laundry— | |
| 3-lb. Canisters, cases of 48 lbs. | 0 06½ |
| 4-lb. " " " | 0 06¼ |
| Barrels, 200 lbs. | 0 05¾ |
| Kegs, 100 lbs. | 0 05¾ |
| Lily White Gloss— | |
| 1-lb. fancy cartons cases 30 lbs. | 0 08 |
| 6-lb. toy trunks, 8 in case | 0 08 |
| 6-lb. enameled tin canisters, 8 in case | 0 08 |
| Kegs, ex. crystals, 100 lbs | 0 07 |
| Brantford Gloss— | |
| 1-lb. fancy boxes, cases 36 lbs. | 0 08½ |
| Canadian Electric Starch— | |
| Boxes of 40 fancy pkgs, per case | 3 00 |
| Celluloid Starch— | |
| Boxes of 45 cartons, per case | 3 10 |
| Culinary Starches— | |
| Challenge Prepared Corn— | |
| 1-lb. packages, boxes 40 lbs. | 0 05¾ |
| No. 1 Brantford Prepared Corn— | |
| 1-lb. packages, boxes 40 lbs. | 0 07¼ |
| Crystal Maize Corn Starch— | |
| 1-lb. packages, boxes 40 lbs. | 0 07¼ |

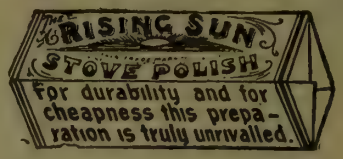
## STOVE POLISH.



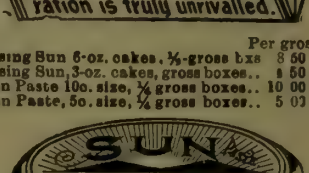




No. 4—3 dozen in case, per gross 4 80
" 6—3 dozen in case, " " 8 40




| | Per gross |
|---|---|
| Rising Sun 6-oz. cakes, ⅓-gross bxs | 8 50 |
| Rising Sun, 3-oz. cakes, gross boxes | 4 50 |
| Sun Paste 10c. size, ⅓ gross boxes | 10 00 |
| Sun Paste, 5c. size, ⅓ gross boxes | 5 00 |




## TEAS.




SALADA CEYLON.

| | Wholesale | Retail |
|---|---|---|
| Brown Label, 1's | 0 20 | 0 25 |
| " " ½'s | 0 21 | 0 26 |
| Green Label, 1 and ½'s | 0 22 | 0 30 |
| Blue Label, 1s, ½s, ¼s and ⅛s. | 0 30 | 0 40 |
| Red Label, 1s and ½s | 0 36 | 0 50 |
| Gold Label, ½s | 0 44 | 0 60 |

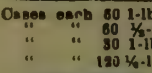



Ceylon Tea, in 1 and ½ lb. lead packages black or mixed.

| | |
|---|---|
| Black Label, 1-lb., retail at 25c. | 0 19 |
| " " ½-lb., " " " | 0 20 |
| Blue Label, retail at 30c. | 0 22 |
| Green Label " 40c. | 0 28 |
| Red Label " 50c. | 0 35 |
| Orange Label, retail at 60c. | 0 42 |
| Gold Label " 80c. | 0 55 |




| | | |
|---|---|---|
| Cases each 60 1-lbs. | | 0 35 |
| " " 60 ½-lbs. / 30 1-lbs. | | 0 35 |
| " " 120 ¼-lbs | | 0 36 |




LUDELLA CEYLON, 1's AND ½'s PKGS.

| | | |
|---|---|---|
| Blue Label, s | 0 18½ | 0 25 |
| Blue Label, ½'s | 0 19 | 0 25 |
| Orange Label, 1's and ½'s | 0 21 | 0 30 |
| Brown Label, 1's and ½'s | 0 28 | 0 40 |
| Brown Label, ¼'s | 0 30 | 0 40 |
| Green Label, 1's and ½'s | 0 35 | 0 50 |
| Red Label, ½'s | 0 40 | 0 60 |

TETLEY'S INDIAN AND CEYLON TEAS.
"Elephant" Brand.

| Blacks— | Wholesale | Retail |
|---|---|---|
| Tetley's Extra Quality | 0 65 | 1 00 |
| " No. 1 " | 0 50 | 0 70 |
| " Special " | 0 42 | 0 60 |
| " No. 2 " | 0 35 | 0 50 |
| " No. 3 " | 0 30 | 0 40 |
| " 30c. " | 0 22 | 0 30 |
| " No. 4 " | 0 20 | 0 25 |

These teas are packed in cases containing either 60 1-lb. packets, or 120 ½-lb. packets, or assorted. No 3 is also packed in cases containing 240 ¼-lb. packets.

| Ceylon Greens— | Wholesale | Retail |
|---|---|---|
| No. 1 | 0 35 | 0 50 |
| No. 2 | 0 30 | 0 40 |
| No. 3 | 0 20 | 0 25 |

Packed same as blacks.

CROWN BRAND

| | Wholesale | Retail |
|---|---|---|
| Red Label, 1-lb. and ½'s | 0 35 | 0 50 |
| Blue Label, 1-lb. and ½'s | 0 28 | 0 40 |
| Green Label, 1-lb. | 0 19 | 0 25 |
| Green Label, ½'s | 0 20 | 0 25 |
| Japan, 1s | 0 19 | 0 25 |

E. D. MARCEAU, Montreal.

| | | |
|---|---|---|
| Japan Teas— | | |
| "Condor" I 40-lb. boxes | | 0 40 |
| EMD AAA 40-lb. boxes | | 0 37½ |
| "Condor" II 40-lb. boxes | | 0 36 |
| " II 80-lb. " | | 0 35 |
| " III 80-lb. " | | 0 32½ |
| " IV 80-lb. " | | 0 30 |
| " X 80-lb. " | | 0 30 |
| " V 80-lb. " | | 0 2[illegible]½ |
| " XXXX 80-lb. boxes | | 0 25 |
| " XXXX 30-lb. " | | 0 26 |
| " XXX 80-lb. " | | 0 22½ |
| " XXX 30-lb. " | | 0 23½ |
| " XX 85-lb. " | | 0 20 |
| " LX lead packets | | |
| " Assorted cases (1 and ½ lb.) to retail at 40c. | | 0 25½ |
| " L lead packets | | |
| " Assorted cases (1 and ½ lb.) to retail at 25c. | | 0 19½ |
| Black Teas—"Nectar," in lead packets— | | |
| Green label retails | 0 26 at | 0 20 |
| Chocolate label " | 0 35 " | 0 25 |
| Blue label " | 0 50 " | 0 36 |
| Maroon label " | 0 60 " | 0 45 |
| Fancy tins—Chocolate, 1-lb. | | 0 32½ |
| " " —Blue, 1-lb. | | 0 42½ |
| " " —Maroon, 1-lb. | | 0 50 |
| " " —Maroon, 1-lb. | | 1 50 |
| Black Teas—"Old Crow" Blend— | | |
| Bronzed tins of 10, 25, 50 and 80 lb. | | |
| No. 1 per lb. | | 0 35 |
| No. 2 " | | 0 30 |
| No. 3 " | | 0 25 |
| No. 4 " | | 0 20 |
| No. 5 " | | 0 17½ |

LIPTON'S TEA (in packages).

| | Price per lb. |
|---|---|
| No. 1, cases 50 lb., (50 ½-lb. pkgs. | $0 35 |
| (25 1-lb pkgs | 34 |
| No. 1, cases 50 lb., in 5-lb. tins | 35 |
| No. 2, cases 50 lb., (50 ½-lb. pkgs. | 29 |
| (25 1-lb. pkgs. | 28 |
| No. 2, cases 50 lb., in 5-lb. tins | 29 |
| No. 3, cases 50 lb., (50 ½-lb. pkgs | 23 |
| (25 1-lb. pkgs. | 22 |
| No. 3, cases 50 lb., in 5-lb. tins | 23 |
| Green Ceylon, No. 1, (50 ½-lb. pkgs. | 35 |
| (25 1-lb. pkgs. | 34 |
| Green Ceylon, No. 2, (50 ½-lb. pkgs. | 29 |
| (25 1-lb pkgs. | 28 |

## TOBACCO.

THE EMPIRE TOBACCO CO., LIMITED.

| | |
|---|---|
| Smoking—Empire, 3½s. 5s and 10s. | 0 39 |
| Royal Oak, 2 x 3, 8o ace, 8s | 0 52 |
| Something Good, 7s | 0 48 |
| Chewing—Bobs, 5s and 10s. | 0 36 |
| Currency, 13¾ oz. bars, spaced 9s. | 0 39 |
| Currency, 6s and 10s. | 0 39 |
| Old Fox, narrow 10s. | 0 39 |
| Snowshoe, 1-lb. bars, spaced 6s. | 0 43 |
| Pay Roll, 6's | 0 44 |

## VINEGARS.

| E. D. MARCEAU, Montreal. | Per gal. |
|---|---|
| EMD, pure distilled, highest quality. | 0 30 |
| Condor, pure distilled | 0 25 |
| Old Crow | 0 20 |

Special prices to buyers of large quantities.

MICHEL LEFEBVRE.

| | |
|---|---|
| Bull Dog, quadruple strength, regist'd | 0 55 |
| Lion "L" brand, registered | 0 38 |
| Imperial, triple strength, registered | 0 33 |
| Cote D'Or, extra super, registered | 0 30 |
| " household vinegar, registered | 0 28 |
| Crystal Pickling, extra | 0 28 |
| " " ordinary | 0 23 |
| White Wine, XXX | 0 25 |
| " " XX | 0 20 |
| " " X | 0 17 |
| Cider, XXX | 0 27 |
| " XX | 0 22 |
| " X | 0 17 |
| Pure English Malt, trip'e strength | 0 45 |
| " " double strength | 0 35 |
| " " single strength | 0 25 |
| Distilled white malt vinegar | 0 50 |

JOHN HOPE & Co., MONTREAL.

| | |
|---|---|
| Sir Robert Burnett & Co.'s English Malt Vinegar | 0 60 |

## WOODENWARE

UNITED FACTORIES, LIMITED.

| | |
|---|---|
| Washboards, Leader Globe | 1 45 |
| " Improved Globe | 1 55 |
| " Standard Globe | 1 75 |
| " Solid Back Globe | 1 90 |
| " Jubilee (perforated) | 1 90 |
| " Crown | 1 30 |

| | Per doz. |
|---|---|
| No. 1 2-hoop pails | 1 55 |
| " 1 3 " | 1 70 |
| " 0 Tubs | 8 50 |
| " 1 " | 7 00 |
| " 2 " | 6 00 |
| " 3 " | 5 25 |

## YEAST.

| | |
|---|---|
| Royal yeast, 3 doz. 5c.-pkgs. in case | 1 00 |
| Gillett's Cream yeast, 3 doz | 1 00 |
| Jersey Cream yeast cake, 3 doz. 5c. | 1 00 |
| Victoria " " 3 doz. 5c. | 1 00 |
| " " " 3 doz. 10c. | 1 80 |

NIXEY'S REFINED BLACK LEAD

By Appointment to H.M. the KING of the British Empire.

Sole Manufacturer of "Cervus" Square and Bag and Pepperbox Blues, and "Silver Moonlight" Stove Polish.

W. G. NIXEY, 12 Soho Square, LONDON, ENG.

Canadian Representative: MR. H. T. BAKER.

OUR TRADE A MARK — AUER LIGHT MANTLES LONGEST LIFE & BRIGHTEST — OUR TRADE A MARK

## The Value of Annealing.

Annealing is the most costly step of mantle making—consequently a cheap mantle cannot be properly annealed—That is the reason a cheap mantle caves in like this if you lay it on its side, after burning off the coating—Try one—They injure your trade.



Mantles branded A are thoroughly annealed over pressure gas—They fit the burner—They don't shrink—They stand up this way—They are reliable—They help your trade.



—We are the sole manufacturers of A mantles.
—Write us if you are interested.

Lowest prices on Mantles, Shades, Chimneys, Globes and Sundries.

AUER LIGHT CO., MONTREAL.

## "Empire" Soda

BEST FOR BAKING.

Made in England by

BRUNNER, MOND & CO.

Used in Canada by

All Careful Housekeepers.

WHY ISN'T IT IN YOUR STOCK?

WINN & HOLLAND,

SOLE AGENTS FOR CANADA,

MONTREAL.

The American Coffee Co.

IMPORTERS AND JOBBERS, TORONTO.

Special Blends:

"GOLDEN EAGLE," "MANHATTAN," "MONTERY."

Correspondence Solicited.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

## BASKETS

We make them in all shapes and sizes. We have

*Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,*

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.

Oakville, Ont.

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of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

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Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S COOK'S FRIEND BAKING POWDER.

The Best Grocers make a point of Keeping it always in Stock.




**Don't use this kind of a light**

but write us for prices on any kind of Lamps or fittings.

We manufacture lamps and can suit you.

**LAMP CHIMNEYS**

WITH THESE LABELS

**ARE THE BEST.**

For Lime Flint. For Lead Flint.

# GOWANS, KENT & CO.

Wholesale

**Crockery and Glassware**
**China and Lamp Goods**

TORONTO and WINNIPEG.

# Wethey's Mince Meat



We make our Mince Meat of the choicest fresh meats and fruits, spiced to the right taste. People tell us that pies made from our Mince Meat are toothsome, delicious, appetite gratifying and all sorts of nice things. If you want to sell the best and most convenient Mince Meat on the market advise your customers to buy "Wethey's."

Absolutely clean. Put up in attractive "brick" packages.

Prepared only by

**J. H. Wethey, Limited, St. Catharines, Ont.**

# Crosse & Blackwell's Candied Peels.

# Crosse & Blackwell's Candied Ginger.

# Crosse & Blackwell's Plum Puddings.

## C. E. COLSON & SON, MONTREAL.

CHAS. P. CLARK, President. JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

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THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

**OAKEY'S** The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

**JOHN OAKEY & SONS, LIMITED**

MANUFACTURERS OF

**Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.**

**Wellington Mills, London, England.**

Agent:

**JOHN FORMAN, 644 Craig Street**
**MONTREAL**

VOL. XVI. MONTREAL AND TORONTO, DECEMBER 5, 1902 NO. 49

PUBLISHED EVERY FRIDAY

THE CANADIAN GROCER AND GENERAL STOREKEEPER

CIRCULATES IN EVERY PROVINCE

QUALITY..

When a salesman talks price to you
**Ask him about QUALITY**

When he talks quantity . . .
**Ask him about QUALITY**

When he talks merit to you . .
**Ask him about QUALITY**

That's the
**STRONG POINT**
in
**Colman's Mustard**

# Plum Pudding Time



is here, and here to stay as long as you have the right plum pudding. Don't go groping about in the darkness of doubtful makes. Take hold of our

## Plum Puddings in Key Tins

**1 and 2-lb. Packages**

You'll find them as good as our biscuits and just as popular—that's saying a good deal.

DROP US A LINE FOR A TRIAL DOZEN.

**Christie, Brown & Co., Limited,** TORONTO and MONTREAL.

If your customers desire a really fine, pure Table Salt, give them

# Rice's Pure SALT.

It gives Universal Satisfaction.

R. & J. RANSFORD,

Established 1888

Clinton, Ont.




# LICORICE . . .

We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, plain and corrugated; Acme Licorice Pellets; Y. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLIABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and Golf-Sticks, 100 to box; Blow Pipes, 200 and 300 to box; Manhattan Wafers, 2¼-lb. boxes Curved Stem Pipes, 200 to box. Write for illustrated catalogue.

YOUNG & SMYLIE

Established 1845. BROOKLYN, N.Y.

Over

# 100% increase

during past six months.




in sale of

## Magic Baking Powder

(The Light of the Kitchen)

**Why?** Because

It is Pure and Wholesome,
It pleases the Consumer,
It is popular in price,
It pays you a good profit.

Your Jobber sells it.

E. W. GILLETT COMPANY LIMITED

London, Eng. TORONTO, ONT. Chicago, Ill.

IT IS NOT TOO EARLY TO BEGIN YOUR INQUIRIES ABOUT THAT TRIP YOU ARE GOING TO TAKE TO THE

# British West Indies

this winter. We have just issued a booklet telling what some people saw and did on the same voyage last winter, and if you write us we will send you one.

THERE IS NO MORE DELIGHTFUL WAY OF SPENDING SIX OR SEVEN WEEKS THAN ON SUCH A TRIP AS THIS. THE WHOLE COST FROM HALIFAX AND RETURN IS $130.00.

Pickford & Black - Halifax.

# Griffin & Skelley's Dried Fruits.

This is the one famous brand of California Fruits that never varies in its one standard of quality—***the highest.*** Seeded Raisins, Prunes, Dried Apricots and Evaporated Fruits of all kinds. Sell the "Griffin" Brand and you sell the best. Sell it and you'll hold your trade. Sell it and you'll gain new trade—***you'll gain it and you'll keep it.***

## Prunes.

**"Griffin" Brand.**

Large, black, meaty Prunes with small stones and fine flavor. Cured and packed with the greatest care. Packed in the vineyards where they grow. "Fine goods"—fine because of the great regularity with which they maintain their high reputation. Not packed in bulk and then re-packed, but sent right through in the original package.

**"Easter" Brand.**

## Seeded Raisins.

Clean and perfectly cured. Sound fruit always. You should place your orders ***now*** for prompt delivery. Ask your wholesaler. Insist on having the "Griffin" Brand ***They satisfy!***

*Sold by Leading Wholesalers.*

ARTHUR P. TIPPET & CO., AGENTS,

8 Place Royale, Montreal.

**John MacKay,** Bowmanville, .... Ont.

Manufacturer of **Established 1854.**

**POT AND PEARL BARLEY, SPLIT PEAS, AND CHOP FEED**

Send for Prices or Samples. Prompt Business. **IN CAR LOTS.**

**FLOUR** MAGOR'S DELICIOUS PATENT FLOUR.

**The Purest Flour Made—makes Delicious Bread, Cakes and Pastry.**

Prices For Cash Unequalled.

**JOHN MAGOR & CO., MONTREAL**

MOTT'S DIAMOND CHOCOLATE. JOHN P. MOTT & Co. HALIFAX, N.S. ESTABLISHED 1844. IS THE BEST.

**For Sale Everywhere.**

—:o:—

**ASK FOR**

**MOTT'S.**




**Downweight is a Thief** Stealing Your Profits Every Time You Use Your Scales. . . .

The Toledo Springless, Automatic, Computing Scale, **"The Scale with Brains,"** is the only scale in the world that positively stops the giving of **DOWNWEIGHT.** It is the only Automatic Computing Scale in the world without springs. No hand operation in weighing; no prices to set; no levers to move; no weights to lift; no poises to shift; you simply place the article to be weighed on the scale, and the scale instantly and automatically shows in plain figures:

1. The weight of the article in pounds and ounces.
2. The price per pound.
3. The total value of the article in dollar and cents.

It is a mechanical wonder, marvelous in its Simplicity, Sensitiveness, Accuracy and Rapidity of Operation. Made in many styles and sizes for all kinds of stores. Write to-day for illustrated catalogue.

**Toledo Computing Scale Co.**

**DEAN & McLEOD,**
Canadian Agents, HAMILTON, ONT.



Bennett's Grocery Cabinet.

**OUR GOODS SELL THEMSELVES BECAUSE THEY GIVE SATISFACTION.**

"Pincher Creek, N.W.T., August 25th. —Please forward one Spice Cabinet, same as the one got from you recently, the first one has proved such an accommodation. "SCHOFIELD & Co."

WRITE NOW for Price List.

**J. S. BENNETT,**
Patentee and Mnfr.,
15 Marion St., Toronto.

**REFRIGERATORS.**



Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches.

Write for our catalogue, guarantee test and testimonials which are free.

**Eureka Refrigerator Co.,**
Wilbert Hooey, Manager.
**54 Noble St., TORONTO.**
Phone Park 513.

This cut represents No. 13.

# MANY TEAS.

There are teas many, and tastes innumerable, but if you size up your customers, and consult their likes and dislikes, you'll find most of them in favor of the pure, clean, healthy teas of JAPAN.

Strength, purity and delicacy of flavor contribute chiefly to the growing popularity of

# JAPAN TEA

# "GLOBE" METAL POLISH




## INSIST ON HAVING IT

Write for a supply of show cards and advertising novelties.

**RAIMES & CO., 164 Duane St., NEW YORK.**

# Mince Meat For Christmas Cooking.

When housekeepers discuss the results of their Xmas cooking they never fail to state where they got good mince meat. The Grocer who supplies them with our fresh, wholesome mince meat will surely profit thereby.

Put up in convenient sized fibre and wooden pails.

## T. A. LYTLE & CO.

**124-128 Richmond St., West, TORONTO.**

# TILLSON'S

**28**

**And all the best of their kind**

- 10 Kinds of Flour
- 8 Kinds of Cereal Breakfast Foods
- 10 Kinds of Feed

**The "all-around" equipped Cereal Milling Plant of Canada.**

**THE TILLSON CO, Limited, Tillsonburg, Ont.**

HAVE YOU SEEN THE

# RED ROSE TEA CALENDAR ?

It is a work of art that the Toronto Litho. Co may well be proud of. They undertook to produce something that my customers would be pleased with. I think they have succeeded.

A postal card to St. John or Toronto office, or to any of my travellers, will bring sample and particulars of how you can secure enough to supply each one of your customers.

## T. H. ESTABROOKS,

**Tea Importer and Blender,**

**ST. JOHN, - TORONTO, - WINNIPEG.**

## TO LIVE GROCERS ONLY

We are putting up and are having a LARGE SALE on our famous . . . .



## "VICTORIA CROSS" CEYLON TEA

BLACK and MIXED.

Every package guaranteed finest grade grown. 25-40-50 cents per lb., in Handsome Lead Packages.

**Write us for Samples and Prices.**

**J. F. SMYTH & CO.**

**Tea Packers.** **WINDSOR, ONT.**

# NUTS

Grenoble Walnuts
Tarragona Almonds
Sicily Filberts
Brazils
Pecans

**PROMPT DELIVERY.**

## WARREN BROS. & CO.

TORONTO.

# STANDARD GRANULATED SUGAR.

A truly Canadian Product.
Made in a Canadian Factory.
Made from Canadian Sugar Beets.
Grown by Canadian Farmers.
Produced by Canadian Labor.



New 700-ton Beet Sugar Factory of the

## WALLACEBURG SUGAR CO., LIMITED

at WALLACEBURG, ONT.

Substantially built and equipped with the most modern and improved machinery in the world at a cost of over $600,000.

# CEYLON TEA

## BLACK AND GREEN.

Wherever you go you'll find evidence of the growing preference for Ceylon Tea.

People who couldn't discriminate between tea and tea a short time ago now recognize the superiority of Ceylon Teas over Chinas and Japans and give them the preference.

Facts and figures show a tremendous increase in the importations of Ceylon Tea and grocers find that it pays to sell a popular article.

To your doubting customers, point out the advantages of using the high-grade teas of

CEYLON.




# IMPERIAL MAPLE SYRUP

The Standard from Ocean to Ocean.

**Merit Acknowledged**
**Superiority Admitted.**

## YOUR MONEY BACK

IF NOT SATISFACTORY.

ROSE & LAFLAMME, Agents
**Montreal.**

---

## YOU WILL FIND IT

IN THE LAUNDRY EVERYWHERE.

# Ivory Gloss Starch

is the POPULAR BRAND because we have made it our primary aim to PLEASE THE CUSTOMER. You can recommend it with perfect safety and it will prove a money-maker.

Brands also manufactured for kitchen purposes.

**THE ST. LAWRENCE STARCH CO.,**
LIMITED
**PORT CREDIT, ONT.**

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## The Auer Gas Lamp

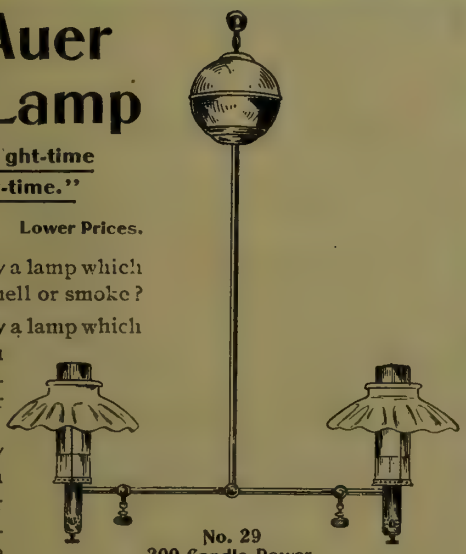
**"Turns night-time into day-time."**

New Models. Lower Prices.

**Would you buy** a lamp which doesn't smell or smoke?

**Would you buy** a lamp which will save you half your expense for coal oil?

**Would you buy** a lamp which shows your goods in daylight colors?



No. 29
200 Candle Power.

**Would you buy** a lamp which you can return, for full price, if you don't like it?

That's the kind of a lamp we make.

**EVERY LAMP GUARANTEED**

**Write for our Catalogue and Discounts.**

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

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# SYRUP

We are now putting on the market a very fine Cane Sugar Syrup, which is one of the best things offered to the trade for some while.

***If interested send for Samples and Prices.***
***Wholesale only.***

...THE...

## Dominion Molasses Co.,

Limited

**Halifax - Nova Scotia.**

**IN STORE Comadre Figs, In TAPNETS**

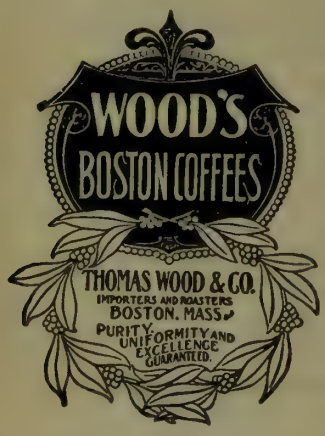


**Choice Eleme Figs,** 2 to 2¾ inches. 10, 20 and 24-lb. boxes.

***ARRIVING :*** Another carload of those choice SANTA CLARA PRUNES, in 50-lb. boxes, at 3¾c. A rare chance. Price subject to advance at any moment.

**W. H. GILLARD & CO.,** Wholesale Grocers, **HAMILTON.**

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NOT A VENTURE!

Established brands, with a reputation based on Highest Merit.

**WOOD'S COFFEES**

Everywhere acknowledged to be most successful in Increasing Sales, Enlarging Profits, and Extending its Popularity.

If you are not satisfied with the amount of Coffee you are selling, this is your opportunity.

**THOMAS WOOD & CO.,** 428 St. Paul St., **Montreal**

---

Our shareholders being amongst the most up-to-date and active grocers, they demand the best goods.

**CURRANTS**--- We offer exceptional value in specially selected choicest Vostizzas.

**COFFEE**--- Unity and Quality blend. The richest and best drinking obtainable, always uniform. Samples and quotations upon application.

TRADE MARK




REGISTERED

**Grocers' Wholesale Company, Limited, Hamilton.**

We are free sellers and desire correspondence with independent buyers.

# The Canadian Grocer

AND GENERAL STOREKEEPER.

Vol. XVI. MONTREAL AND TORONTO, DECEMBER 5, 1902. No. 49.


## GOOD ADVERTISING.

Notes by Miss Nora Laugher, Toronto.

I OFTEN wonder if progressive and conscientious advertisers ever consider how much good they are doing commercially for the advancement of their country. Advertising in Canada has not only created new industries all over the Dominion, but it has greatly added to Canada's wealth. Advertisements, in addition to being an educative power to the home-born citizen, help to instruct and elevate the foreign population, who thereby gain a better idea of their adopted country and teach foreigners the advantage of using the goods they find in this country and the profit there is in adopting modern western methods. Advertisements ofttimes put them on the road to fortune.

That remarkably gifted writer, Thomas McQueen, who will long be remembered as indefatigably trying to build up a native literature amongst us, often ended his eloquent editorials with the earnest appeal, "Will nobody write a few songs for Canada?" Well, there are Canadian song-writers and there are Canadian ad.-writers, and the latter are also nobly doing their part for their country.

* * *

At the passing of the year, we, who are interested in advertising, naturally look back to the short age of the ad. and its wonderful evolution. Fifteen or twenty years ago advertising was largely a mystery to the Canadian merchant. He was, however, regarding it seriously, much as he might contemplate some new business venture—as an experiment. Then there suddenly sprang into bloom the advertising writer to preach the new gospel of advertising. Most wise men have come from the East, yet I have reason to believe that the advertising specialist, like young Lochinvar, came out of the west. That he has preached his gospel well, and that he is here to stay, is well evidenced by the fact that he is here now and "talkin' yet." He is here, firstly, because it taxes the ability of the merchant or the manufacturer to know his own business. It is not to be expected that he should know another business in addition. The business of advertisement-writing is decidedly a business—I was about to say a profession. Advertising is no small thing to be trifled with. If handled carelessly or injudiciously it may mean the sinking of many dollars, even small fortunes. On the other hand, good advertising backed up by the right kind of storekeeping saves money by building business and by building it thoroughly. Secondly, the art of newspaper-making is studied from an interior point of view by the advertisement-writer. He has to do this to know his business. He has to learn all about type—what styles go harmoniously together—when to use borders—when not to use them—whether or not a line will "come in" in a certain size and style, and last, but not least, how to write good, common-sense English and convert it into convincing talk to interest purchasers.

* * *

What manufacturer himself would have time to sit down and think out such splendid and unique advertising as the Sapolio "Spotless Town" literature of Artemus Ward, or the famous "Jim Dumps" Force Food ads., created by that clever woman Miss Minnie Maud Hanff?

* * *

Wise old Tupper wrote: "Policy counselleth a gift, given wisely and in season;

THREE "ACKERS" ADS.

SPECIAL NO. 9

ACKERS

**Telephone Peas**

**17c can; $2.00 doz; $3.95 case.** } THIS WEEK

When Telephone Peas made their debut they created almost a sensation.

Peas of large size with such delicious flavor were until then unheard of.

Almost melt in your mouth.

Regular, 20c.

This week, 17c. can; $2.00 doz.; $3.95 case.

"H. G." NEW ENGLAND

**Clam Chowder**

**21c. can; $2.50 doz.** } THIS WEEK

Not everyone who knows how to make New England Clam Chowder cares to take the trouble of making.

Simply heat the contents of a can of "H. G." Chowder and serve.

If your guests are familiar with genuine down east Clam Chowder they'll be the more pleased.

Regular, 25c. can.

This week, 21c. can; $2.50 dozen.

SLICED "SWEET BRIAR"

**Boiled Ham**

**35c. lb.; 18c. ½-lb.** } THIS WEEK

"Sweet Briar" Boiled Ham from Ackers "Delicatessen Kitchen."

The tenderest and finest flavored possible—the result of perfectly boiling "Sweet Briar" hams.

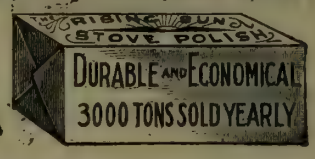
Most of the commercial boiled ham lacks proper boiling for economy's sake, the dealer preferring heavy weight to tenderness and fine flavor.

Regular, 39c.

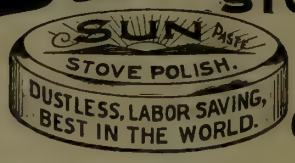
This week, 35c. lb. box; ½-lb. box, 18c.

Canadian railroad advertising has induced thousands of United Statesers (I do not think our cousins across the border have the sole right to the use of the term "Americans" any more than Russians would have to the exclusive use of the term Europeans) and other foreigners to visit our picturesque country, the result being a large influx of population which has been of unquestionable advantage to the Dominion. There is room, however, for much improvement and development of this line of advertising from which our country should reap much larger advantage.

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE




SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE




Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

and policy afterwards approveth it, for great is the influence of gifts."

At no season of the year does a gift seem so appropriate as at Christmas or the New Year. The sagacious man of business fully realizes this. He knows there is no success without popularity; he has learned by experience that customers should talk favorably of him and his store. In securing this good-will useful advertising novelties are exceedingly helpful. They may take the form of a calendar, a small match-box, key ring with celluloid tag which opens, showing owner's name and address, a blotter, memo tablet, postage-stamp holder, car-ticket case, small looking glass, or a hundred-and-one different things on which could be displayed a little advertisement of the donor.

* * *

A useful advertising novelty is a good lead pencil, but it must be a good lead pencil, or the recipient will be apt to divide his profanity between the pencil itself and the firm that sent it. If you give a pencil give one of the good kind that will prompt a person to write an order with it for your goods.

* * *

If the small novelty the business man presents to each of his customers is something useful, as it should be, it is preserved indefinitely by the receiver and thus becomes a constant reminder of the merchant's generous and up-to-date business methods.

* * *

A small gift at Christmas or New Year and honest dealing every day of the year makes a customer satisfied with the merchant and his store. Remember that a satisfied customer is one of the best ads. a merchant can have, for mouth-advertising cuts as great a figure to-day as it did 50 years ago.

* * *

Remember every week of this new year that your ad. next week will be more profitable if your ad. this week gives the people what they want and the goods delivered are on a par with your promises.

## CO-OPERATIVE STORE TRADING.

Editor CANADIAN GROCER,—I do not know if our brother grocers in Canada have to fight against the co-operative stores and limited liability or joint stock companies (who are all exempt from income tax) as we have to in the Old Country, but the question here is being taken up in earnest by the grocers' associations in the larger towns, and the fight promises to be a very hot one. I have just written the enclosed on "The Traders' Battle," and am sending a copy to every applicant in the United Kingdom, but if you care to reprint it in your trade paper for the benefit of your readers, you are quite at liberty to do so.

I am, etc.,
H. N. RYMER.
84 Chapel Field Road, Norwich, Eng.

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The following is an extract from "The Traders' Battle," referred to in the above. We give it, not because grocers in Canada have a direct interest in the questions which are agitating their British confreres, but because they doubtless desire to be informed of what is going on in the trade in the Mother Country:

"At the present time we are hearing a good deal about taxation and representation in connection with the Education Bill. Now this applies very much to the traders of the country, who have to pay the bulk of the taxes. Let them, therefore, unite their forces everywhere and join their association, and let them petition Parliament, and not rest until co-operative stores and joint stock companies all pay income tax. This is a rank injustice to the honest trader. We don't deny the co-operator's right to trade, but we demand that they should pay their honest share of the taxes. Failing this, I would suggest that every co-operative or other trading concern exempt from income tax should be compelled to pay a yearly license of £50, and more in proportion to the trade done. Then let traders wait upon their local Members of Parliament when in their constituencies and point out the injustice.

"Trade unionism and co-operation are ruining the trade of the country. The support of the wholesale houses, especially the manufacturers, must be obtained, and they must be informed that if they desire your support they must encourage their employes to deal with the local traders. Let us send more trade representatives to Parliament and on the town councils. If not, we shall have the trade unionist and socialist, who advocate the cause of co-operation, getting in instead.

"It is not long since they introduced a class book into some board school that advertised co-operative principles, but this was nipped in the bud, but it shows the artfulness of the co-operators. Then, again, let every grocer see that his shop and windows are always up to date, clean and bright, and assistants must be trained to win trade by their courteous and obliging manners to customers. Every employer can help them very much in this important matter by remembering that example is better than precept. It is very important that a more cordial feeling between master and man should exist. It is a fatal blunder (made by some employers) in treating their assistants with less civility than they do their dogs, but treating men with proper respect and taking a little trouble to make their lot happier is the cheapest and best advertisement to any business. The fight against co-operation must be slow, sure and effectual, and nothing done to advertise the movement. In a long conversation lately with a co-operation committeeman he expressed the wish that the traders of his town would follow the example of the St. Helens traders. So it will be wise to see the result there, before the same tactics are largely adopted. Let every trader thoroughly study the principles of present-day co-operation, and be able to explain to any wavering customer how the dividend is paid for; and by honest dealing, good cash value and civility, the passing of the grocer will yet be a long way off.

"You must create a good impression by a regular system of advertising, but this must be attractive and something that will command attention. Follow up by giving good value all around, and having a personal knowledge of your regular customers." H. N. R.

# CALIFORNIA
LOOSE
# MUSCATELS
2, 3 and 4 Crown.

**Mat Figs,**
**Malaga Fruit**
ALL CHRISTMAS GOODS.

---

## LUCAS, STEELE & BRISTOL, Wholesale Grocers, Hamilton

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

JERSEY CREAM YEAST CAKES—THE ONLY YEAST WITH CREAM IN IT.

**OUR LEADER THIS WEEK**—Matches—no better on the Market.

| | |
|---|---|
| "Royal" Match, the big 15c. Box—per case of 40 Boxes | $3.25 |
| "Imperial" Matches, 144 5c. Boxes | 5.25 |
| "Crown" Parlor Matches, per gross case | 1.50 |
| "Duke of York, Impregnated Match (no sulphur) 1 gross case | 1.60 |

We prepay freight on 5-case lots.

WRITE, PHONE OR WIRE. LOOK OUT FOR OUR AD. OF NEXT WEEK!

## LUMSDEN BROS., HAMILTON AND TORONTO.

JERSEY CREAM YEAST CAKES—THE ONLY YEAST WITH CREAM IN IT.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

---

# *Our Brands of Brooms are:*

# "STANDARD,"
# "SIGNAL."

***The best made in Canada. Only the finest selected Green Corn used (not dyed). All handles carefully kiln-dried. Only the best skilled labor employed. Every broom carefully inspected before bunched. All hand-made under our supervision.***

If you are not selling our brooms, try sample lot of 6 dozen and you will be satisfied the "Standard" and "Signal" are the best made.

---

## JAMES TURNER & CO.

Wholesale Grocers, HAMILTON, ONT.

**MALAGA FRUITS ARRIVING**

Dehesa Clusters, - Boxes 22 lbs.
Choice " - " 5½ "
Blue Baskets, - " 22 "
Black " - " 22 "

**SHELLED ALMONDS, SHELLED WALNUTS.**

# THOS. KINNEAR & CO.,

**Wholesale Grocers,** **49 Front St. East, TORONTO**

## BUSINESS CHANGES.

### DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

C. S. SCOTT has been appointed permanent liquidator of The Harvey Norman Spice Co., Limited, of Hamilton, Ont., and the assets are to be sold on December 10.

T. L. White, confectioner, Perth, N.B., has assigned to the sheriff.

J. C. T. Arsenault, Chatham, N.B., has assigned to James Morrison.

L. Genest, general merchant, Ste. Gertrude, Que., has compromised.

J. H. Reynolds, grocer, Montreal, has assigned to Chartrand & Turgeon.

J. D. O'Connor, fish and game dealer, Montreal, is offering to compromise.

Joseph Forciere, cheese factory, of Ste. Anne des Plaines, Que., has assigned.

N. A. Paterson, general merchant, of Brysonville, Que., has assigned to Wilks & Michaud.

The creditors of Samuel C. Hall, grocer, Lawrencetown, N.S., will meet on January 20, 1903.

A consent of the assignment of George Wait & Co., general produce merchants, Montreal, has been filed.

George A. Proulx, general merchant, of Lando, B.C., has assigned, and a meeting of his creditors has been held.

R. F. Black, flour and feed merchant, Ottawa, has assigned, and the creditors held a meeting on December 1.

The creditors of R. T. and Rebecca Stone, merchants, Melancthon, Ont., will hold a meeting on December 9.

George Pommerleau, general merchant, Beauce Junction, Que., has effected a compromise at 35c. on the dollar.

W. C. Mitchell, baker and confectioner, Sault Ste. Marie, Ont., has assigned to James Fraser, and his creditors meet on December 4.

A demand of assignment has been made on T. J. Lamontagne & Fils, general merchants, Ste. Anne de Monts, Que., and they are offering to compromise.

### PARTNERSHIPS FORMED AND DISSOLVED.

W. H. Cameron & Co., general merchants, Emo, Ont., have dissolved.

The White Star Creamery, Pike River, Que., manufacturers of butter and cheese, have dissolved.

R. S. Sargeant & Co., general merchants, Hazleton, B.C., have dissolved; Sargeant continues.

Wight & Esdaile, grain dealers, Montreal, have dissolved, and a new partnership has been registered.

Leclair & Macdonald, general merchants, North Lancaster, Ont., have dissolved; A. J. Macdonald continues.

Cobin & Fleury, wholesale cigar jobbers, Quebec, have dissolved, and the business will be continued by Fleury.

The International Exchange Company, Montreal, fruiterers, have dissolved, and they are succeeded by J. Hoolahan & Co.

### SALES MADE AND PENDING.

Pugsley & Co., confectioners, of Swan River, Man., have sold out.

D. D. Brazel, grocer, London, Ont., is advertising his business for sale.

L. J. W. Hudon, general merchant, of Luskville, Que., is about selling out.

The assets of G. A. Perry, general merchant, Dalhousie Station, Que., have been sold.

The assets of Jos. Boucher, general merchant, St. Adrien, Que., are advertised for sale.

Sarah J. Harris, confectioner, Medicine Hat, N.W.T., is advertising her business for sale.

The stock of Carmichael & Leich, grocers, West Lorne, Ont., is advertised for sale by tender.

The stock of McGinn & Abbott, general merchants, Kazabazue, Que., has been sold at 52½c. on the dollar.

The business of The Canada Preserving Co., Hamilton, Ont., is advertised for sale by tender by the administrator.

G. S. Butterfield, jeweller and confectioner, Sault Ste. Marie, Ont., is advertising his restaurant and confectionery business for sale.

The stock of the estate of J. E. Richards, confectioner and stationer, of Bothwell, Ont., is advertised to be sold by auction on December 5.

### CHANGES.

Strachan Bros., bakers, Montreal, have registered.



# The Pacemaker

**MacLaren's Imperial Cheese** has paced and outclassed all other potted cheese.

**When ordering be sure you choose the winner.**

WHY PAY THE PRICE OF PEEL FOR SUGAR ?

"FALCON" ARE THE BEST MADE. **PEELS** "DRIPPED CAPS," NO SUGAR DEPOSITS.

We have lower-priced peels, but none cheaper.

THE DAVIDSON & HAY, Limited, Wholesale Grocers, TORONTO

T. R. Horne, grocer, Pembroke, Ont., is about removing.

C. W. Austin, grocer, of London, Ont., is out of business.

Rodrique H. Duhamel, trader, has registered at Montreal.

L. Lewis & Co., cigar manufacturers, of Montreal, have registered.

J. E. McDonald, grocer, Brandon, Man., is succeeded by John Black.

Robert Walker, grocer, of London, Ont., has sold out to Thomas Shaw.

The R. D. Martin Co., Limited, grain exporters, Montreal, have registered.

H. Patterson & Co., grocers, Wingham, Ont., have sold out to P. Linklator.

Ira W. Hilborn, general merchant, of Sparta, Ont., has sold out to F. E. Silcose.

Robert Robertson, blacksmith, Morinville, N.W.T., has sold out to E. Chevigny.

Ward & Hogan, liquor dealers, of St. John, N.B., have sold out to Wm. H. Keefe.

John Richardson, general merchant, of Welland, Ont., is succeeded by A. C. Milne.

William McFarlane, flour and feed dealer, Winnipeg, has sold out to W. J. Smith.

Louis A. Robitaille has registered as proprietor of The Quebec Oil Company, Quebec.

James McKelvie, grocer and fruiterer, of Wingham, Ont., has sold out to James Buckley.

Gauthier, Cote & Freres, general merchants, St. Cyrille de Wendover, Que., have registered.

W. R. Lavery, general merchant, Newdale, N.W.T., has sold his hardware stock to G. R. Scruton.

### FIRES.

Holdergraher & Rosenburg, general merchants, of Bathurst, N.B., have sustained loss by fire.

Veith & Portland, general merchants and hotelkeepers, Quesnelle Forks, B.C., have suffered loss by fire.

The store of Samuel Bishop, fish dealer, etc., Bathurst, N.B., was recently burned; the loss was $600 and the insurance, $200.

### DEATHS.

F. Decary, hay and grain merchant, of Montreal, is dead.

L. I. Boivin, importer of wines, glass, etc., Montreal, is dead.

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### ONE OF THE BEST.

Any wholesaler or jobber who wishes his lines introduced with the best results to the Canadian trade will find it to his advantage to take note of the advertisement of a commercial traveller in our "want" advertisements this week. The traveller who advertises has an unusually large connection among the trade, which, backed by ripe experience, makes him one especially to be desired.

### INQUIRIES ABOUT CANADIAN GOODS.

The following were among the recent inquiries relating to Canadian trade received at the Canadian Government office in London :

1. The addresses of some Canadian oyster merchants have been asked for by a firm desirous of obtaining samples of Caraquet and other varieties.

2. A firm importing oats in large quantities desire to be placed in touch with reliable shippers in Canada.

3. Inquiry is made by importers in London for names of Canadian producers of fruit pulp of good quality.

4. A correspondent asks to be furnished with addresses of Canadian sawmillers handling white pine and sawing small stuff. Sizes to be any length, from 2 ft. 2½ in. wide, 3-16 in. thick, free from knots, sap and shakes.

5. A firm of belting manufacturers in the North of England desire to hear from a first-class Canadian firm of engineers' merchants or general merchant importers having a good connection among mills, factories and steam-users generally, with a view to the appointment of an agency for the Dominion.

6. A Liverpool firm of produce importers is anxious to secure a consignment agency for Canadian bacon, and wish to get into touch with a reliable packer.

[The names of the firms making the above inquiries can be obtained on application to the Editor of THE CANADIAN GROCER.]




The Name **UPTON'S** On a Jar of **MARMALADE**

is a sure proof to the grocer, because it is known by, and sells on, its merits.

You will not have to explain its virtues to your customers, because the purity and unvarying quality is known by everyone.

**A. F. MacLaren Imperial Cheese Co., Limited, 51 Colborne Street, Toronto,**
AGENTS.

# THE PROVISION TRADE

AND COLD STORAGE NEWS.

## THE FOOT AND MOUTH DISEASE.

OWING to the outbreak of the foot and mouth disease in the New England States, the English Board of Agriculture, on November 28, issued an order excluding from the English ports live cattle coming from Boston. The order is to take effect December 5. On this side of the Atlantic, the United States Secretary of Agriculture prohibited the exportation of cattle from Boston as the only safe way of dealing with the infection. One hundred individual reports of the presence of the disease have reached the Cattle Bureau of the State Board of Agriculture, and a quarantine of all cattle, sheep and swine in New England has been established.

The foot and mouth disease is a highly contagious disease of cattle, sheep and swine, characterized by vesicles and ulcers in the mouth and about the hoofs and lips of the animals, and also affects such small prey as rabbits, rats, etc. That is why all ruminants have been included in the quarantine of the New England States. It is said that tuberculosis among them is not half so dreaded a malady.

According to the bacteriologists of the New York City Health Department, the disease is new to this continent, but is well known in Europe, especially in Belgium. The mortality from it is not high, but it is extremely contagious. It is due largely to the heat from organic matter, and it attacks the hind hoofs first, when the animals stand in their stalls. The disease is transmitted to the mouth when the animal licks its feet, and is thus called the hoof and mouth disease. The germs of the poison enter the blood through the stomach, much the same as those of diphtheria. The temperature is elevated and fever sets in. This, of course, affects the milk of the cow, and will naturally injure those who drink it. A Dutch cow brought pleuro-pneumonia to this country in 1841. It was called the cow distemper, and the United States lost from $5,000,000 to $10,000,000 worth of cattle in a year, but finally stamped it out. Dr. Austin Peters, chairman of the State Cattle Bureau, says: "Cattle passing over the same road traversed by infected animals will contract the disease. Only the most stringent quarantine will prevent a scourge hitherto unknown in this country."

The interruption of the cattle export trade is a serious affair, both for the transport companies and for the Mersey Dock Board. This Board derives great revenue from the slaughter of Boston cattle, and the announcement of the closing of the ports caused great excitement at Birkenhead. The order does not directly affect shipments from New York or Canadian ports. Portland will be included in the order, however, and trade will probably be diverted to St. John and Halifax.

The cattle traffic, which is interrupted by the closing of the Brighton stock yards, aggregates from 500 to 700 head a day. Two or three weeks' interruption would mean a loss of $50,000 to steamship companies, whose rates are about $7.50 a head on cattle and on sheep 87½ cents each.

The news reached Toronto last Friday afternoon and made things about the local cattle market lively. The cattle men concluded that our Government should at once take steps, in every legal manner, to protect the Canadian cattle, and wired Hon. Mr. Fisher, Minister of Agriculture, to stop American cattle and cattle cars at the port of entry till all danger was past. A despatch was received in the evening stating that the Government would see that all cattle cars were cleaned and disinfected, but that in the absence of Mr. Fisher in Quebec nothing further could be done.

The effect the order of the British Government will have on the Canadian cattle export trade, which amounts to $10,000,000 annually, is alarming to a certain class. By some of these it is feared that Canadian cattle might also be included in the order, and by others of the same class that sufficient boat space cannot be secured.

As regards the former, on Monday, December 1, further action was taken by the Canadian Government. The Department of Customs, at the instance of the Minister of Agriculture, prohibited absolutely the entrance of cattle into Canada from the six New England States declared to be infected with the disease. The order issued on Monday by the Commissioner of Customs, and mailed direct to all our ports and Customs stations, is as follows:

"You are instructed that the importation of cattle, sheep or swine from the six New England States of Maine, New Hampshire, Vermont, Massachusetts, Connecticut and Rhode Island is prohibited on account of disease. Shipments of cattle, sheep or swine originating or passing through any of these six New England States from November 30, 1902, are therefore not to be allowed entry into Canada."

This order, it will be observed, precludes the shipment of cattle through by the C. P. R. from the Northwest to St. John, N. B., inasmuch as for a very short distance its line runs through the State of Maine. Montreal dealers at first objected to this, but withdrew their protest when it was explained to them that, to make an exception, even in a route so obviously secure, might possibly lead to confusion and distrust in official quarters in England, with results probably disastrous to the Canadian cattle trade.

Another relaxation in regard to the order of the Department of Agriculture, dealing with empty cars and vessels bound to Canadian ports, was asked on Tuesday by the agents of steamships sailing from Boston, and desiring to complete cargoes by taking cattle at St. John, from the Government, but no action was taken upon it, pending a reply from London to Hon. Sydney Fisher's cablegram of Saturday, notifying the British Board of Agriculture of the action taken by the Government at Ottawa to prevent communication of the disease to Canadian cattle.

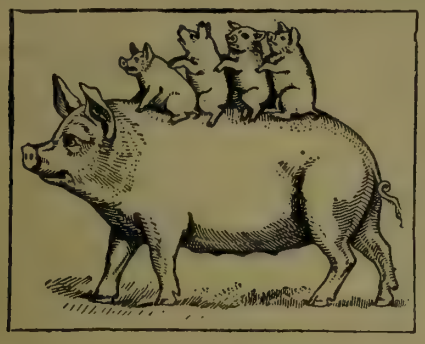
With regard to shipping facilities the dates of boats sailing from St. John show that nine boats leave that port between now and January 3 for Liverpool alone, besides boats for other British ports. No apprehension need be felt, therefore, as to boat space not being available.

Mr. Fisher has the following to say: "We have forbidden absolutely any entry of cattle from the six infested New England States into this country. We have also communicated, through the High Commissioner in London, with the Imperial authorities, informing them of what steps we are taking. We have, further, telegraphed to the Department of Agriculture

# LARD that is PURE

**IS LARD THAT SELLS.**

**And the progressive grocer will handle nothing else**



Order from us and **quality** and **purity** is guaranteed, and your customers will appreciate your efforts to secure for them the best article on the market.

The Farmers Co-Operative Packing Co.

**of Brantford, Limited.**

**From 3-lb. Tins Up.** **Write for Price Lists.**

When you have any

# BUTTER OR EGGS

to offer, write or wire us. We are buyers.

The J. A. McLean Produce Co., Limited

75-77 Colborne Street

Telephone Main 2491. Toronto.

# LARD

We are sending out lard just as fast as rendered, ensuring our customers Fresh, New Made Goods, much more desirable to you and your customers than old, held over stock. We shall be glad to have your orders in

Tierces Tubs
Pails Tins
or in 1-lb. Cartons

F. W. FEARMAN CO.

(Limited)

**HAMILTON, ONT.**

# Fresh Pork Sausage.

You will please your customers and increase your trade by handling ***Our Celebrated Pork Sausage.***

Delicious in flavor and always fresh made. Once used always kept in stock. Expressed to all parts of Canada. Try a Sample Basket.

The Park, Blackwell Co., LIMITED

**PORK PACKERS,**

TORONTO, ONT.

at Washington, to ascertain what they are doing there to prevent spread of the trouble in the United States." Continuing, he said, "but if exportation be forbidden by way of Portland and Boston an attempt might be made to run cattle from the infested districts into St. John for shipment, so we must guard against bringing the disease into Canada or having ships sailing from Canadian ports infested, which would ruin our cattle trade with Great Britain, as this outbreak is ruining the cattle export trade from the New England States."

Professor Duncan McEachren, honorary veterinary adviser to the Canadian Government, stated last week that the embargo placed on American shipments would probably give Canada a temporary advantage. He says the disease is not a mortal one and in most outbreaks deaths are rare. Knowing the thorough knowledge possessed on all these matters by the Secretary of Agriculture at Washington and the confidence he places in his chief of the bureau of animal industries, Dr. McEachren says the outbreak near Boston will be dealt with promptly and effectually, and, no doubt, will be confined to the infected area. Being asked how long it will take to eradicate the disease from the infected district, the doctor replied about three months, but he said no one could tell how long the British restrictions would be continued. It must be remembered that British ports were closed to Argentine cattle for three years, and cattle on the way when the order was received had to be destroyed at sea.

Secretary of Agriculture Wilson has the following to say: "My latest report from the infected district is that the disease is at a standstill. The next report shall decide the number of men I shall send to New England. A large number will go. Before many days shall have passed there will be several hundred veterinary surgeons in the New England States, and they will be instructed to examine every cow, sheep and hog. I believe we shall need three or four weeks to stamp out the disease. Congress will be asked for a special appropriation to cure the disease permanently. I intend to ask for at least $1,000,000."

With the stoppage of the importation of cattle from Boston, increased pressure has been brought to bear upon the British Government to rush a short Act through Parliament admitting Canadian store cattle. Hon. Mr. Hanbury, speaking on Saturday, repeated his refusal to relax the embargo on Canadian cattle, asserting that the Board of Agriculture must at least protect the British farmer against the importation of disease, though, of course, no one

CENTRAL Business College.
STRATFORD, ONT.
One of the best Commercial Schools on this Continent. Write for Catalogue.
W. J. ELLIOTT, - Principal.

FISH AND OYSTERS
WHOLESALE.
The F. T. JAMES CO., Limited
76 Colborne Street, TORONTO.

COX'S GELATINE Always Trustworthy
ESTABLISHED 1725.
Agents for Canada:
C. B. COLSON & SON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO.,
Toronto, St. John, N.B., and Montreal

TRADE WITH ENGLAND
Every Canadian who wishes to trade successfully with the Old Country should read
"Commercial Intelligence"
(The address is 168 Fleet St., London, England.)
The cost is only 6c. per week. (Annual subscription, including postage, $1.80.)
Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

Subscribers wanting goods or special quotations on anything anywhere in Canada, at any time, can get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto or Montreal.

WE WANT
delivered at DELHI, ONT., 10,000 TONS of POULTRY during December.
Chickens, Ducks Geese and Turkeys,
all should be dressed, drawn, heads and feet off. Shipper should mark shipments plain and distinctly. Write for prices.
Delhi Canning Co., Limited.

Perkins, Ince & Co.
Wholesale Grocers
FRONT STREET EAST,
Toronto.

Sovereign Molasses Candy
100% PROFIT FOR THE GROCER.
A new and delicious Taffee put up in neat boxes to retail at 10c.
Free Sample.
THE GLOBE MFG. CO., 103 Adelaide St. West, TORONTO.

All first-class Grocers and Provision dealers should handle the
"L. & S." and "Imperial"
Brands of Smoked Hams, English Breakfast Bacon, Backs, Lard, Etc.
Long Clear Bacon.
New cured, free from rust, light or medium weights
Write or wire us for quotations in case or car lots.
Fowler's Canadian Company, Limited
HAMILTON.

knows better than Mr. Hanbury that, seeing that 1,000,000 Canadian cattle have been landed without the smallest suspicion of disease, it is ridiculous to suggest any risk from Canadian herds. Large cattle arrivals at Liverpool are keeping prices below recent quotations. The highest prices obtained at Liverpool on Saturday for the best quality were 5 to 5¼d. per lb., against 7d. two months ago. Second-class beef also was never so plentiful, and the immense further supplies now on the sea make better prices improbable for the present.

### CORNWALL CHEESE BOARD.

During the season just closed there were boarded on the Cornwall Cheese Board 50,487 boxes of cheese, 51 packages of butter, and sales recorded are 48,887 boxes of cheese.

In 1901 there were 46,205 boxes of cheese and 132 packages of butter boarded, and sales recorded for that season are 38,000 boxes of cheese and 94 packages of butter.

Lowest price for cheese in 1902 was 9⅛c.; highest, 12⅛c.; average for all cheese sold, 10.126c. In 1901 lowest was 8⅛c.; highest, 9⅞c.; average, 9.09c.

### THE PROVISION MARKETS.

TORONTO.

An increasing demand is reported for beef and dressed pork and the prices are firmly maintained. The arrivals of live hogs are large and prospects are for firm prices and for large deliveries this fall and winter. Our quotations are as follows: Dressed hogs, $7.50 to $8.00 per 100 lb.; No. 1 beef, $7.00 to $7.50 per 100 lb.; hind quarters, $7.50 to $8.00 per 100 lb.; front quarters, $4.50 to $5.00 per 100 lb.; veal, $6.50 to $7.00; lamb, $6.75. Choice export cattle, $5.00 to $5.50; medium cattle, $4.50 to $5.50; other grades of cattle, $2.40 to $3.00; live hogs, selects, 6c. per lb., and fats and lights, $5.75 per 100 lb.

The volume of business is well maintained in provisions throughout the list and prices are firmly held. Lard is firm with a good demand and no indication of a decline in prices for some time to come. Fairbanks Cottolene has declined ½c. Our quotations are as follows: Long clear bacon, 11 to 11½c.; smoked breakfast bacon, 14 to 15c.; roll, 12 to 12½c.; medium hams, 13½ to 14c.; large hams, 12½ to 13c.; shoulder hams, 11 to 11½c., and backs 14½ to 15c.; heavy mess pork, $21.50 to $22.00; short cut, $23.50 to $24.00; lard, in tierces, 10¾ to 11c. per lb.; tubs, 11 to 11¼c., and pails 11¼ to 11½c.; compounds, 8¾ to 10c plate beef, $15.00 per 200-lb. bbl.

MONTREAL.

A fairly good trade has been done during the week in nearly all lines of provisions and hog products. Fairbank's "Boar's Head" lard compound has been reduced to 9⅜c. tierce basis, a reduction of ¼c. Pure lard is ⅛c. higher, and is now quoted at 12⅛ to 12⅜c. per lb. in cases of 60 lb., in 3, 5 and 10-lb tins.

There has been no change in the price of dressed hogs, which rule steady at $8.50 for fresh-killed abattoir stock and $7.50 for country killed.

Hams are in fair demand at steady prices, and an active trade has being doing in bacon. Our quotations are as follows: Pure Canadian lard, $2.30 to $2.32½ per pail; Fairbank's "Boar's Head" lard compound, 9⅜c. tierce basis, with extras as follows: 60-lb. tubs, ¼c. over tierce; 20-lb. tin pails, ¼c.; 20-lb. wood pails, ½c.; 10-lb. tins, ¾c.; 5-lb. tins, ⅞c.; 3-lb. tins 1c. Snow White and Globe compound, $1.80 to $1.90 per pail; Cottolene, 11¼c. for 20-lb. pails, and 11⅛c. for 60-lb. tubs, for Quebec and Ontario; hams, 12 to 14c.; heavy Canadian short cut mess pork, $24.50 to $25; Canadian short cut clear pork, $23.50 to $24; American short cut clear pork, $24 to $24.50; American fat back, $24.50 to $25; bacon, Wiltshire, 14 to 15c. per lb.; extra plate beef, $14.50 to $15 per bbl.


# The British Columbia Packers' Association

Packers of VANCOUVER, B.C.

## Canned Salmon, and dealers in all classes of Frozen, Salted and Pickled Fish.

**Cold Storage Plants in New Westminster.**

Below are a few of the brands of Salmon we have yet on hand:

| Red Sockeyes | Cohoes |
|---|---|
| "NIMPKISH" | "EAGLE" |
| "GRIFFIN" | "GOLDEN NET" |
| "SUNSET" | "HARLOCK" |
| "LOWE INLET" | "EMPRESS" |

A full list of our brands will appear in this space shortly.

## WEST-INDIAN PRODUCTS.

IN this week's issue THE CANADIAN GROCER presents its readers with a cut of the British West-Indian exhibit, as it appeared at the Toronto Industrial Fair last September. The picture gives some idea of the extent and importance of this exhibit, but naturally it fails to do adequate justice to the whole thing. One would need to be present in person and examine carefully all the details in order to grasp the full significance of the important collection of West-Indian products there shown. The arrangement was excellent, and the various exhibits were placed as conveniently as possible to admit of a careful inspection. The throngs which crowded around the space allotted to this section evidenced the interest which was universally aroused by the luxuriant and curious products of the tropical Islands.

Next year, Pickford & Black, of Halifax, who originated and carried out the idea of the exhibit and who are to be congratulated on its success, intend to repeat their experiment on a large scale both at Toronto and at the Dominion capital. They are of the opinion that these exhibits will do a great deal to promote trade between the West Indies and Canada.

C. S. Pickford, who undertook the task of working up the interest of the people of the West Indies in the enterprise, and who also took charge of the exhibit at Toronto, informed THE GROCER that, although the work and worry was great, he looked forward to the pleasure of making, if possible, a larger showing next year. For this purpose he will probably leave Halifax for the West Indies about the middle of January, remaining there for six months.

Mr. Pickford says that, although his firm did the work of transporting the goods from the West Indies to Toronto and exhibiting them, their efforts would have been of no avail if they had not been backed up in the able manner they were by the exhibitors in the West Indies, as also by the following gentlemen : Luke Hill, Guy Wyatt, of Demerara ; T. Geddes Grant, Edgar Tripp, of Trinidad ; John Barclay, secretary of the Agricultural Society, Kingston, Jamaica, and last, but by no means least, Dr. Morris, C.M.G., Imperial Commissioner of Agriculture in the West Indies, and his lieutenants in the different Islands.

Dr. Morris, Mr. Pickford informs THE GROCER, passed through Toronto some three weeks ago on his way to Ottawa, and stated that he was more than delighted with Canada. He has control of the botanical stations in the different Islands, and is doing a great work for the West Indies in improving the sugar cane. Here alone he has succeeded in increasing the yield some 25 per cent. ; and also in fruit, cocoa and other products the improvement is marked. Take, for instance, onions ; both in Antigua and Dominica this article has been made a great success of, the former, in the last couple of years, having exported large quantities to the other Islands of the West Indies.

In this regard, Mr. Pickford says that he saw at Dominica last winter potatoes, beets, etc, which he does not think could be beaten in Canada ; he also states that trade between Canada and the West Indies is steadily increasing, and all that is wanted is for our manufacturers to push their wares by sending their representatives into the field, and good business will result. THE GROCER wishes Pickford & Black good luck in their efforts.




**An Exhibit of West-Indian Products.**

---

S. McBride, grocer, who was burned out at Langstaff a little while ago, has started a store in Toronto.

ONE SHINING LIGHT ON THE ROAD TO SUCCESS

# Is Consistency.

No matter what particular line you may be pushing,
"Have it consistently **good.**"

# Tetley Bulk Blends

## ARE THAT.

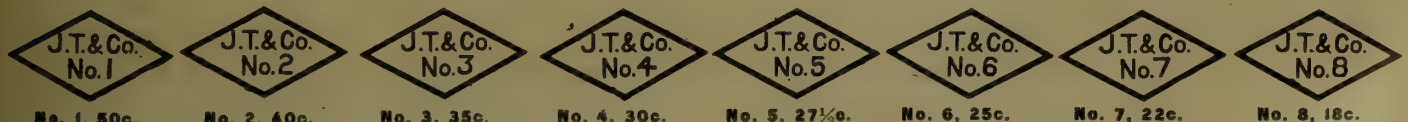
No matter how small the order, or how
often it is given, the tea value will be

## Always the Same---Always Satisfactory.

These Teas are from the finest tea-growing gardens of the world and are

**Blended expressly for Canadian Trade.**
**Unlimited Capital,**
**The Pick of the Gardens,**

Combined with years of experience enable **Jos. Tetley & Co.** to put before the trade the following blends at prices beyond competition :




No. 1, 50c. No. 2, 40c. No. 3, 35c. No. 4, 30c. No. 5, 27½c. No. 6, 25c. No. 7, 22c. No. 8, 18c.

Blended in Tetley's Bonded Warehouse in Old London, with their guarantee of "Quality and Uniformity." We solicit a trial order either direct or through your wholesaler.

**Hudson Bay Co.,** WINNIPEG.

**Snowdon, Forbes & Co.,** MONTREAL.

## THREE GENERATIONS IN THE TEA TRADE.

JOSEPH TETLEY & CO., of London, Eng., Colombo, Montreal, Winnipeg, New York, Boston and Chicago, are one of the largest firms of wholesale tea merchants in the world. Their firm is one of three generations' standing, and is admitted to be one of the most reliable and enterprising in the wholesale tea trade. They are specialists in tea, and believe most strongly in Ceylon and Indian teas, dealing heavily in which has placed them at the head of the list in Great Britain.

Jos. Tetley & Co. in 1889 first introduced these teas to the Dominion of Canada and the United States of America, but found that the battle which they had fought and won triumphantly in Great Britain had to be fought even more stubbornly in these great countries. Ceylon and Indian teas were then practically unknown here. They therefore decided to introduce them in the packet form, and were the first firm in London, Eng., to which Her Britannic Majesty's Customs granted the privilege of having their own bonded warehouse for this purpose. They by this means induced the consumers of Canada and the United States of America to taste Ceylon and Indian teas, and now have the gratification of knowing that their own verdict on these sterling teas have been endorsed and confirmed here.

It is strange, however, that looking at the consumption of tea the world over, it is in Canada and the United States alone that the tea trade remains stationary. While in the last three years Ceylon and Indian teas have doubled their output in Canada and the United States, they have trebled their output even in the Empire of China, have increased it fourfold on the continent of Europe, and have swept all before them in Australia and Great Britain.

THE WORLD'S CONSUMPTION OF TEA.

| | 1895. Lb. |
|---|---|
| Great Britain | 221,000,000 |
| Canada and United States | 117,000,000 |
| Russia, etc. | 98,000,000 |
| Australia | 31,000,000 |
| | **1900. Lb.** |
| Great Britain | 250,000,000 |
| Russia, etc. | 132,000,000 |
| Canada and United States | 108,000,000 |
| Australia | 34,000,000 |

THE WORLD'S CONSUMPTION OF CEYLON AND INDIAN TEAS.

| | 1901. Lb. |
|---|---|
| Great Britain | 236,000,000 |
| Australia | 30,000,000 |
| Russia, etc. | 27,000,000 |
| Canada and United States | 18,000,000 |

From these interesting and important figures it will be seen at a glance that in Canada and the United States alone has the tea consumption actually declined in weight, though we think it safe to assume not in the volume of liquid tea drunk. One pound of Ceylon and Indian tea makes as much liquid tea, of equal strength and infinitely superior flavor, as two pounds, at least, of any other tea; therefore, Joseph Tetley & Co. are not surprised to see that the additional one million pounds of Ceylon and Indian teas now consumed in Canada and the United States have displaced 20 million pounds of tea from other countries, of a weaker growth—so, that, instead of taking 109 million pounds from other countries and 8 million pounds from Ceylon and India, as in 1895, Canada and the United States find it necessary to take only 90 million pounds from other countries, as they are now taking 18 million pounds annually of the stronger teas of Ceylon and India. We must, however, accept the fact of the tea consumption in these countries being stationary, if it is not declining. Is it because too many tea dealers in these countries are pushing low-priced common teas, with far too much regard for leaf-value and far too little regard for cup-value, which is resulting in a stationary tea trade and an increasing trade in coffee, cocoa, chocolate, etc?

Be this as it may, Joseph Tetley & Co. annually buy and sell more Ceylon and Indian tea than is consumed in the Dominion of Canada and the United States put together. They have always put quality first. Their watch-words are Quality and Uniformity, and as tea is to be drunk, not looked at, their packet teas and their loose blends are standards of cup-value the world over. This is why they sell annually nearly 20 million pounds of high-grade Ceylon and Indian teas. Their standard teas win them staunch and lasting friends, because in trading they build on a solid foundation. They do not take large profits, nor do they give lots of credit, but they buy for cash in the largest tea markets in the world, and sell close and on short terms, they make few bad debts, and so they give fighting value and their enormous turnover is always increasing. They enjoy the highest reputation to which a firm can attain in the tea trade. They put their name upon their packets and they put their shipping mark




upon their standard blends of loose bulk teas as a guarantee of good faith, and as their business has been built upon quality, their goods stamp any store in which they are as one which sells high-grade articles.

Joseph Tetley & Company, buying for cash only, are always welcomed in the three great markets for Ceylon and Indian teas, and get whatever pull is going; but it is in London, where 250 million pounds of these teas annually pass the hammer, that their great strength is felt. At 5 and 7 Fenchurch, London, they have one of the finest tea salerooms in the world, in which they transact their immense home business. Here the work is so organized and systematized that they employ expert buyers for each of the following departments: Ceylon leaf-teas for home consumption; Ceylon broken teas; Ceylon teas for export; Indian leaf teas; Indian broken teas; Travancore teas; Java teas; China blacks; China greens; China Oolongs; China scenteds.

They have three expert tasters, who do nothing but select from their purchases the most suitable teas for exporting to Canada, the United States, and the continents of Europe and Africa. They have two experts who devote themselves to blending and packeting their highest-grade teas.

Joseph Tetley & Company's buying experts are admitted to be at the head of their profession. Through these skilled men they get the best and most suitable teas for their customers at the lowest possible prices. They have at No. 54 Commercial Road, London, large duty-paid and bonded warehouses, fitted with the latest electrical machinery for blending, weighing and packeting their teas. Here there is all that experience and expert knowledge can suggest to obtain the quality, uniformity and economy.

Joseph Tetley & Company's turnover is such that their packets and standard blends are always in the fighting front. Turnover means freshness. There is no necessity for their customers to stock heavy at one time, as they are quite satisfied to have their customers draw from their stocks as much or as little at a time as suits their own convenience.

## TUNISIAN ALMOND HARVEST.

U. S. Consul T. Haynes, of Rouen, under date of October 21, 1902, writes:

The harvest of almonds in Tunis for 1902 is estimated at 175,000 kilograms (385,805 lb.). About one-third of this quantity is absorbed by the local demand, both in green and in a dry state; and many producers sell their harvest while still on the tree. Therefore, only about one-half of the stock mentioned can be said to be really on the market. The principal producing centres are: Sfax, 130,000 kilograms (286,598 lb.); Bizerta, 24,000 kilograms (52,910 lb.); and Sousse, 10,000 kilograms (22,046 lb.).

At Tunis, the average commercial value of green almonds in good sized lots is 15 francs (82.90) per 100 kilograms (220.46 lb.); the value of dry almonds is about four times as great; and the decorticated fruit brings 205 francs (839.50) per 100 kilograms. The stock on hand from the preceding harvest is insignificant—approximately 2,000 kilograms (4,409.2 lb.).

# THIS GROCER'S EXPERIENCE

WILL BE YOURS, AND INCIDENTALLY THE PROFITS **IF YOU HANDLE**

"H———, Nov. 24, 1902.

"Please ship us at once, to our address, five sacks **'WHEAT-OS,'** the trial order only lasted three days.

"Yours truly, D. K. McARTHUR."




NO LOSS OR WASTE.

IN A CLEAN, COTTON BAG, TO RETAIL AT **25c.**

FOR FURTHER CONVINCING INFORMATION—WRITE

THE **EBY, BLAIN CO.,** LIMITED SOLE WHOLESALE DISTRIBUTORS, **TORONTO.**


## HINTS TO BUYERS.

**Contributors are requested to send news only not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.**

LAPORTE, MARTIN & CIE have a fine lot of herrings, barrels and half-barrels, of Labrador and extra large Nova-Scotian.

Potted lobsters are in great demand at The Davidson & Hay, Limited.

H. P. Eckardt & Co. are offering a good assortment of raw sugars.

The Davidson & Hay, Limited, have in stock a choice assortment of Eleme figs.

H. P. Eckardt & Co. report a good demand for Malaga table raisins. They are showing some very fine fruit.

Laporte, Martin & Cie report a great demand for their apple cider, in barrels, half-barrels and quarter-barrels.

A little lot of baked beans, 1's, are offered by Grocers' Wholesale Co., Limited, at 45c. per dozen, and 3's, at 90c.

Grocers' Wholesale Co., Limited, Hamilton, Ont., have special values in coffee, "Unity & Quality" blend being a leader.

Laporte, Martin & Cie have a full assortment of Valencia raisins, of fine off-stalk, selected, and 2 and 4-crown layers.

Grocers' Wholesale Co., Limited have another shipment of molasses arriving shortly; barrels and half-barrels. No puncheons to offer in this lot.

Laporte, Martin & Cie received last week a car of Californian loose muscatels and seeded raisins in 1-lb. packages, from Griffin & Skelley.

A small quantity still in store with Grocers' Wholesale Co., Limited, of British refined yellow, in sacks, each 224 lb., at 3c. net f.o.b. Hamilton.

A consignment of "Nonpareil" seeded muscatel raisins, in 16-oz. packages, arrived this week for H. P. Eckardt & Company.

Laporte, Martin & Cie have a big assortment of currants, in barrels and half barrels, and in quarter cases, cleaned and uncleaned, at lower prices than they could now import them.

## THEIR THANKSGIVING NUMBER.

The Thanksgiving number of The St. Paul Trade is a handsome edition with many beautiful illustrations. Special tribute is paid to Canada in this paper in two interesting articles on the Canadian Northwest. Since this publication has come under new management there has been a marked improvement in its make-up, and it has assumed a more prosperous appearance.

## BEET-SUGAR GOSSIP.

Peterboro' citizens have formed a company for the manufacture of beet sugar. They sent a large deputation to the Berlin factory to get information on the subject.

It is reported that the Newmarket district is an advantageous section for the cultivation of sugar beets.

The Chatham beet-sugar factory shipped a trainload of 25 cars of sugar to the Northwest last week.

Mr. Paterson, Minister of Customs, when asked if Canada would be effected by the abolition of the sugar bounties at the Brussels Convention said, "Directly, no; indirectly, yes."

The Ontario Sugar Co, Berlin, expect to handle at least 60,000 tons of beets this season.

Whitby, Ont., is among the latest places aspiring for a beet-sugar factory.

## PERSONAL MENTION.

Mr. W. Dobie, general manager and secretary of The E. W. Gillet Co. Limited, Toronto, has returned from a business visit to New York.


*"Best in the World."*

**HILL, EVANS & CO'S (WORCESTER, ENG.)**

PURE ENGLISH

**MALT VINEGAR** Delicate in Flavor and Aroma. Splendid keeping properties.

**ROBERT WATERS' QUININE WINE**

Quinine in a palatable form—50 years' reputation.

Export Agents:
Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

# Every Little Helps

Salt is a little thing but it can do your trade a lot of harm or good as you elect —"the trifles make perfection." The woman who finds impurity in the salt she buys or the woman who loses her temper because the salt "cakes" isn't going to think pleasantly of the grocer who sold her that salt.

## Windsor Salt

is as good as a Salt *can* be, because it is prepared in the only safe way—by the ***Vacuum process.*** Every drop of moisture is dried out of it by intense heat—it can't possibly cake. Even the smallest particle of impurity would deprive Windsor Salt of its right and title to that standard saying "as pure as Windsor Salt."

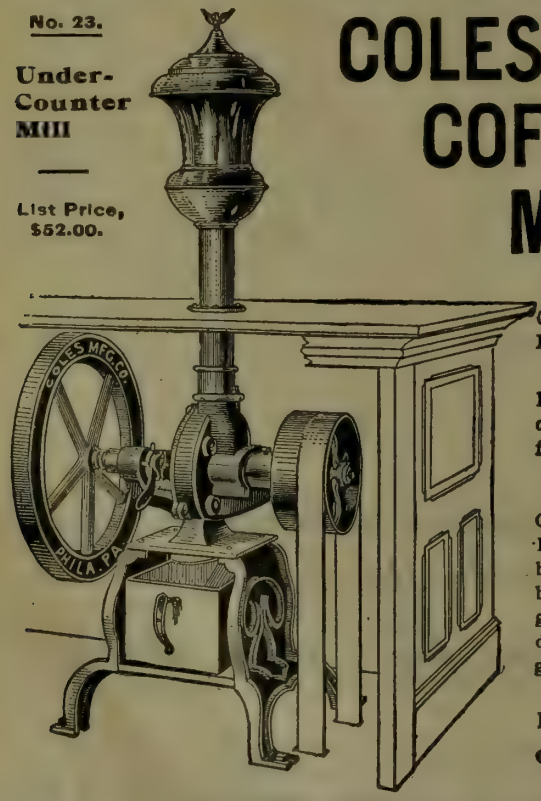
Sold by leading wholesalers everywhere.

***THE CANADIAN SALT CO., Limited,***
***Windsor, Ontario.***

No. 23.

**Under-Counter Mill**

List Price, $52.00.




# COLES COFFEE MILLS

**None better for Granulating or Pulverizing.**

**Our mills will Pulverize without heating Coffee.**

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

**A GREAT LABOR-SAVER.**

**Our Grinders wear longest.**

**Agents** { TODHUNTER, MITCHELL & CO., Toronto.
DEARBORN & CO., St. John, N.B.
FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont.

**COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.**



*"The man who rests on his oars is apt to be capsized by the breakers."*

The grocer who is slow to take up a good thing is not likely to be successful in business. If you are not already handling

# PATERSON'S WORCESTER SAUCE

we would advise you to get in line.

ROSE & LAFLAMME,
Agents, Montreal.

THE CANADIAN GROCER

*President:*
*JOHN BAYNE MacLEAN,*
*Montreal.*

**The MacLean Publishing Co.**
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## THE HANDLING OF BREAD.

THE report of Montreal's new bread inspector for the month of October is anything but flattering to certain members of the grocery trade of that city. He visited 14 grocers, and stated that the manner of keeping the bread in some of these places was truly alarming. As an example, he found in one store about 50 loaves lying on the floor, which was not at all clean, and apparently no attempt had been made to keep the bread away from the dirt. In other places he found in the boxes where the bread was kept, along with the bread, old boots, rotten potatoes, onions, matches, and, in one place, a can of kerosene. Leaf tobacco was spread out to dry at the bottom of the bread box in one store.

Then, again, the boxes were often not cleaned, and crumbs accumulating in the bottom became moistened and stuck to the box, being of a very offensive odor and decidedly unsanitary. The inspector stated that this was so pronounced in one case that a showcase where bread was kept was so filthy that cakes placed there in the morning turned sour before night and a white mould formed on them. These were given in exchange for children's pennies.

Grocers who harm their own trade in this way are certainly not deserving of any sympathy. The fact of the matter, however, is that they are very apt to hurt the trade of other grocers, whose methods of keeping and delivering bread are all that can be desired, as well as their own. These reports of the city bread inspector are made public and must have considerable influence on the people ; who, instead of allowing the fault to remain where it belongs, are very apt to distrust all grocers and buy their bread elsewhere.

The trade will benefit themselves by lending every effort to the authorities to stamp out these practices ; and it would, perhaps, be a move in the right direction if they could induce the inspector to give the names of those places he could not find fault with as well as of those he could. In this way dealers could preserve the confidence of their customers. The latter indeed would be likely to be all the more loyal to their grocer if they found that he was above the practices which were customary with others.

## FORMING AN ASSOCIATION.

A MOVEMENT is on foot among the grocers of Gananoque, Ont., to form an association. One of those engaged in the movement writes asking for some suggestions as to ways and means of organizing.

Perhaps some of our readers who have had experience in the organization of similar associations will give us their experience.

In the meantime, however, we would suggest that the Gananoque merchants who are interested in the proposed association call a meeting of their fellow-business men to consider the matter. At this meeting a vote could be taken as to the advisability of organizing. If the decision was in the affirmative temporary officers might be appointed, or, if the meeting was sufficiently representative, the appointments might be made permanent for the ensuing term. Committees to draft constitution and by-laws and elicit the co-operation of merchants should also be created.

## A DEMORALIZING PRACTICE.

A GOOD many men are still reaping the whirlwind of the recent period of inordinate speculation on the stock market, and not a few of those who were once rich are now poor.

While no one should glory over the losses which have been and are being suffered by speculators in margins, one cannot but recognize that a salutary lesson is being taught.

Suddenly-acquired riches are not the best kind of riches. "Easy come, easy go" is an old proverb that we seem inclined to forget these days. But whether suddenly-acquired riches are good or bad, the spirit which characterizes those who set out to acquire them by investing their small savings in them is certainly demoralizing. The gambling spirit which it cultivates is certainly not conducive to the public weal. But that is not the only objectionable feature about the practice. Another, and one that is scarcely less objectionable, is the spirit of unrest that it breeds. Merchants who are dominated by it are no longer satisfied with the money-making methods of ordinary business. These are dull, prosy and uninteresting. It is the $500 invested in margins, which, by the turn of the market, will produce $5,000, that gives zest to life. And thus, instead of watching for opportunities to develop and increase business, merchants and clerks who are victims of the stock-speculating fever are intent on watching the fluctuations of the stock market.

Nothing can be said against the practice of purchasing stocks outright, particularly for investment purposes. But merchants cannot look after their own business, or clerks the affairs of their employers when they are possessed with the stock-speculating fever. And the times of reaction which we have been experiencing during the past month or two teach us that it pays better in the long run to be faithful to the duties that legitimate business demands than by neglecting them to chase the wild will 'o the wisp of stock market speculation.

Early success creates over-confidence, while continued effort develops character.

## TO PROMOTE TRADE IN HOME PRODUCTS.

LAST Summer a lady from Western Canada was visiting Quebec. She wanted a pair of gloves. She liked the style of workmanship on a very neat pair of kids that were shown in the retail store in that old city, and she wanted to know where they were made. After some hesitation the merchant admitted they were made in Quebec. This interested her very much and she went to the factory and saw them being made. Not one of them had the word "Canada" or any lettering to show that these excellent gloves were made in the Dominion.

In several of the leading cities there is a society called "Imperial Daughters of the Empire." It is composed of most of the prominent women of the place. In Toronto Mrs. Nordheimer is the head of the society. They have done a great deal for Canadian affairs.

The lady who found the gloves in Quebec is a member, and at one of the meetings shortly after her return she mentioned her experience. Several other women had similar stories to tell about other goods made in Canada, but which most people thought could not be made here. The matter was generally discussed, and it was eventually resolved to hold a small exhibition of articles of purely Canadian manufacture. The Canadian Manufacturers' Association was approached and their assistance asked. At first the ladies' proposition was not very enthusiastically received, because manufacturers are so frequently held up by all sorts of schemes, and this looked like another scheme. They were assured that this was not a plan to make money for a ladies' society. All the ladies wanted was to allow the people of Toronto to see and know something of Canadian products, and that all they wanted the manufacturers to do was to send in a small exhibit, and possibly pay a nominal sum to cover the actual expenses of the share of space they occupied in the hall or building where the exhibition would take place, and for expenses of advertising, and so on.

The Manufacturers' Association have now promised the ladies every assistance. A building is under offer, and it is likely the exhibition will take place about the end of January. If the space is limited it is proposed to select exhibits from among articles made in Canada, but which are also largely imported, leaving out, if necessary, such articles as Canada exports in greater quantities than she imports. Possibly, if a large enough building is obtained, many of these can be exhibited.

It is quite possible that the branches of the Daughters of the Empire in some of the other Canadian cities will hold similar exhibitions immediately after the one in Toronto, but nothing definite seems to have been decided about that.

This scheme is one of the very best for making known to the best class of buyers what Canada can do in every line of manufacture. Most schemes of this sort are fakes. This is the first one we have ever endorsed, and in the last 16 years we have criticized many.

We will be glad to give any further information regarding this exhibition to our readers who desire it, and put them in touch with the working secretary as soon as one is selected by the society.

### CHINA TEA EXPORTS.

THE total exports of China teas from that country from the opening of the season of 1902 until the middle of October were 14,500,000 lb. more than for the same period last year, but 15,500 lb. less than for the corresponding period in 1900, and 6,000,000 lb. less than in 1899. The exact export figures are, 80,000,000 lb. for 1902, 65,500,000 lb. for 1901, 95,500,000 lb. for 1900 and 86,000,000 for 1899.

The greater portion of the China tea exports, 38,000,000 lb., came to America, 28,000,000 lb. went to Europe, 12,000,000 lb. to England and 2,000,000 lb. to Australian ports. The exports to America were greater this year than in any of the three preceding years, the figures for these years being 17,000,000 lb. in 1901, 34,000,000 lb. in 1900, and 25,000,000 lb. in 1899. The chief market for them is in the United States. There has been a steady decline since 1899 in the shipments of these teas to English ports, the figures being for 1902, as noted above, 12,000,000 lb., against 12,500,000 lb. for 1901, 16,000,000 lb. for 1900 and 22,000,000 lb. for 1899, a decline in three years of 10,000,000 lb.

### POTATO SITUATION.

THE Toronto potato market is at present strong. Shippers from Quebec Province who have previously been quite free in their offerings are now holding back. The action of the railway companies in refusing to pay the cost of lining the cars to prevent freezing and also to bring them back empty to the points of shipment is increasing the cost of laying down the product in Toronto. So at the present quotations of 85 to 90c. per bag there is no money in this business for the potato-grower in Quebec. The prospects, therefore, are for higher prices, it would seem.

The potato crop of Canada on the whole is believed to be a good average one. It is also irregular. Some sections of Ontario which last year had considerable quantities to dispose of have none this year to offer, and in some instances are coming on the market as buyers and not as sellers. On the other hand, districts which had poor crops last year are liberal sellers this fall. It is, therefore, difficult to sum up the situation as the farmers, as a rule, are not showing any disposition to sell. Speaking generally, the crops in Quebec have been good.

Value your customers' friendship and make it lasting and well merited by guaranteeing satisfaction at all times.

### SUGARS GAINING STRENGTH.

The sugar situation is full of surprises. The decline in Canadian refined on Wednesday was followed by an advance on the New York market of 10c. Cane sugars have also advanced 1-16c., and are now quoted on a basis of 3 15-16c. for 96 deg. centrifugals, duty paid, New York.

The European beet-sugar market has gone up, too, and the quotation for 88 deg. is now 8s. f. o. b., Hamburg.

In view of these developments, the present low values on the Canadian market are not expected to last long.

## STARCH AS A FOOD.

IT is generally becoming widely known that our foods are in a large proportion made up of starch. The following article, from The Produce Merchants' Review, of London, Eng., contains a good deal of information on this matter:

There is an old story distinctly of the "ben trovato" order, which relates that a lady litigant at the law courts complained to the judge of having been insulted by an officer of the court. The judge asked what the man had said, and the lady replied, "He called me a woman."

Of course, a lady is a woman, just as a man is an animal, or a diamond is a bit of carbon; but none of the three will bear being called so in plain terms, so great is the clinging to what we may call courtesy titles. Now, it is much the same in regard to starch when used as a food, for we all eat it daily in large quantities, but we do not call it "Starch." Scientifically, however, the word starch is applied to the feculent matter yielded by a very large number of plants, either in their seeds, as in wheat, oats, maize, rice, etc.; in their roots, as in arrowroot, tapioca, potato, etc.; or even in the pith of the sago tree. By the term feculent, is meant briefly the particles that can be washed out with water, forming a cloudy or turbid liquor, which, when tranquil, redeposits the almost pure starch in the form of a white-looking mud, that, when dry, can be reduced to powder. The water used in this process does not in any sense dissolve the starch granules, but merely holds them in suspension, until at the first opportunity they again settle to the bottom. In our issue of August 2, we gave an article copied from The Journal of the Society of Arts, recounting various facts in connection with starch manufacture in the United States. Our present object is, however, to inquire whether the article scientifically known as starch plays any useful part in the human economy, whether, in fact, it is entitled to be ranked as a "food." On examining the chemical composition of starch, say, for instance, under its well-known form, "corn flour," the first thing that strikes us is its simplicity in construction. Starch consists of six parts of carbon, five parts oxygen and 10 parts hydrogen. The oxygen and hydrogen being present in the same relative proportions as in water we might even say that starch is pure carbon and water only. Not only is it simple in construction but it is also easy of solution—in fact, starch begins to be digested as soon as it is chewed and mixed with the saliva. Once swallowed it is rapidly converted into what is known as sugar (in digestive phraseology) and is available at a very early stage for the processes of assimilation into the mass of the blood. Some confusion exists in the minds of many people, who have given a partial attention to the subjects of foods and their utility, as to the services rendered by starch in the blood. Starch has been correctly classed among the carbo-hydrates, but it is often confounded with the hydro-carbons, or fats, both of these being alluded to as heat formers. In our view a more accurate description to apply to starch would be coolness in the former, as from the ease with which it can be split up in the digestive organs, starch yields its carbon, its oxygen, and its hydrogen very readily to the body, and the transmutation is accomplished without the evolution of much heat, or the concurrence of much nitrogen from the other branches of food. In this sense, while not itself a tissue or energy former, starch promotes tissue and energy inasmuch as it liberates, or, we might better say, avoids employing the nitrogenous principles present in other forms of food consumed at the same time, and which are consequently free to benefit the body in other ways. Now, with the hydro-carbon class or fatty articles taken as food, the case is just the reverse. Instead of being simple in composition and easily split up, fats and oily matters are generally very complex, and are assimilated with great difficulty in the body, giving rise, therefore, to great heat and a larger consumption of nitrogen, which must be present at all tissue changes. If all this be correct, the conclusion is, then, that in the temperate zones, starch is an article of food rightly so called; it furnishes necessary elements to the body in a condition easy of absorption, and spares other elements (derived from other sources) which otherwise would be largely diverted from their legitimate purpose. In support of this view as to the usefulness of a suitable proportion of starch in the dietary of inhabitants of the temperate zones, we may notice that the Esquimaux eats no starch (he cannot get it readily for one thing), he feeds more on blubber, flesh and fish, and will even eat soap on occasion, in order to acquire the fats that give rise to the heat he needs. On the other hand, the Hindoo eats mainly rice, which contains some 77 per cent. of pure starch granules. An interesting comparison might be drawn between the results of the long protracted use of various starches; for instance, the civilized white races mainly derive their starch from wheat, the Hindoo and the yellow race get their starch from rice, the original Red Skins of America ate chiefly the meal of maize, containing some 60 per cent. of starch, mixed with other and coarser constituents which render maize and meal more fit for pigs than men. However, enough has been said to show that, under whatever name, the feculent, or starchy matter of plants, is not without great value in the British bill of fare.

## SUCCESSFUL BUTTER AND CHEESE SEASON.

THE past season has been the most successful one ever experienced in Canada in the manufacture and export of butter and cheese.

Cheese exports during the season just closed showed a total increase of 308,432 boxes over those for 1901, and a total increase of 22,353 boxes over those for 1900, while butter shipments showed an increase of 124,058 packages over those for 1901, and an increase of 278,388 packages over the season 1900.

The disbursements to the factories for cheese were also largely in advance of any previous year, cheese being constantly one or two cents higher than the previous season.

Butter-makers were not relatively so fortunate, the price of butter being lower during the most of the season than it was in 1901. As the exports were larger, however, the total disbursements to factories would probably amount to about as much as last year.

The shipments of cheese from the port of Montreal during last week and the past season, and also during the corresponding period of 1900 and 1901, were as follows:

| Period. | Local. | Thro.' | Total. |
|---|---|---|---|
| Last week..... | 31,540 | 6,619 | 38,159 |
| Corresponding week last year..... | 659 | .... | 659 |
| Corresponding week 1900..... | 16,492 | 220 | 16,712 |
| Total shipments since May 1, 1902 | 1,729,322 | 370,726 | 2,100,048 |
| Corresponding period 1901 ..... | 1,503,201 | 288,415 | 1,791,616 |
| Corresponding period 1900 ..... | 1,668,402 | 409,292 | 2,077,695 |

The following were consequently the total increases over 1901 and 1900:

| | Local. | Thro.' | Total. |
|---|---|---|---|
| 1902 increase over 1901 ..... | 226,121 | 82,311 | 308,432 |
| 1902 increase over 1900. ..... | 60,919 | *37,566 | 22,353 |

*Decrease.

The shipments via Portland were only 56,948 boxes, a total decrease of 142,515 boxes as compared with 1901.

Shipments of butter from the port of Montreal during the past week and the past season, and also during the corresponding period of 1901 and 1900, were as follows:

| Period. | Local. | Thro'. | Total. |
|---|---|---|---|
| Last week..... | 14,469 | 478 | 14,947 |
| Corresponding week last year ..... | 448 | .... | 448 |
| Corresponding week 1900 ..... | 367 | .... | 367 |
| Total shipments since May 1, 1902. | 484,455 | 50,496 | 534,951 |
| Corresponding period 1901 ..... | 364,505 | 46,388 | 410,893 |
| Corresponding period 1900 ..... | 217,166 | 39,397 | 256,563 |

The following were consequently the total increases over 1901 and 1900:

| | Local. | Thro'. | Total. |
|---|---|---|---|
| 1902 increase over 1901 ..... | 119,950 | 4,108 | 124,058 |
| 1902 increase over 1900 ..... | 267,289 | 11,099 | 278,388 |




"And a few lines more on the same subject"

Do you, Mr. Grocer, realize that Japan Teas are passing through a crisis, and one that is shaking the very foundation of their existence? You should be fully cognizant of this. It will pay you to be.

**"SALADA" Natural Green Teas** of Ceylon are displacing Japans (and displacing them to stay displaced), because of Superior Merit—that's all.

Do you think it even remotely possible that we could interest you in this matter? Because, if you have any such views, they are surely worth a postal inquiry.

Address, **"SALADA,"** Toronto or Montreal.

**We are by long odds the largest handlers of Ceylon Teas (Blacks and Greens) on the American Continent.**




Have **YOU** bought the

# Old Reliable?

For sale by every wholesale grocer from the Atlantic to the Pacific.

Packed only from the finest Red Sockeye Salmon.

EVERY CAN GUARANTEED.



## *LILY WHITE GLOSS STARCH*

is packed in

**Handsome 1-lb. Packets.**

**Beautiful 6-lb. Trunks and Tins.**

**100-lb. Kegs—extra large crystals.**

**Strongest, Whitest, Purest.**

## The Brantford Starch Works,

LIMITED,

**Brantford, Ont.**

# MARKETS AND MARKET NOTES

## ONTARIO MARKETS.

Toronto, December 4, 1902.

### GROCERIES.

THE volume of business transacted on the local grocery market is becoming heavier, owing to the nearness of the holiday season. Nuts, spices and dried fruits of all kinds are moving out freely and the market for prunes is firmer, owing to an advance of ½c. recently made on the Californian market. A decline of 10c. in sugars took place on Wednesday morning, which was unlooked for, as the outside markets were steady and almost featureless. The tea market is gaining strength daily, the firm tone being due to the strong London and Ceylon markets.

CANNED GOODS.

The tomato situation continues unsatisfactory. Some jobbers imported quantities of the article from the United States and offered them at $1.60. Few transactions, however, have been made on that basis, the price being such as to curtail the consumption. A number of retailers are selling what stocks of tomatoes they have back to the wholesalers and the market is unsettled. Trade in meats and fruits is quiet. There is quite an active demand for salmon for the holiday trade. Other lines of fish are also moving out fairly well.

COFFEES.

There is a fair call for coffees, principally of the cheaper grades, in Javas and green Rios. Raws are somewhat firmer on the primary market and the outlook is for higher prices. Better grades are rather scarce and command a premium on that account. We quote as follows: Green Rios, No. 7, 7¾c.; No. 6, 8c.; No. 5, 8¼c.; No. 4, 9c.; No. 3, 10 to 12c. per lb.

NUTS.

Trade in nuts is becoming more active. Shipments of shelled almonds and shelled walnuts, and walnuts and almonds in the shell have arrived. The prices are firm.

RICE AND TAPIOCA.

Both these articles are in fair demand. The prospects are for better prices for rice, as the crop in the South is reported to be short. There is also a little stronger feeling in tapioca, but the New York market is at present dull. We quote: B rice, 3½c.; Japan, 5½ to 6c.; sago, 3¾ to 4c.; tapioca, 3¼ to 3¾c. per lb.

SYRUPS AND MOLASSES.

Corn syrups are moving out freely and there is also a good demand for the brighter grades of sugar syrups. Black strap is also in good demand.

SPICES.

Activity prevails in spices throughout the list. There are quite large sales of pepper being made, and nutmegs, cloves and allspice are moving out a little better. The prices are maintained steadily. The outside markets are quiet and firm.

SUGAR.

Although the outside markets showed no particular indications of declining, the Canadian refiners reduced the prices for Ontario and Quebec, on Wednesday, 10 points. The prices of the United States refined remain just the same as last week. There is, however, a stronger undertone to the outside market and indications are repeatedly reported of further advances. There seems to be considerable indifference on the part of buyers, probably owing to the fact that the normal consumption at this time of the year is light. In view of purchases made prior to recent advances there is no disposition shown to further anticipate requirements. The week closes on a strong market for raws and the prices quoted are nominal on a basis of 3⅞c. for 96 deg. centrifugals, duty paid, New York. Sugars arriving in port will readily be sold at this figure, but are being held for further improvement. After advancing to 8s. f.o.b. Hamburg, beet sugar of 88 deg. reacted to 7s. 10½d. and later advanced to 7s. 11¼d., closing strong at that figure.

**See pages 43 and 44 for Toronto, Montreal, St. John and Halifax prices current.**

The meltings of raws at the three United States Atlantic ports for the week were 36,559 tons, with nominal meltings at 31,000 tons, thus increasing stocks for the week by 5,559 tons and bringing them up to 188,713 tons, against 148,020 tons for the same week last year.

In reference to Mr. Licht's last report as to damage to the European beet crop to the extent of 90,000 tons, we might state that this refers to Germany only, but the same ratio of damage applied to the entire European beet section would necessitate the estimate of the growing crop there being reduced to 5,500,000 tons.

TEAS.

The outside tea markets continue strong for both blacks and greens. Latest London samples show that that market is from 1 to 1½c. above Toronto in Indians and Ceylons. Indian greens are scarce and in demand at from 7½ to 9½d. Mail advices from London, Eng., under date of November 20, state that changes in the position of teas was obtaining recognition, buyers who were not well stocked offering higher prices to get what they want, but many of the dealers were reluctant to follow a rising market and to replace at an advance what they had sold. The Indian tea market opened with free buyers of low-priced teas at ½d. advance and with an improved bidding for all other kinds, but not at higher prices. Samples from Assam, Cachar and Dooars, which were on exhibition, showed an improved flavor. The improvement in the market for Ceylons extended from low-priced teas to those of better quality. There was a better inquiry for all the lower grades of China Congou, black and red, and blenders have taken some of the medium grades in some quantity, paying in all cases firmer prices. Gunpowder teas continue steadily to advance in value.

### FOREIGN DRIED FRUITS.

CURRANTS.—The influence of a very brisk local demand and the reports of a steadier market in Greece have strengthened the market considerably. Prices are as follows: Fine Filiatras, 5½c. up: Patras, 6¼ to 6¾c. and Vostizzas, 7 to 8c. per lb.

VALENCIA RAISINS.—These are in good demand and the prices are held firmly. We quote: Fine off-stalk, 7 to 8c.; selected, 8 to 9c. and selected layers, 9 to 10c. per lb.

SULTANA RAISINS.—A good trade is doing at the following prices, viz.: 9 to 13c. per lb.

DATES.—New dates keep arriving and meet with ready sales. There is a strong feeling in these on the English market. We quote: Hallowees, 4½ to 5c.; Sairs, 4 to 4½c. and Fards, 7½ to 8c. per lb.

PRUNES.—The market is firmer under the influence of an advance of ½c. on the Californian market which took place on Tuesday. Quotations on the large sizes have been withdrawn at the Coast. Our quotations are as follows: Californian prunes, 100-110s, 4c.; 90-100s, 5 to 5½c.; 80-90s, 6 to 6½c.; 70-80s, 6½ to 7c.; 60-70s, 7 to 7½c.; 50-60s, 8 to 8½c.; 40-50s, 8¾ to 10c. per lb.

FIGS.—There is a healthy feeling in the fig market and the demand is good. We quote: Tapnets, 4c.; Naturals, 8c. and Elemes, 11 to 15c.

CALIFORNIAN SEEDED RAISINS.—These are commencing to move. A great deal of trouble has been experienced by importers in having shipments forwarded promptly. Prices are 8½ to 9c. per lb. in 12-oz. packages and 10½ to 11c. for 1-lb. boxes of choice goods in packages. Californian loose muscatels are quoted as follows: 2-crown, 7½c.; 3-crown, 8c. and 4-crown, 9c. per lb.

CALIFORNIAN EVAPORATED FRUITS – The volume of business in peaches and apricots is heavy and prices are very steady. We quote: Apricots, 10c. to 16cf and peaches, 9 to 12½c. per lb.

### GREEN FRUITS.

Business in oranges, lemons and Malaga grapes is picking up for the Christmas trade. The last-named fruit is especially active. Californian navel oranges, due to arrive next week, are quoted at $4 to $4.25 per box; lemons, to arrive, will be sold at $1 to $1.50 for Californians and $3.50 to $4 for Messinas. Pineapples are at present scarce, but some are expected in time for Christmas. The export trade in apples continues. Quotations are as follows: Pears, per basket, 30c. to 35c. and apples, 10 to 25c. per basket and $1 to $2 per bbl.; onions, ordinary, 15 to 60c. per bag; Spanish, 65c. to 70c. per case; oranges, Jamaica, $2.50 to $2.75 per box; Floridas, $3.50 to $3.75 per box; Valencias, $5; Mexicans, $2.50 to $2.75; Jersey sweet potatoes, $2.50 to $2.75 per bbl.; cocoanuts, $3.75 per sack; quinces, 30 to 35c. per basket; Cape Cod cranberries, $9.50 per bbl.; Nova-Scotian do, $7.50; Jerseys, $10.50; bananas, $1.25 to $1.75 per bunch; grape fruit, $4.50 per box; lemons, Californian, $4 to $4.75 per box; Malaga grapes, $5.50 to $7 per bbl.

### VEGETABLES.

There is a quiet trade doing in vegetables and the prices are steady and unchanged. Our quotations are still as follows: Lettuce, 30 to 40c. per doz.; mint and parsley, 15 to 20c.; cauliflower, 50c. to $1 per dozen; cabbage, 30 to 50c. per dozen and $1 per barrel; pickling cabbage, 25 to 50c. per doz.; carrots, 40 to 50c. per bag; beets, 40 to 50c. per bag; potatoes, $1 to $1.20 per bag; celery, 50 to 75c. per dozen; squashes, $1 to $1.50 per dozen; pumpkins, 50c. per dozen; artichokes, 50c. per bushel; spinach, 40c.; parsnips, 40 to 50c. per bag; vegetable marrow, 30 to 50c. per doz.; citrons, 40 to 50c. per dozen.

### COUNTRY PRODUCE.

EGGS.—A few fresh eggs are coming forward in small lots and fancy prices are being paid for them. The demand for pickled and cold stored keeps up well. We quote: Strictly new laid, 22 to 25c.; for limed, 17 to 19c. and for seconds, 13 to 14c. per dozen.

BEANS.—These keep firm and unchanged, with little new business to report. We quote choice handpicked, $2 to $2.10 per bushel.

DRIED AND EVAPORATED APPLES.—There is some call for the evaporated article. Dried are quiet. Prices are steady at 7 to 7½c. for evaporated.

HONEY.—There is a steady demand for honey at unchanged prices. We quote as follows: Extracted clover, in 60-lb. tins, 9c.; in glass jars, small sizes, 95c. to $1.85 per dozen.

POTATOES.—These are firm this week and hard to buy. Owing to the cold weather the dealers from the east do not care about shipping forward any, as the railway companies want the shippers to line the cars at their own expense and will not bring them back empty. Consequently the price of potatoes is firm. For a lot of ten carlots the price offered was 85c. per bag and 90c. lor one carlot.

### BUTTER AND CHEESE.

BUTTER.—There is quite a quantity of dairy prints, rolls and tubs coming forward, but complaint is being made that a large part of the receipts of the article are of poor quality, being tainted by the feed. Consequently there has been a better demand for creamery in 1-lb. prints and solids. We quote: Choice 1-lb. prints of dairy, 18 to 19c.; large rolls, 17 to 18c.; medium quality, large rolls, 14 to 15c.; tubs, choice, 15 to 17c.; creamery prints, 20 to 23c.; solids, 19 to 21c. per lb.

CHEESE.—The market keeps strong with a reported good inquiry from the Old Country, where the markets are pervaded by a healthy tone. We quote as follows: Finest, 12½ to 12¾c. and seconds, 11¾ to 12¼c. per lb.

### POULTRY AND GAME.

DRESSED POULTRY.—The lateness of the season is having the effect of increasing the arrivals of all kinds of dressed poultry. There are quite a lot of poorly dressed turkeys coming in. Good, dry picked fowl are wanted. We quote: Turkeys, 8 to 12c.; geese, 7 to 7½c. per lb.; ducks, 50 to 70c. and chickens, 40 to 60c. per pair.

LIVE POULTRY.—There is a fair amount of business being done in live poultry and shipments are being forwarded to Great Britain as soon as they are made up. We quote: Turkeys, 8c.; geese, 5c.; ducks, 7c.; chickens, young, 7 to 8c. and old, 5 to 6c. per lb.

GAME.—The receipts of game continue free and the demand is poor. We quote as follows: Teal, 20c. per pair, and pin tails, 30 to 35c.; black ducks, 70 to 75c.; butterballs, 30 to 35c.; red heads, 60 to 65c. and blue bills, 20 to 30c.

### FISH.

The market for all kinds of fish is active. Herring are still scarce. Oysters are selling freely and are firmer in response to reports from Baltimore to the effect that the catch there is short. We quote: Frozen fish, trout, 7½ to 8c.; whitefish, 7½ to 8c. Fresh fish, herring, 5 to 6c.; perch, 4 to 5c.; pike, 6c.; British-Columbian salmon, 15 to 20c.; mackerel, 15 to 20c.; halibut, 15c.; blue pike, 4c.; live lobsters, 25c. per lb.; oysters, $1.25 to $1.35 per wine gallon; selects, $1.50 to $1.60; Digby herring, 50c. per bundle of 6 baskets; finnan haddies, 7½ to 8c. per lb. in 15-lb. boxes; codfish, $4.50 for 25-lb. boxes and $1.80 for 2 doz. box; quail on toast, 5½c. in boxes; boneless cod, 4½c per lb.; ciscoes, $1.25 per basket; kippered herring, $4 per case of 4 doz. tins; Labrador herring, in half-barrels, $3 and lake herring, $4; salt sea salmon, $8 to $10 per 100-lb. bbl.; salt sea mackerel, $2 per kit (20-lb. pail.)

### GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.—The market for oats is a little stronger, as the opening of the port of St. John, N.B., is causing a demand from there for export, and the low freight rates made by the railways to that shipping point leaves a margin in favor of sellers. Wheat is firm, but the prospects are for steady prices. Quotations are as follows: Red wheat, 72c.; white wheat, 72c.; barley, 40 to 45c.; oats, 34c.; peas, 76c.; buckwheat, 52c.; rye, 50c. per bush., on track, Toronto.

FLOUR.—Buying on the flour market continues active, but mostly in small lots. We quote: Ontario patents, in bags, $3.35 to $3.65; Hungarian patents, $4.10 to $4.20; Manitoba bakers', $3.75 to $3.90; straight roller, $3.40 to $3.50 per barrel.

BREAKFAST FOODS.—A good demand continues for oatmeal and rolled oats without any change in prices. The other lines are active. Quotations are: Oatmeal, standard and granulated, in carlots on track here, $4.45; standard rolled oats in carlots on track here, $4.25 per barrel; in wood, 15c. extra; broken lots are 25c. per bbl. extra; rolled wheat, $2.25 in 100-lb. bbl.; cornmeal, $4; split peas, $4.75; pot barley, $4.25 in 196-lb. bbls., or $4.10 in bags.

### HIDES, SKINS AND WOOL.

HIDES.—These are moving out freely. The prices are steady and unchanged. We quote: No. 1 green, 8c.; No. 2 green, 7c.; No. 1 green, steers, 8½c.; No. 2 green, steers, 7½c.; cured, 8½c. to 9c. per lb.

CALF SKINS.—A fair amount of business is being transacted. We quote: Veal skins, 6 to 14 lb. inclusive, No. 1, 10c.; No. 2, 8c.; do, 15 to 20 lb. inclusive, No. 1, 9c.; No. 2, 7c.; deacons (dairies), 60 to 70c. each.

SHEEPSKINS.—These are active and have advanced 10c. We quote 75c.

WOOL.—The market keeps improving. We quote: Fleece wool, 14c. and unwashed wool, 7½c. per lb.

TALLOW.—The market continues depressed. The demand is light and stocks are accumulating. We quote 6¼ to 7c. per lb.

### SEEDS.

There are light offerings of red clover and alsike at outside points. The farmers are commencing to market their alsike more freely. We quote at outside points: Red clover, $6.25 to $6.75; alsike, $6.50 to $7 and timothy, $1.60 to $1.85.

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NOTES.

Fresh eggs are advancing.

Sugar has declined 10c. per 100 lb.

Sheepskins have advanced 10c. each.

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## QUEBEC MARKETS.

Montreal, December 4, 1902.

### GROCERIES.

THE jobbing houses now are all as busy as usual at this time of the year with orders for the holiday trade. With country points in the vicinity of the large Quebec markets there has been a slight falling off in business, owing to the roads, but shipments by rail are still heavy, the change in freight rates having made less difference than usual in the volume of business transacted. Several changes have been made in prices. Canadian bulk pickles have advanced again 5c. per gallon. One-gallon pails are now quoted at 70c.; 2-gallon, 65c. and so on, with a downward grading of 5c., according to quantity. Pressed hops have advanced 2c. per lb., being now worth 19 to 20c. per lb. "C. & B." marmalade is getting scarce and 7-lb. tins are reported to be out of the market. Crosse & Blackwell will not be able to ship any to this market before the end of January. Boiling peas have been arriving on the market in good quantities and are now quoted at 2¼c. per lb. for extra fine quality, prices now ranging from 1⅞c. for the cheaper grades to 2¼c. French sardines are scarce and will remain so until the new catch is in. Coal oil advanced on November 22 another cent. Small cheese has also advanced and is now quoted at 13c., with a firm market. Pure lard is ½c. higher, cases being now 12⅛ to 12⅜c. per lb. in 3, 5 and 10-lb. tins, 60-lb. to a case.

### SUGAR.

Since our last report the local sugar market has been steadier and the prices are unchanged from former quotations. No. 1 granulated, Montreal refined sugar, is now worth $3.90; No. 2, $3.70; and yellows, from $3.25 to $3.75. While the market is not particularly active there is yet a good movement in all grades, refiners having plenty to do in forwarding previous orders.

### TEAS.

Ceylon black teas are 1 to 1½d. higher for all grades, both on the London and Colombo markets. China greens continue very firm; the market for all green teas is now closed and advices state that it was stronger at the close than at any other time. Many orders were received after the close, but there was no possible chance of their being delivered. On the local market China greens are scarce. No 2 hysons have become scarce on the primary market, owing to the fact that a number of contracts have been made in Canada and the United States for the produce of those States making green teas, and a number of States making blacks are now turning their attention to greens. Hence, in view of the larger production, lower prices are expected in green teas. One or two large invoices of China greens have changed hands during the past week or so, and the demand is still good. Indian teas are still low. There is not much demand, though it is expected that on account of the higher prices in Ceylon blacks a better movement will be given to Indian grades. Japans remain very firm under light supplies. A letter received here on Monday, dated November 7, says that arrivals from the interior were small. All teas

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of sound liquor and good appearance were hardly obtainable.

SYRUPS AND MOLASSES.

The tone of the market for Barbados molasses is somewhat firmer. During the week a few hundred puncheons here changed hands among wholesalers at 24c. net cash, Montreal, and one large holder gives it as his opinion that prices will go to 30c. With most jobbers stocks are light and prices have been advanced to 25c. for single puncheon lots, in some cases. We now quote 24 to 25c. for Barbados molasses. New Orleans is a little lower at 16 to 17c.; Antigua, 24c.; Porto Rico, 38c. In corn syrups there is some change for the better, a few lots having sold this week, but the market is still quiet and prices are unchanged. We quote as follows: In bbls., 3c.; in half bbls., 3⅛c.; in ¼ bbls., 3¾c.; in 38½-lb. pails, $1.40 and 25-lb. pails, $1.10.

SPICES.

The movement in the general list of spices is still brisk. There has been no change of any importance on the market and prices remain the same. Our quotations are as follows: Nutmegs, 35c. to 55c. per lb., as to size; penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 22c., according to grade; white, 25 to 27c.; ginger, whole Cochin, 15 to 17c.; Japan, 13 to 14c.; Jamaica, 16 to 20c.; Afghan, 12 to 13c.; ground, Japan, 15c.; Cochin, 16 to 17c.; Jamaica, 20 to 22c.; and Afghan, 13 to 14c.

RICE AND TAPIOCA.

A fairly good trade is doing in these articles. There has been no quotable change. Our quotations are as follows: B rice, in bags, $3.02½; in half bags, $3.07½; in ¼ bags, $3.12½; in pockets, $3.17½. In 10-bag lots an allowance of 10c. is made. CC rice, $2.92½ in bags; $2.97½ in ½ bags; $3.02½ in ¼ bags and $3.07½ in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4 to 5c. per lb. and tapioca, 3⅛c.

CANNED GOODS.

Both peas and corn have been gaining strength right along. Packers have refused to sell corn at an advance of 5c. over the syndicate price and jobbers are looking forward to an advance to $1 in January. It is reported that there are no more peas in packers' hands, and the price is now firm. The strong feeling in, and prices of tomatoes, peas and corn have had their effect on string beans, which are in active demand. One jobber states that he has sold this season three times as much as in former seasons. An advance has been made, but it is considered that at the present price string beans are a good purchase. Our quotations are as follows: Tomatoes, $1.60 to $1.75; corn, 95c.; peas, 90c. to $1.27½ string beans, 87½c. to 90c.; strawberries, $1.45 to $1.60; blueberries, $1.25; raspberries, $1.45 to $1.60; gooseberries, $1.45 to $1.60; pears, 2's, $1.60 to $1.70; 3's, $2.10 to $2.15; peaches, 2's, $1.65 to $1.70; 3's, $2.50 to $2.75; 3-lb. apples, 85 to 90c.; gallon apples, $2.10 to $2.20; 2-lb. sliced pineapples, $2.20 to $2.30; grated pineapples, $2.50; pumpkins, $1 per doz.; spinach, $1.50; sugar beets, 95c. to $1.00; salmon, pink, 92 to 95c.; spring, $1.25; Rivers Inlet red sockeye, $1.30; Fraser River red sockeye, $1.40

**FOREIGN DRIED FRUITS.**

CURRANTS.—There has been no quotable change on the local market. Prices are firm and any new importations would have to sell at a higher price here. We quote: Fine Filiatras, 5⅛ to 5½c., in cases; cleaned, 5⅝ to 5¾c.; in 1-lb. cartons, 6½ to 7c.; finest Vostizzas, 6¼ to 7c. per lb.

SULTANA RAISINS.—These sell at 9 to 10c. per lb. for fine-quality fruit. There is nothing new on the market.

VALENCIA RAISINS.—No further advance has been made this week. The market is firm. We quote: Finest off-stalk, 8c.; selected, 8½c.; layers, 8¾c. to 9c., according to brands.

MALAGA RAISINS.—The price of medium and lower grades has advanced from 20 to 25 per cent., following an advance of 2s. on the primary market. Good table raisins are becoming scarcer and ¼-lb. boxes are very hard to obtain. We now quote as follows: London layers, $1.75 to $1.90; "Connoisseur Clusters," $2.17 to $2.50; "Royal Buckingham Clusters," $3.40 to $3.50; "Excelsior Windsor Clusters," $4.50 to $4.60; ½s, $1.30 to $1.40.

FIGS.—These are moving out well at firm prices. Eleme table figs are worth 10½ to 20c. per lb. and Comadres sell at $1.20 per tapnet.

DATES.—New dates are now on the market, some fancy golden stock selling at 4c. per lb.

CALIFORNIAN RAISINS.—The Syndicate in California has withdrawn the 1c. rebate on raisins exported to Canada, which will make the price 1c. higher, but there has been no change in the price as yet.

PRUNES.—There has been no change of importance in this line. The market is steady, and our quotations are still as follows: 8½c. for 40-50s; 8c. for 50-60s; 7¾c. for 60-70s; 7½c. for 70-80s; 6¾c. for 80-90s; 6½c. for 90-100s. Italian prunes are offered at the following prices: 40-50s, 7½c. to 7¾c.; 50-60s, 7 to 7½c.; 70-80s, 5½ to 5¾c.; 90-100s, 4½ to 4¾c. per lb.

NUTS.

The new Grenoble walnuts which are now in fair supply on this market are selling at 13 to 14c. per lb. Shelled walnuts, on spot (1901 crop) have advanced 2c. per lb., now being worth 26 to 27c. Quotations are now: Walnuts, 13 to 14c.; Tarragona almonds, 12 to 13c.; shelled walnuts, 26 to 27c.; shelled almonds, 29 to 30c.; filberts, 9½c.; Pecans, 15c.; Brazil nuts, 14 to 15c. per lb.

**GREEN FRUITS.**

Jamaica oranges are quoted 25c. per box lower this week. Jamaica bananas, now on the market, are quoted at $1.75 per bunch, an advance of 25c. Almeria grapes are firm and the market shows an upward tendency. We quote: Jamaica oranges, $2.75 per box; Californian navels, $3.75 to $4 per box; Valencias, 714s, $4.75 per box, and 420s, $4.50 per box; Messina lemons, $4.00 per box; cocoanuts, $3.50 per bag of 100; bananas, $1.75 per bunch; Canadian cabbage, 25 to 40c. per dozen; potatoes, $1.15 to $1.30 per barrel; plums, $1.50; pears, $3.25 and limes, $1.50 per box; Canadian apples, in barrels, $1.50 to $3 and in baskets, 20c. to 30c.; egg plant, 50c. per basket; Canadian pears, 40c. per basket; Spanish onions, 60c. per crate and $2.25 per case; sweet potatoes, $3.00 per bbl., and Malaga grapes, $5.50 to $7 per keg; cranberries, $9 to $10.75 per bbl.; red onions, $2 per bbl.; chestnuts, 9 to 10c. per lb.; Boston lettuce, $1.15 per doz.; wax beans, $2.50 per basket; green beans, $2.50 per basket, and cucumbers, $2.25 per doz.; pineapples, 24s, $4 to $4.50 per crate; Almeria grapes, extra fancy tinted, $7.50 per keg; fancy heavy weights, $7 per keg; choice heavy weights, $6.50 per keg; ordinary, $5.50 per keg; Californian celery, $5.25 per case.

**FISH.**

There is no change in the price this week. A large quantity of frozen fish is arriving, as well as of western salmon. There is a good demand, dealers having been buying for the coming two or three weeks, and our quotations are now as follows: Haddies, 6 to 7c.; smoked herring, 15c. per box; fresh haddock and cod, 3½c. per lb.; dore, 6 to 6½c.; pike, 5c. halibut, 9c.; salmon, 9c.; No. 1 herring, Nova-Scotian, $5.50 per bbl. and $3 per half bbl.; No. 1 Holland herring, $6.50 per half bbl.; No. 1 Scotch herring, $6.50 per half bbl. and 95c. per keg; Holland herring, 70 to 80c. per keg; No. 1 green codfish $6.00 and mackerel, $20.00 per barrel; boneless cod, 1 and 2-lb. blocks, 6c. per lb.; loose boneless cod, 5c. per lb. in 40-lb. boxes; dried codfish, $4 to $4.50 per 100-lb. bundle; British-Columbian salmon, $12.50 per barrel; standard bulk oysters, $1.40 per gallon; Marshall's kippered herring, $1.45 per dozen; Canadian kippered, $1.00 per doz.; Canadian ¼ sardines, $3.50 to $3.75 per 100; canned Cove Oysters, No. 1 size, $1.30 per doz.; canned Cove oysters, No. 2 size, $2.20 per doz.; Malpeque shell oysters, $6 to $7.50 per bbl.

**BUTTER AND CHEESE.**

BUTTER.—There is a good demand for butter and with comparatively light deliveries the market has become stronger and prices are higher. Finest Quebecs are now quoted at 22 to 22½c. and Townships at 22¼ to 22½c.

CHEESE.—The price on the wharf on Monday was 11½c. for late November make. For finest fall cheese the market is now fairly steady at 12 to 12¼c. There is not much inquiry from foreign buyers, who are still holding off on account of the high prices, but stocks in all the leading centres, home and foreign, are small, and a better demand is expected before long.

**COUNTRY PRODUCE.**

EGGS.—Selected eggs have gone up another cent. There is a good demand and the feeling is firm. We quote: Selected, 25c.; candled stock, 19½ to 20½c.; Montreal limed, 18c. in a jobbing way; straight receipts, 18½ to 19c.; Montreal limed, 17½c.; cold storage stock, 17½c. and western limed, 16½ to 17c. per doz.

POULTRY.—There has been no quotable change in the market. An active trade is doing, and our quotations are as follows: Choice turkeys, 12½ to 13c.; ordinary, 10½ to 11c.; choice chickens, 10½ to 11c.; ordinary, 8 to 10c.; ducks, 9 to 11c.; geese, 7 to 8c. per lb.

POTATOES.—The market continues active and prices of choice stock have stiffened some. There is a good demand for small lots. Prices are as follows: Choice stock, carlots, 72 to 77c. per bag; ordinary, 65 to 68c.; in small lots, 90c. per bag.

HONEY.—There is no change. The market remains quiet at 11 to 11½c. for white clover in comb and 8 to 8½c. for white strained.

BEANS.—There has been no improvement in the demand and trade is still quiet at $2 per bushel for primes in carlots and $2.05 to $2.10 in small lots.

# $563,470.17.

**Over Half a Million Dollars sales in two months.**

ALMOST A TIE.

**Our Sales for OCTOBER, 1902, $281,718.86**
**Our Sales for NOVEMBER, 1902, $281,751.31**

*All Strictly Regular Jobbing Business and comprising no incidental large sales to Wholesale Trade.*

---

*An Excellent Photogravure taken from the latest Portraits of Their Majesties*

**KING EDWARD VII. and QUEEN ALEXANDRA.**

*Large size, 22 x 16, Fine Artistic Engravings on best quality of coated paper, well worthy of a good frame and entirely free of all advertising matter.*

*We will mail* **TEN THOUSAND** *copies of them to our Customers before Christmas.*

---

# Hudon, Hebert & Cie

IMPORTING WHOLESALE GROCERS and WINE MERCHANTS,

**MONTREAL.**

ONE OF THE MOST LIBERALLY MANAGED FIRMS IN CANADA.

MAPLE PRODUCTS.—There is but little doing in this line. No quotable change is reported. We quote: Syrup, in large tins, 70 to 80c.; in small tins, 50 to 60c.; in wood, 5 to 5½c. per lb. Sugar, 8½ to 10c. per lb.

ASHES.—Business in ashes is dull and prices are unchanged. We quote as follows: First pots, $1.35 to $1.40; seconds, $3.60; pearls, $6.25 per 100 lb.

## FLOUR AND GRAIN.

FLOUR.—Trade with local and country buyers is fair and prices are unchanged. We quote: Choice Manitoba spring wheat patents, $4.20; seconds, $3.90; strong bakers', $3.50; straight rollers, $3.60 to $3.75; winter wheat patents, $3.75 to $4.00.

GRAIN.—A decline took place in the Winnipeg market for No. 1 hard and Northern wheat on Monday in sympathy with the American market, and No. 1 hard is quoted at 73c.; No. 1 Northern at 71c. afloat, Fort William, for delivery first half of December. No. 2 white oats are a little easier and may go lower, the demand being slow. We quote as follows: Rye, 56c.; peas, 73½c.; corn, 66c.; buckwheat, 53c.; barley, 50 to 51c.; oats, 36½ to 37c. ex-store.

FEED.—No quotable change has been made. The market is firm and active. We quote: Manitoba bran, $18.00, and shorts, $20; Ontario bran, $17 to $18, shorts, $19 to $20; mouillie, $23 to $30, according to quality.

OATMEAL.—Business in rolled oats is quiet, the demand being chiefly for small quantities for immediate delivery. In small lots barrels are quoted at $4.60 and bags at $2.25; in carlots, barrels, $4.30 and bags, $2 to $2.05.

BALED HAY.—There is no further change in this market. Prices are steady and there is a moderate demand. We quote: No. 1 timothy, $9 to $10; No. 2, $8 to $8.75; clover, $6.50 to $7 per ton in carlots.

## RAW FURS.

Offerings of furs this week have continued fair and there is no feature to be noted on the market. Prices are as follows:

| | | Large | Medi'm | Small | Kitts | | | |
|---|---|---|---|---|---|---|---|---|
| BEAVER | Labrador and choice Eastern | $6.00 | $5.00 | $2.75 | $1-1.50 | Fall Beaver $2.00 to $2.50 per pound. | | Spring Bear $3.00 to $3.25 per pound. |
| " | Territory Rocky Mountains and Western | | | | | | | |
| | Strictly Prime, or, No. 1 | 6.00 | 4.00 | 2.00 | .50-.75 | | | |
| | Partly Prime, or, No. 2 | 4.00 | 3.00 | 2.00 | .50 | | | |
| | Unprime, or, No. 3 | 3.00 | 2.00 | .75 | .40 | | | |
| | Flat, weak, or poor, or, No. 4 | 2.50 | .50 | .25 | .25 | | | |
| | | Large | Medi'm | Small | 2 | 3 | 4 | Cubs. Year'l |
| BEAR | Black Choice only | 15.00 | 10.00 | 7.50 | 6.00 | 3.00 | .50 | $2.00 to $8.00 |
| " | Brown " | 12.00 | 7.00 | 5.00 | | | | 1.00 to 5.00 |
| | | 1 | 2 | 3 | 4 | | | |
| BADGER | Of all sections | .50 | .25 | .10 | .05 | | | |
| | | Dark | Brown | Pale | 2 | 3 | 4 | |
| FISHER | Eastern and far North-Eastern | 6.50 | 5.00 | 5.00 | 3.00 | 1.75 | .50 | |
| | Territory and Western | 6.50 | 5.00 | 3.50 | 2.00 | 1.00 | .50 | |
| | | Large | Small | 2 | 3 | 4 | | |
| FOX | Red North-Eastern and similar fine bright red kinds | 3.50 | 2.75 | 1.25 | .75 | .25 | | |
| " | Territory and Western | 3.50 | 2.75 | 1.40 | .50 | .20 | | |
| | | Dark | Fair | Pale | 2 | 3 | 4 | |
| " | Cross Value principally as to beauty, also size & richness | 10.00 | 7.00 | 4.00 | 2.50 | 1.50 | .50 | |
| " | Silver Eastern and far Northern | 75.00 | 50.00 | 25.00 | 20.00 | 9.00 | 4.50 | |
| " | Pacific Coast, Territory and Western | 50.00-60 | 35.00 | 20.00 | 15.00 | 5.00 | 2.50 | |
| | | Large | Medi'm | Small | 3 | 3 | 4 | |
| LYNX | Far North-Eastern | 4.00-5.00 | 2 to 3.50 | 2.25 | 2.00 | .75 | .25 | |
| " | Territory and Western | 4.00-5.00 | 2 to 3.50 | 2.25 | 2.00 | .60 | .20 | |
| | | Dark | Brown | Pale | 2 | 3 | 4 | |
| MARTEN | British Columbia, Northern Pacific and similar | 7.00 | 5.00 | 2.50 | 1.75 | 1.00 | .25 | |
| " | Territory and Western | 3.50 | 2.25 | 1.50 | 1.00 | .60 | .20 | |
| " | Quebec and Ontario | 3.00-3.50 | 2.25-3.00 | 2 to 2.25 | 1.00 | .50 | .25 | |
| | | Large | Medi'm | Small | 2 Large | 2 Small | 3 | |
| MINK | Halifax, far North-Eastern and choice | 4.00 | 3.25 | 2.50 | 2.25 | 1.50 | .40 | .25 |
| " | Territory and Western | 1.50-2.00 | 1.50 | 1.00 | .75 | | .25 | .15-25 |
| | | Spring | Winter | Fall | Kitts | | | |
| MUSKRAT | Eastern, best large | | .10 to .13 | 8 to 10 | 2 to 5 | | | |
| " | Territory and Western | | 5 to .10 | .07 | 2 to 4 | | | |
| | | Large | Small | | 3 | 4 | | Cubs |
| OTTER | Labrador and far North-Eastern | $10-$14 | 7.00-10 | 5.00 | 2.50 | 2.00 | | $1.00 to $2.00 |
| " | Territory and Western | 6.00 | 4.50 | 3.50 | 2.25 | .50 | | .25 to .50 |
| | | Large | Small | 2 | 3 | 4 | | |
| RACCOON | | .75-1.25 | .60-.75 | .33-.50 | .25 | .15 | | |
| " | Black Value according to darkness, size and beauty | 2.25 | 2.00 | 1.00 | .50 | .25 | | |
| | | Black | Short St | Long St | White | | | |
| SKUNK | | .75-1.25 | .75 | .40-.50 | .05-.15 | | | |
| | | Dark | Brown | Pale | 2 | 3 | 4 | |
| WOLVERINE | Value according to darkness, size and beauty | 5.00 | 4.00 | 2.50 | 1.50 | .75 | .25 | |
| CASTOREUM | | $5.00 to $6.00 per pound. | | | | | | |

## MONTREAL NOTES.

Butter has advanced ½ to ¾c.
Selected eggs have gone up 1c.
Malaga raisins are about 25c. higher.
Jamaica oranges are 25c. per box lower.

## MANITOBA MARKETS.

Winnipeg, December 1, 1902.

THE event of interest for the week has been the announcement of the Grand Trunk with reference to a new trans-continental line. The news was hailed with joy in the West, as grain men, jobbers, stock exporters; in fact everyone who has to get anything in or out of the country are eager for increased transportation facilities. The lake navigation is just closing and not a third of Manitoba's great crop has been moved. There is a grain blockade all over the country, and there is no question but that the farmers and grainmen of the West have lost heavily through not getting their wheat out. Some idea of the situation may be gleaned from the fact that up to to-day the spread between December wheat and in store at Fort William, or en route east of Winnipeg, has has been fully 5c. per bushel. Considering the fact that we have had two railways, the crop has not moved as well this year as last, and for a much longer period the farmers have had to take all rail prices because elevator men could see no prospect of getting the wheat out. At the majority of points in Manitoba all rail prices have obtained since the second week of October. One, two or three cents per bushel looks a small matter when it is the individual bushel, but when it comes to a matter of 35,000,000 or 40,000,000 bushels it is another thing.

The C.P.R. has suffered not only from a lack of cars, but a lack of motive power. There are 220 points on the C. P. R. where wheat is shipped, and the supply of empties for the past three weeks has not averaged 1½ cars per day. It will be no surprise then that any prospect of additional railway service should be hailed with delight in the West.

The jobbing market is active in all lines, and with the single exception of sugars, which have again advanced 10c. per cwt., there is no change to report. Grocery men report good business, and considering the grain movement, good collections. Produce men are very busy filling orders, and prices in all lines of their goods are firm and without change. In fact, there is nothing to report in the way of business news.

FLOUR.—Prices are still $2 for Hungarian patent and other grades in proportion.

CEREALS.—These are unchanged. We quote: Rolled oats, $1.75 for the 80-lb. sack; rolled wheat, $2.25; cornmeals, $1.75 to $1.80.

SUGAR.—Prices are $4.45 for granulated and $3.95 for bright yellows.

DRIED FRUITS.—All lines are very firm, and we quote: New crop, fine off-stalk, Valencia, per box, $2.25; muscatel, 2-crown, 7c.; ditto, 3-crown, 7½c.; ditto, 4-crown, 8c.; ditto, seeded, 1-lb. cartons, choice, 9½c.; ditto, seeded, 1-lb. cartons, fancy, 10c. per lb.

CURRANTS.—The market is active and the prices are unchanged. We quote: Fine Filiatras, 5c.; cleaned, 6c. and Vostizzas, in cases, 6c. per lb.

CANNED GOODS.—Prices are as follows: Tomatoes, $3.50 to $3.75 per case, according to grade; corn, very firm at $2; peas, firm and in good demand at $1.95 to $2.

GREEN FRUITS.—Apples are the only line of fruit showing much movement. Spies are worth $4, and other winter varieties, $3.50. Tokay grapes are still to be had in small quantities at $3 per case; Malagas, $8 per keg; cranberries at $11 per barrel; Californian naval oranges, $5.50 to $6 per case; seedlings, $4 Mexicans, $5; lemons, $6.

### DAIRY MARKET.

BUTTER.—The supply of dairy butter is greatly below the demand for a first class table butter. Dealers are paying 21c. per lb. for separator-made bricks, and good fresh rolls or tubs bring 15 to 17c. Winnipeg.

CHEESE.—No change. There is a very fair market at 13 to 13 1-3c. to the retailer.

EGGS.—The supply continues scarce and dealers are offering 22c. Winnipeg, subject to candling.

## NOVA SCOTIA MARKETS.

Halifax, December 1, 1902.

THE grocery business for the last week has been fairly active, and considering the season, the trade are quite satisfied with the volume of business being done. The wholesalers have lately been doing a heavy business in fancy biscuits and other fancy groceries for the holiday trade, but from now on until the end of the month will come the retailers' period of activity in these lines. The continued fair weather, with little or no frost, has tended to greater activity in business.

* * *

All this season there seems to have been a contest going on between the refiners producing beet root and those producing cane sugars. Year by year there is a greater growth of beets for this industry, which inevitably gives rise to the consideration of the point at which each can be profitably put on the market. The pre-

vailing opinion is that cane sugar must drop out of the market unless the growers, by more systematic and economic means, can lower the cost of production. The low point for sugar was reached some time ago, and the recent advances amount now to 20c. per cwt. Some dealers suggest the possibility of an understanding between the two interests having been reached. This suggestion is borne out by the report that the Missouri River district beet product has been shipped east, but was being held off the market just previous to recent advances. The refineries here are doing a heavy business and are rushed with orders.

* * *

Flours are higher here than some time ago. Ogilvie's Hungarian is quoted at $4.70, and other grades in proportion. The various mill-feeds are also high, the stocks are low and there is some difficulty in restocking. Oatmeal, cornmeal and rolled oats are firm, with a good demand.

* * *

Butter is becoming firmer and higher prices are being asked. The same may be said of eggs. For fresh eggs the housewife will probably have to pay 40c. at the grocery, or else forego her Christmas cookery. During the week some 20,000 bushels of potatoes were landed here from P. E. Island, but the prices last quoted are still being obtained. Over 2,000 bushels of oats and 5,000 bushels of turnips were also landed from the Island. Oats are firm and some holders are asking as high as 45c. The price of hay is yet an uncertain figure. Beef and pork, turkeys, geese and fowl are coming in in good supply. Prices are firm and may be higher before Christmas. Potatoes are reported selling in Charlottetown at 26c., and oats at 34c.

* * *

The ss. Dahome, which arrived last week from the West Indies, brought a quantity of sugar for local dealers, and also 6,241 bags for Montreal. The former was from St. Kitts and Antigua and the latter from Demerara. The schooner Muriel brought 237 puncheons, 6 tierces, 29 barrels of molasses from Fajardo, Porto Rico, for G. P. Mitchell & Sons.

R. C. H.

## NEW BRUNSWICK MARKETS.

St. John, N.B., December 1, 1902.

BUSINESS is very active. This is especially true of raisins and other Christmas lines. The wholesale trade are holding heavy stocks in many lines, more particularly sugar. The markets are firm with hardly an exception. Evaporated apples seem a weak point. There is no doubt the past year has been a good one from the standpoint of the wholesale grocer. The retailers are now beginning to feel the increased business caused by the holiday demand. The arrival of winter-port steamers is now of almost daily occurrence and means much to the city.

OILS.—In burning oil the price is held firm at the advance. Sales are large. While the tank wagons do not book orders ahead, so that the city retailer loses the chance of making an extra profit on the advance, this is made up to them in many ways. There is no doubt the wagon is an advantage to them. In paint oils the market continues easy with sales light. Lubricating oils show a good business for the season. While the stock of cod oil is not heavy it is enough for requirements.

SALT.—Quite a large cargo of Liverpool coarse salt was received this week. There were some 6,000 bags. Prices for a little seemed easier, but the market is again rather firmer. Dealers holding stocks cannot compete with dealers who have salt landing, as the cost of having it stored is an important item. There will be weekly arrivals during the winter. Fine salt is held firm. We quote: Liverpool coarse, 55 to 60c.; English factory-filled, 95c. to $1; Canadian fine, $1.10 per bag; cheese and butter salt, bulk, $2.25 to $2.35 per bbl.; 5-lb. bags, $3.10 per bbl.; 10-lb. bags, $2.85 per bbl.; 20-lb. wood boxes, 25c. each; 10-lb. wood boxes, 15c. each; cartons, $1.90 to $2 per case; English bottled salt, $1.25 to $1.30 per dozen; mineral rock salt, 60c. per 100 lb. (Selected lumps.)

CANNED GOODS.—Tomatoes continue of interest. Some American have been received and the quality seems quite satisfactory, but the price is high. Both corn and peas are held at higher figures. There is quite a full stock of corn. Salmon are unchanged and a fair stock is held. In fruits there is a steady sale. Gallon apples are firmer. Blueberries are scarce and the price is higher than ever before. Oysters are firmer. Pineapples tend higher. In domestic packed fish the prices are unchanged. For the present the western demand has been largely met.

GREEN FRUITS.—Sales are large. Apples are not selling freely this year. Best stock is quite high and dealers would be badly off were it not for American Baldwins and Ontario Northern Spies which they have received. Some Ontario apples were refused by buyers because of quality, but generally they have been particularly good. In oranges, Jamaica still have the market. Full stocks are held. Prices are unchanged. Valencias are daily expected and the price is rather lower than for first stock last year. The receipts are later. Messina lemons are to hand. They are much preferred to the Malagas, which have supplied the market. In grapes, Malagas have a good sale. Cranberries, for best stock, are rather higher. They show a wide range.

DRIED FRUITS.—Some new Californian seeded raisins have been received, but the market is very lightly supplied. The larger part of the stock will be late. The prices are held firmer and are likely to rule higher. The withdrawal by the Association of the one-cent rebate on loose muscatels means a cent advance in the Californian fruit. Dealers have fair stocks. Valencias come forward slowly and full prices rule. Malaga loose are also firmly held. They could not be imported to sell at present prices. Currants are plentiful and cheap. Really nothing but cleaned is sold. Prunes are low. Dates are higher. Stock is early to hand this year. Figs are firm. Evaporated apples are rather lower. In onions, the market is overstocked. Prices are low.

DAIRY PRODUCE.—Eggs are quoted higher and it looks as if stocks would be short. In butter the market is held firm. There are fair receipts. Cheese is in light supply and quite high prices rule.

SUGAR.—Stocks are quite large. The market is firm at the advance and higher prices are looked for. Granulated is chiefly sold. In yellow, two grades are offered, but some for special trade carry a darker sugar.


# Ozone and The General Merchant.

Owing to the rapidly increasing demand for Powley's Liquified Ozone with the general merchants throughout the Dominion, we have arranged for the following wholesale grocers to handle it:

**THE EBY, BLAIN CO.,** Limited, *Toronto, Ont.*

**JAMES LUMBERS,** *Toronto, Ont.*

**WARREN BROS & Co.,** *Toronto, Ont.*

**T. KINNEAR & CO.,** *Toronto, Ont.*

**JOHN SLOAN & CO.,** *Toronto, Ont.*

**E. ADAMS & CO.,** *London, Ont.*

**JOHN GARVEY,** *London, Ont.*

**LUCAS, STEELE & BRISTOL,** *Hamilton, Ont.*

**LAPORTE, MARTIN & CO.,** *Montreal, Que.*

In buying, it will be necessary for you to sign an agreement to not cut prices, as we protect our customers by making it impossible for departmental stores or others to sell Ozone at cut rates.

When placing your order also write us and we will forward advertising matter free of charge.

**THE OZONE CO.,**
TORONTO, ONT.

MOLASSES.—While the market just at present seems easy, the stock here is lighter than last year and the larger holders of Porto Rico are not pushing sales. Barbados is unchanged and stock is light.

FISH.—In dry cod the market is unchanged. Owing to quality there is some range in price. Pollock are scarce and the price is rather high. There is not a large market. Pickled herring have been quite freely received. Prices are unchanged. Smoked herring are the feature of the trade, owing to the high price. They are higher than for years. Finnan haddies have a large sale at even figures. We quote: Haddies, 4½ to 5c.; smoked herring, 11½ to 12c.; fresh haddock and cod, 2 to 2½c.; boneless fish, 4 to 5c.; pollock, $1.70 to $1.75 per 100 lb.; pickled herring, $2 to $2.25 per half-barrel; dry cod, $3.25 to $3.50; pickled shad, per ½-bbl., $6.00.

FLOUR, FEED AND MEAL.—In both Manitoba and Ontario flours full prices are asked. Stocks come forward slowly. This is true of all western goods. Oats and oatmeal are rather higher. The latter is scarce. Cornmeal seems quite easy, though corn is firm. Beans tend upward and fair stocks are held. Peas are scarce. Feed is scarce and high and in demand. We quote: Manitoba flour, $4.80 to $4.85; Ontario, $4.25 to $4.35; oatmeal $4.50 to $4.60; cornmeal, $3.05 to $3.15; middlings, in small lots, $26 to $28; oats, 40 to 44c.; handpicked beans, $2.35 to $2.40; prime, $2.25 to $2.30; yellow eye beans, $2.80 to $3; split peas, $5.15 to $5.25; barley, $4.25 to $4.30; hay, $9 to $10.

PROVISIONS.—In barreled pork rather lower prices rule, and quite a quantity of domestic packed is seen. The quantity increases each year. In beef, more Canadian is seen and it brings a good price. Some good domestic mess is offered at low figures. While pure lard is very firm at full figures, compound seems a little easier. Both are in light supply. In fresh beef, light domestic beef is plentiful and low. Lamb continues low. Poultry are quite scarce. Pork is in quite good supply and holds at even figures. We quote: Mess pork, $23 to $23.50; clear pork, $23 to $26; plate beef, $15 to $16; domestic beef, 5 to 7c.; Western beef, 7 to 9c.; lamb, 5 to 6c.; mutton, 5c.; veal, 5 to 7c.; pork, 7½ to 8c.; pure lard, tubs, 12c.; pails, 12½c.; compound tubs, 9½c.; pails, 9½c.; Fairbank's refined, tubs, 10½c.; pails, 10½c. The trade are finding it impossible to get Fairbank's "Boar's Head" lard forward fast enough to supply the demand.

ST. JOHN NOTES.

"Pure Gold" extracts sell well here.

Schepp's cocoanut is in good demand for the Christmas trade.

Gandy & Allison landed 6,000 bags of Liverpool coarse salt this week.

Geo. E. Barbour received 400 cases of salmon last week from J. H. Todd & Sons.

Hall & Fairweather, who handle "Tetley" are finding active sales, the result of special work now being done here.

John Sealy landed 5,000 boxes of smoked herring this week. In the depleted state of the market they bring big figures.

James Logan, representing The Phoenix Packing Co., was a happy man this week distributing seeded raisins to the trade. Other brokers are busy making explanations. Their customers are anxious waiters.

## VISIBLE SUPPLY OF LARD.

The N. K. Fairbank Co., Chicago, under date of December 1, advise THE CANADIAN GROCER as follows: "Our cable advices give the following estimates of the stocks of lard held in Europe and afloat on December 1, to which we add estimates of former years, and stocks in cities named:

| | 1902. Dec. 1. | 1902. Nov. 1. | 1901. Dec. 1. | 1900. Dec. 1. | 1899. Dec. 1. | 1898. Dec. 1. |
|---|---|---|---|---|---|---|
| Liverpool and Manchester | 950 | 3,500 | 3,500 | 6,000 | 37,000 | 42,000 |
| Other British ports | 250 | 700 | 5,000 | 6,000 | 7,000 | 10,000 |
| Hamburg | 500 | 2,500 | 3,000 | 3,500 | 4,000 | 16,000 |
| Bremen | 1,500 | 700 | 1,000 | 1,000 | 3,000 | 5,000 |
| Berlin | 500 | 500 | 500 | 2,500 | 5,000 | 2,000 |
| Baltic ports | 5,000 | 4,000 | 6,000 | 5,000 | 6,000 | 6,000 |
| Amsterdam, Rotterdam, Mannheim | 500 | 700 | 1,000 | 500 | 1,500 | 3,000 |
| Antwerp | 1,000 | 1,000 | 1,000 | 1,500 | 4,000 | 7,000 |
| French ports | 500 | 900 | 3,000 | 4,000 | 4,500 | 7,000 |
| Italian and Spanish ports | 500 | 500 | 1,000 | 1,000 | 1,000 | 1,000 |
| Total in Europe | 11,200 | 15,000 | 25,000 | 31,000 | 73,000 | 99,000 |
| Afloat for Europe | 45,000 | 37,700 | 57,000 | 60,000 | 60,000 | 96,000 |
| Total in Europe and afloat | 56,200 | 52,700 | 82,000 | 91,000 | 133,000 | 195,000 |
| Chicago prime steam | 9,547 | 9,567 | 21,438 | 17,092 | 90,268 | 55,172 |
| Chicago other kinds | 9,698 | 4,803 | 4,981 | 6,173 | 11,261 | 8,034 |
| East St. Louis | None | None | 310 | 568 | 7,500 | 4,000 |
| Kansas City | 2,289 | 2,928 | 13,445 | 3,406 | 2,958 | 3,185 |
| Omaha | 1,013 | 775 | 3,911 | 2,960 | 3,443 | 3,505 |
| New York | 4,510 | 4,458 | 5,551 | 7,340 | 12,618 | 12,530 |
| Milwaukee | 680 | 547 | 1,564 | 1,566 | 3,588 | 757 |
| Cedar Rapids | .... | .... | 2,644 | 1,790 | 444 | 1,134 |
| South St. Joseph | 1,788 | 1,388 | 3,450 | 1,859 | 1,109 | 1,193 |
| Total tierces | 85,725 | 77,166 | 139,294 | 133,754 | 266,279 | 284,510 |

## TORONTO RETAIL GROCERS.

The Toronto Retail Grocers' Association will hold a meeting for the nomination of officers for 1903 in their room in St. George's Hall, Elm street, next Monday evening, December 8.

## INSPECTION OF FOODS.

During the year ending June 30, 1902, the Inland Revenue Department analyzed 883 samples of foods, drugs and fertilizers. The following table gives the result.

| Description of Samples. | Genuine. | Adulterated. | Doubtful. | Total. |
|---|---|---|---|---|
| Tea | 59 | .. | .. | 59 |
| Milk for preservatives | 173 | 3 | 0 | 176 |
| Milk for ordinary constituents | 116 | 30 | 36 | 182 |
| Drugs, etc., for arsenic | 252 | 13 | 29 | 294 |
| Coffee | 34 | 24 | 1 | 59 |
| Cocoa and chocolate | 15 | 1 | 0 | 16 |
| Fertilizers | 67 | 10 | 8 | 85 |
| Cheese | 12 | 0 | 0 | 12 |
| Total | 728 | 81 | 74 | 883 |

Wm. Rowan, creamery, Wiarton, Ont., is advertising his creamery for sale.




THE GROCERS' MFG. and TRADING CO.,
Limited

"O.K." Brand MAPLE SYRUP.
"O.K." Brand MAPLE SUGAR.
"Log Cabin" Brand MAPLE SYRUP.
"Log Cabin" Brand MAPLE SUGAR.

For excellency and uniformity of quality we refer you to over 1,000 retailers in Montreal. For sale by wholesale grocers everywhere.

SEND FOR ILLUSTRATED PRICE LIST.

43 and 45 St. Maurice St., - MONTREAL.

OUR CUSTOMERS SAY

# Thistle Brand



## CANNED GOODS

**Are the Best in Canada.**

It looks as though they are right, for our season's pack is sold to them. If your wholesaler hasn't any on hand let us know, for we may be able to put you on the track of these "best" canned fruits and vegetables.

**BRIGHTON CANNING CO.,**
BRIGHTON.




**A TRADE-WINNER and A TRADE-RETAINER.**

**Bovril**

has attained its present high position in public favor on account of its unequalled nutritious properties and palatable flavour.

It is prepared under the supervision of eminent analysts, so that the quality never varies, thus insuring satisfaction to your customers at all times and so contributing to

**INCREASED BUSINESS.**

The Dominion Canister Company Limited

MANUFACTURERS OF

# The "Perfection" Canister

THE VERY BEST PACKAGE FOR YOU IS THE ONE THAT WILL

**1st**—Advertise Your Business.
**2nd**—Admit of Net Weight.
**3rd**—No Loss by Evaporation.
**4th**—Minimum Expense in Packing.

**WHY NOT LOOK INTO IT?**
**WRITE FOR SAMPLES. GET OUR FIGURES.**

**The Dominion Canister Company, Limited**
**DUNDAS, ONTARIO, CANADA.**

Nasmith's Bread and Cakes Will Bring You Business

We would be glad to hear from out of town grocers who are not handling our goods.

**THE NASMITH CO., Limited**
**66 Jarvis Street, TORONTO.**

# CORKS

We have a number of jobs on hand, and will be pleased to send samples

**S. H. EWING & SONS**
96 KING ST., MONTREAL.

**Toronto Branch, 87 YORK ST.**
TELEPHONE MAIN 204.

Telephone Bell Main 65
" Merchants 522.

Telephone orders receive prompt attention.


## STUDYING DEPARTMENTAL STORES.

THE big departmental stores are merely developments of the small store. So a merchant may learn much through studying the methods of the former that will enable him more successfully to run the latter. The Merchants' Review thus compares the departmental stores of New York :

If one wishes to study the science of storekeeping, store methods, etc., one can do it best by investigating the operations of the department stores, for the characteristics which are barely perceptible in the smaller establishments stand out so boldly in the big houses that he who runs may read them. Now, one finds from a quite cursory study of the large bazars that each store has a reputation among experienced shoppers for some one thing. Each store may therefore be fairly credited with a character.

Ask any experienced shopper how the large department stores differ from one another, and she will differentiate them in a few words, as thus : " A.'s is a good, solid house; the stock reliable, and the bargains real bargains. B.'s is a showy establishment, and the word cheap describes it completely. C.'s is even worse than B.'s, but, like the latter, makes a big splurge with a showy building and extensive advertising. D.'s is very substantial, heavily respectable, and carries in some lines better grades of goods than A.'s carries. E.'s is a sort of conglomeration of various characteristics ; sometimes one can buy first-class goods there at tempting prices ; at other times only the flimsiest trash is offered." Almost these identical words were used by several ladies who have shopped in New York for years and know the shopping districts intimately. By the way, it is astonishing what great variations in price exist in the larger stores. Sometimes as much as 50 per cent. difference in value is asked for an article, although the closest examination fails to reveal the slightest difference in quality. Another thing worth mentioning is the under-selling of some of the bazars by small stores of no pretensions.

To return to store character. A close study of grocery stores will convince one that while not so conspicuously differentiated from one another as the great bazars of the central shopping district are differentiated, yet the general run of grocery stores have some peculiarity of system, goods or price, which sets each store apart from the others.

Consumers know that one grocer can be trusted to always deliver a high grade of goods. Another dealer in the same neighborhood may be wobbly on quality, but a stickler for punctual delivery or full weight and measure. Another grocer may belong to the cheap and common-goods class, and still another dealer in the same neighborhood may be conspicuous for always having full assortments, so that when nearer grocers have been appealed to in vain, he promptly fills the order for the scarce goods. Some dealers are known for the cleanliness and neatness of their stores ; others, for the prompt attention to customers' wants and the fine courtesy of the attendants.

The minor differences include such matters as specialties. Thus, one store is known for its good coffee, another for its good tea, another for its good butter, and still another for its choice fruits. It is not so very uncommon to find grocery stores that are distinguished for their fair treatment of children—a no mean distinction in neighborhoods where the juvenile messengers of customers are browbeaten or neglected, or made the butts of crude wits among the clerks, or even made the victims of tricks and petty frauds.

The character of the store, which is so important as a factor in business success, is often simply the reflection of the proprietor's character. It is not to be easily changed. The slip-shod store reflects the slip-shod dealer. The systematic dealer cannot but have a systematic, well-ordered establishment. Yet care and zeal and a strong resolution can accomplish even more difficult things than a revolution in store character.

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St. Francois & Bourbeau, of Sherbrooke, Que., have sold the Eastman creamery to C. C. Colman for $6,000. The purchase includes the separator station in South Stukely and a dwelling at Eastman.


The best selling tea in Canada today is
Blue Ribbon Ceylon
packed and sold by Blue Ribbon Tea Co.
12 Front St. East - Toronto

# CHAT.

REEKS & Co., St. Thomas, Ont., have made a few changes in their cash grocery store to meet the increasing demands of trade.

G. Kemp has opened a grocery store at Wiarton, Ont.

Stewart & Co.'s new grist mill at Collingwood, Ont., is ready for business.

Joseph Arseneau has suspended business in his grocery store at Chatham, N.B.

Nine Belleville merchants were duped by a clever forger with bogus cheques last week.

The fire, water and light committee, Winnipeg, are calling for tenders for 3,000 bushels of oats.

The Canada Preserving Co.'s factory, machinery and stock at Hamilton is advertised for sale.

The Grand Trunk and Canadian Pacific Railways have dropped their scheme to advance rates throughout Canada. It may be put into force in the future.

The manager for Dundas & Flavelle, Lindsay, Bert Silverwood, fortells a failure in the export of turkeys this coming year. Taken altogether he expects a record year in fowls.

The Canadian Government will make a display of native fruit at the Japanese International Exhibition. The fruit is at the present time in the Gould cold storage vaults. There are 600 boxes of apples picked in the Provinces of Ontario and Quebec.

There is some excitement among the Montreal millers' agents and flour merchants on account of a rumor from Ottawa that the board for the selection of flour standards is about to be abolished. These standards regulate the trade of the whole country and are said to be indispensable.

McLennan Bros., Riley, Parker & McVickar and Joseph P. Graves, all prominent grain dealers of Manitoba, have entered suit for damages against 22 private individuals and firms in the grain business. The plaintiffs allege that the defendants have conspired to boycott them and have agreed to have nothing to do with the plaintiffs or any firms that dealt with them. They ask damages of $5,000 for each of the three firms.

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La Societe de Fabrication de Beurre et de Fromage de St. Antoine de Tilly, St. Antoine de Tilly, Que., has registered.


**Quality Counts More Than Price**

**in winning and holding trade—**

**especially holding it. If you handle**

# Clark's Mince Meat

**you need pay no attention to competitors who rely upon low prices.**

---

# EPPS'S

GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. **COCOA**

---

**MINCE MEAT.**

Everybody is talking Mince Meat these days, and they all tell you theirs is the best.

We don't talk much, but we get there just the same, as others do the talking for us.

**Capstan Mince Meat once sold is always sold.**

In Packages or in Bulk, from 7-lb. pail to 600-lb. barrel.

CAPSTAN MFG. CO., Toronto.

---

**NEW GOODS JUST ARRIVED.**

Fancy Cape Cod Cranberries
Fancy Malaga Grapes
Fancy Jamaica Oranges
PRICES RIGHT.

**HUGH WALKER & SON,** Direct Importers, **GUELPH, ONT.**

---



**We want 100,000 Live Chickens annually for our export trade**

We will pay the highest possible market price for really prime well-fed birds

Correspond with

**SCOTT, ASHTON & COMPANY,** MORRISBURG, ONTARIO.

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**GRIMBLE'S** English Malt

Six GOLD Medals **VINEGAR**

*GRIMBLE & CO., Limited, London, N.W., Eng.*

## THE HOME OF "PAN-DRIED" OATS.

IT would seem to be out of place that oatmeal, Scotland's national food, and, indeed, the great breakfast dish of Canada to-day, should have been introduced by a German. Yet such is the fact. It is to Ferdinand Schumaker, a German, that we are indebted for our dish of porridge, and it is satisfactory to know that the enterprising old fellow, who, with his wife, at first peddled oatmeal around the country, finally realized a fortune out of his oatmeal mills. Still, if Ferdinand Schumaker had not brought in oatmeal someone else would have eventually done so, and possibly it might have been some hardy old Scotchman like the sturdy figure that is seen everywhere on the walls and in the daily newspapers, advising the public to use Tillson's "Pan-dried" Oats. The rugged and characteristically Scottish features of the old Highlander appeal to everyone who notices them, and his look and bearing seem to tell us that he has reached that vigorous and green old age by means of oatmeal as a breakfast food, and probably Tillson's "Pan-dried" as his own particular choice.

### HOME OF "PAN-DRIED"

It will no doubt interest many to learn that in Tillsonburg is the home of the "Pan-dried." The oats do not take their name from Tillsonburg, but Tillsonburg takes its name from the Tillson family, who founded this progressive and hustling little town, Mr. George Tillson settling there in 1825, and who in successive generations have identified themselves so intimately with the social and commercial life of the community that the family history is but the story of the growth and progress of Tillsonburg.

The Tillson Co., Limited, was founded by E. D. Tillson, son of the founder of Tillsonburg, who established the first mill, a sawmill, but this in time was remodelled as a grist mill, and from this small beginning the present large and well-equipped plant has sprung, the mills being carried on by E. D. Tillson in his lifetime, and about six years ago being formed into a joint stock company, but continued a family work entirely, under the active management of George W. Tillson and E. V. Tillson.

### OLD AND NEW METHODS.

The ordinary porridge-lover knows a good porridge, but he is probably ignorant of the mysteries of oatmeal-making, and the expression "pan-dried," which, it may be remarked, is peculiar to the Tillson oatmeal, and is copyrighted, conveys no meaning to him. It has a very important meaning, however, being all the difference between a properly and an improperly dried oat. Take the old-fashioned kiln, for instance. It was square, with perforated bottoms, and let the smoke and fumes into the oats, imparting often an unpleasant flavor to the oatmeal. The Tillsons, however, adopted a system for pan-drying that did away with all this and turned out a perfectly dried product. No smoke was allowed through, and the oats were given a pure coal and coke heat. The difference between this and other methods adopted often by mills considered first class was that the latter steam-dried, which was by no means as satisfactory a method as by pan-drying. The original difficulty with the latter, however, was in respect to the expense; the pan-dried system was an expensive one, and so much was this felt in the face of severe competition that the Tillsons temporarily abandoned their dry kilns and put in steam kilns, at the same time continuing their experiments with the dry pans, with the object of reducing the expense of operating them. With the successful accomplishment of this project, achieved only recently, the expensive steam kilns put in were discarded and the pan system superseded them. Just how these drying pans are operated the Tillsons will not say. That is their business secret, and is the secret of the success they are meeting with in the production of pan-dried oats.

### GREATEST CARE IS EXERCISED.

But while no one is permitted to study their system of pan-drying, the Tillsons with pardonable pride show the visitor the methods used in obtaining absolutely clean oats before the latter go to the rolls. To the uninitiated it is something astonishing the amount of rubbish and foreign matter that find their way into oats. Wild buckwheat, wild peas, cockles, tares, mustard seed—these are only some of the varieties that are found in the oats, and all have to be eliminated before the oats can be rolled. For this purpose The Tillson Company have a very extensive and perfect plant. There are hexagon reels, where the oats are first placed, then sieves, double-cylinder cockle machines, smutters, machines that take from the coarsest dirt to the finest specks of matter, and when the oats finally come out there is nothing but oats.

These two things, then, make the celebrated Tillson "Pan-dried' Oats perfect, and absolute cleanliness and the system of pan-drying which turns out an oat that is an unexcelled breakfast food. With the full knowledge of this and with the confidence possessed by the public in the methods and product of The Tillson Company, it is not a matter of surprise that the demand has increased till enlargements of the mills are necessary. The company have in the past devoted their attention almost entirely to the domestic field, and from Halifax to Winnipeg have been extensive shippers. Their intention now is, it is understood, to extend their Canadian field to the Pacific Coast.

With the oatmeal mills the company operate flour, pea and barley mills. They have also a stave factory and cooperage, as well as a joiner shop, a sawmill and a brickyard. They likewise own the railway that runs through their property, and conpects with Grand Trunk, Michigan Central, the Wabash, and the Tillsonburg, Lake Erie and Pacific systems.

## CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

### PARTNER WANTED.

WANTED—ENERGETIC BUSINESS MAN with from $5,000 to $7,000 capital to take interest in good paying grocery business, old established. Present principal of firm would retire if desired. Address, Box 9, this paper. (49)

### SITUATION WANTED.

COMMERCIAL TRAVELER WITH A CONnection among grocers, bakers and confectioners from Halifax to Victoria, open for engagement January 1st. Salary or commission. Address, "Traveler," care of THE CANADIAN GROCER, Montreal. (48-50)

SEND YOUR NAME if you have, or will get,

H AND H TRADE MARK

the unequalled cleaner. People who once use it, want it, and we will do some sampling for you. 34 Yonge St., Toronto. All wholesalers sell it.

Dried Apples
Evap. "
Waste and Chops

WE ARE BUYERS.

Send sample and advise quantity, if you have any to offer.

THE W. A. GIBB CO.
7 Market St., HAMILTON.

Try the "Imperial" Brand
—OF—
Peaches, Pears, Apples, Corn, Tomatoes, etc.

They are packed from the choicest fruits and vegetables.

Packedby

The IMPERIAL CANNING CO.
KINGSVILLE, ONT.

Established 1860.

Geo. Wells & Matthews

Commission Merchants,
Live Stock, Grain and Produce Salesmen,
SYDNEY, N. S. W., AUSTRALIA.

We are prepared to act as Canadian agents for shippers of flour and all lines of produce. Communications invited, consignments received, and information supplied as to market value here.

Head Office:
Corporation Buildings, Sussex St.,
Cable address, "Wells" } SYDNEY, N.S.W.
Code, A B C. }

Established 1862.

# E. THOMPSON & CO.

LIVERPOOL,

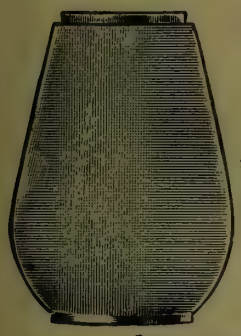
Offices—11 Victoria St. . . . ENG.
Warehouses—48-52 Thomas St.

We solicit correspondence and offers of all kinds of **CANNED GOODS** and **DRIED FRUITS**, etc., suitable for the English and Continental markets. Consignments will receive best attention and advances made when required.

REFERENCE—Canadian Bank of Commerce.

American Agent—
G. H. THOMPSON,
107 Hudson St., NEW YORK.

ARE YOU USING OUR



Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?

Give them a Trial.
THE SYDENHAM GLASS CO.,
of WALLACEBURG Limited.

## California Evaporated Fruits

Apricots, finest in the market. Prunes, all sizes at lowest prices. Peaches, get our prices before buying.

DATES FIGS NUTS
ORANGES, LEMONS

Send for sample packages.

## HUSBAND Bros. & Co.

82 Colborne St., TORONTO.
Phones, Main 54, Main 3428.

SEASON 1902.

# Butter Tubs

Order now—ship when required. Best goods—fair price.

WALTER WOODS & CO.
HAMILTON.

Crocers and Confectioners can rely upon the purity and excellence of

# COWAN'S Cocoa, Chocolate and Famous Blend Coffee.

Cowan's Cake Icings, and Cowan's Pure Confections.

QUEEN'S DESSERT CHOCOLATE. CHOCOLATE CREAM BARS.
CHOCOLATE GINGER, WAFERS, ETC.
COWAN'S SWISS MILK CHOCOLATE.

THESE ARE CHOICE CHRISTMAS GOODS.

THE COWAN CO., Limited - - TORONTO.




## Canadian Maple Syrup

Made straight from the maple tree and guaranteed pure; no adulteration whatever; stands upon its merits; money refunded if not satisfactory.

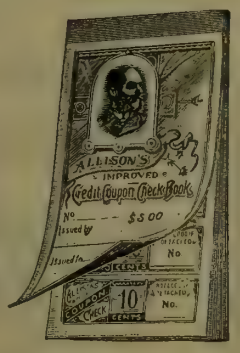
Canadian Maple Syrup Co., TORONTO, Canada.

## "ACME" TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont.
Agents for the Canadian Salt Co., Windsor, Ont.

## 20th Century Account Keeping.




Don't think because your grandfather made money 50 years ago with old style keeping of accounts, YOU can do so. Times have changed, and if you would be successful you must watch your credits. Why use the old style pass book with your credit customers? Be modern. See here—

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
ALLISON COUPON CO., Manufacturers, Indianapolis, Indiana.

Established 1869.

## BUTTER, CHEESE, EGGS, POULTRY.

Consignments solicited.
Highest prices. Prompt returns.

A. GIBB & CO.
83 COLBORNE ST., TORONTO

ORDERS FOR

## XMAS FRUITS

We will have everything in our line.

**Oranges**—Navels, Floridas, Mexicans, Valencias.

NUTS, DATES, FIGS, CRANBERRIES.

We guarantee the best goods for the least money.

WHITE & CO.
Wholesale Fruit. TORONTO.

# Wanted

Sun-Dried Apples and Evaporated. Will buy f.o.b. I am also open to buy Poultry, Eggs, and Butter.

CORRESPONDENCE SOLICITED.

C. NEUGENT,
TRENTON, - ONTARIO.

# Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

### TOBACCOS IN THE GROCERY STORE.

AT probably no period in the history of trade and commerce have merchants been more on the qui vive for ways and means of increasing their business and their profits than during the present. The keenness of competition makes it necessary that they should be so; in fact, their success depends upon the enterprise and energy they put into action in this particular.

Among the lines which a good many grocers have taken up, or are taking up, is that of tobaccos, cigars and smokers' accessories generally. Few of those, however, who have taken this line up appear to do so with much enterprise. They handle these goods like they do potatoes — merely put them in stock and allow them to take care of themselves.

Tobaccos and cigars, like all other merchandise, must be pushed if the best results are to be obtained.

With a view of exciting the interest of the retail trade throughout the country in this branch of business, we have decided to establish a department in each issue in which shall from time to time be published articles and items of interest relating to the tobacco and allied trades. In order to make this department interesting and useful to the trade, we ask the co-operation of manufacturers, wholesalers and retailers. This they can give us by furnishing us, either by mail or through our representatives, with items of news, articles and suggestions. The good of one is the good of all.

### AMALGAMATION OF TOBACCO FIRMS.

The Consumers' Tobacco Co., of Leamington, and the McAlpin Tobacco Co., of Toronto, have amalgamated, and the headquarters of the combined concern will now be centred in Toronto, under the general management of Robert Pinchin, well and favorably known to the business community of Canada in his conection with the Consumers' Tobacco Co.

The capital stock of the new company will be $500,000. The officers of the corporation will be: President, General E. A. McAlpin, New York; vice-president, O. E. Fleming, Windsor; secretary-treasurer, W. B. McAlpin; general manager, Robert Pinchin. The incorporators are: General McAlpin and Mr. Pratt, of New York, and O. E. Fleming, R. Pinchin, James A. Straith, of Windsor.

The McAlpin Co. will produce in Toronto the combination brands heretofore made by them, and the Consumers' Tobacco Co., of Leamington, will, as before, confine their attention to their lines of Canadian leaf.

### TOBACCO TRADE NOTES.

Wm. Presnail, manager of Tuckett's cigar factory, Hamilton, has left for Cuba to buy the winter supply of leaf tobacco.

A. Wilson & Co., Toronto, are highly pleased with their season's business, and report a holiday trade far in excess of anything they have hitherto experienced.

Isaac Blumenstiel, of Hamilton, reports business as far above the average, his high-grade goods as represented in the "Barrister" cigar being especially in increasingly good demand.

The McAlpin Tobacco Co. are using the best of American leaf in the manufacture of "Tonka," and the immense sale of this brand of tobacco is a sure endorsement of its quality and popularity.

The rapidly-growing business of The G. E. Tuckett & Sons Co. is calling for largely increased accommodation. The firm contemplate the immediate erection of an extensive addition to their Hamilton factory.

The Erie Tobacco Co. are rebuilding a storage warehouse in Kingsville, and refitting a building in Windsor, Ont., where they will in future conduct their business. They will be in a position to ship goods in the course of the next 10 days.

For years the retail drug trade of Canada have made quite a feature of their cigar and cigarette business. Would it not be a profitable move if the retail grocer would devote a little more attention to this class of goods? With a slight additional expense in the way of fittings a cigar department could be made an attractive and profitable addition to his business.

### ONTARIO MERCHANDISE FOR WEST INDIES.

The steamers of the Pickford & Black Co., leaving Halifax for the West Indies, are taking out large quantities of merchandise from points in Ontario. The Dahome, which sailed on Monday last, had on board about 17 carloads of merchandise from Ontario, and the Ocamo, which sails on December 15, is expected to have about the same quantity from that part of the Dominion.

POPULARITY is the proof of merit, and no brand has ever achieved popularity so quickly as

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

BOBS costs you only 36 cents, and pays a good profit.
BOBS is well advertised.
BOBS is selling well in almost every store from the Atlantic to the Pacific.
BOBS is A BIG PLUG FOR LITTLE MONEY

Made by
THE EMPIRE TOBACCO CO., LIMITED
MONTREAL, QUE.

## *Two Standard Brands*

The reason why I wish to include one or two hundred each of my "Pharaoh" 10c., and my "Pebble" 5c. Cigars in that "first or trial order," that I have been telling you about, is because, at the prices, they are the best sellers in all Canada.

The quality and workmanship in these two brands has set the standard by which many dealers make sales, claiming that their Cigars are just as good as the "Pharaoh" or the "Pebble." Of course this isn't so—nothing can possibly be as good as the original article.

*J. Bruce Payne, Cigar Mfr.,*
*Granby, Que.*

WE ARE NOW PREPARED TO SHIP THE TRADE

# TONKA BEAVER AND APRICOT

McAlpin Consumers Tobacco Company, Limited
HEAD OFFICE, TORONTO.
Factories, Leamington and Toronto.

# Make Transient Customers Permanent Ones.

Get all the transient cigar trade you can, but you must make transient customers permanent ones if you would build up business on a solid basis.

You can't make permanent cigar customers if you're selling goods of the "transient" sort. You must have the right, the always-right, the never-wrong kind of cigars before you can count on regular trade.

What you're looking for is a good clear Havana filled, three-for-a-quarter line. It's a popular price, and the best in Canada for the money is



## "Marguerite" Cigar.

Made by Tuckett Cigar Co., Limited, Hamilton.

# TRADE IN COUNTRIES OTHER THAN OUR OWN.

### TEA IN NEW YORK.

NO additional transactions of importance were reported for the day. The tone of the market held firm. Offerings were light, importers and dealers as a rule being indifferent sellers of most grades and were reported as holding for extreme prices. The line business was moderately active at full values.—N. Y. Journal of Commerce, December 1.

### SUGAR IN NEW YORK.

The tone of the refined sugar market held strong and a moderate volume of business was transacted. The trade, as a rule, continued to show confidence in the situation, and with few exceptions jobbers and manufacturers even inclined to carry full stocks, anticipating higher prices. Refiners continued slow in their shipments, being from one to two weeks late on assorted orders.—N. Y. Journal of Commerce, December 1.

### BEANS IN CALIFORNIA.

San Francisco mail advices state that the market there on beans has been seriously depressed by the free arrivals of damp new crop from the river section. Sales of such stock have been made at heavy reductions from prices quoted for dry stock. Until this wet stock is out of the way, the advices say, no improvement in the situation is to be expected. The sale of a carload for shipment to this market was reported to-day at 1.25c. f.o.b. Coast.—N. Y. Journal of Commerce, December 1.

### CHEESE IN LONDON.

Cheese—Canadian: The market continues very firm, but trade has been rather quiet during the week, which is no doubt owing to the sudden spell of cold weather. Prices are about as last quoted, say, 60s. for finest white or colored and 61s. for strictly fancy. Anything under best sells quickly at 57 to 58s. English: The market is quiet and unchanged. Dutch: The quotations remain firm and unchanged, with a fair demand for finest selections. Factories clear on landing.—The Grocers' Journal, November 22.

### SARDINES IN MAINE.

Advices from Eastport, Me., state: "With the sardine-canning season practically at an end, it is estimated that the storehouses of this section contain fewer cases than at the end of any season in recent years. The figures for the season's pack are not yet obtainable. Although the season extends over another week, The Seacoast Packing Company, which controls the bulk of the business in this vicinity, closed all but one of its factories more than a week ago, and this one is running with minimum product. Several of the independent concerns, however, are putting up all the fish they can secure, and probably will run on full time through the present week, believing that in view of the short pack they will find a ready market at good prices. Packers in general, however, predict that there will not be any considerable advance in prices this season, as the prices of tin, oil and other raw material are considerably lower than a year ago. This fact, they believe, will tend to keep down the price of the packed goods."—N. Y. Journal of Commerce.

### CANNED GOODS IN BALTIMORE.

There is nothing in the canned-goods line outside of the oyster question which can be said to be of considerable interest at present. The powers that be have succeeded in forcing tomatoes down to 87½ to 90c., and they appear to be satisfied with this figure—satisfied meaning that they have come to the conclusion that there are no more bargains to be picked up, and that even this Maryland, fortunate and prolific centre of canned goods, is well cleaned up of tomatoes from first hands. The natural reasoning from this is that if there are no more tomatoes for jobbers to get hold of at low prices, it is useless for them to try to further depress the market to the disadvantage of their holdings.

Corn continues to be the more important of the vegetable articles of the canned-goods schedule. Happy are those people who hold a good supply of corn of any kind. During the past ten years we have seen times when packers were glad to get 65c. for corn that is now in demand at 87½ to 90c.; and the packer either belongs to the family of Ananias or he is making a profit on his present business.—Baltimore Trade, November 28.

### VALENCIA RAISINS IN LONDON.

Just at the very moment when the statistical position of the Valencia raisins appeared to be absolutely assured the market began to show some signs of weakness, and a fall of nearly 2s. has been established. This condition of things has been greatly assisted by a section of brokers and merchants, who, for purposes of their own, which are quite explainable with what would appear to be their best interests, have thrust on the market an unusual quantity of fruit, which gives an appearance of weakness, and have assisted the buyers in obtaining fruit at much cheaper rates than they expected. The buyers, however, have no reason to grumble at their attitude, and have taken every advantage of the position. Although the prices are 2s. below a fortnight ago, the actual position as far as quality is concerned somewhat lessens the difference. The fruit offered this week has, in some instances, been exceedingly poor and thin, this being more evident in the latest arrivals, indicating that the quality of the remainder of the stock on the water and to be shipped will probably be equally unsatisfactory. The reduction in price will make the retail 4d. possible without much loss to the distributor, which is certainly a condition of things much to be desired, and, now that the price has been established, it will be a very good thing for the trade if they can resist any alteration in an upward direction until they have secured their Christmas wants. The prices in Spain are about 2s. dearer than they are in London, and the supplies close here are very limited, so that, after the disposal of about 500 tons of fruit, the cheap quotation will probably disappear.—The Produce Markets' Review.

### CANNED GOODS IN LONDON.

There is very little change to note, for, although business during the week has been rather less active, valuations in most instances remain steady. The recent advance in French sardines has been generally well maintained, although a few parcels of last year's pack are still to be secured at prices ruling slightly under those asked for this season's goods. According to latest advices the fishing in France has now practically stopped, and this has given increased firmness to a market already affected by this year's small catch. The distributive business in salmon continues on a small scale, but holders are firm and show no disposition whatever to force sales in the present strong position of the market. Canned meats are in good request for the time of the year, both on the spot and for forward delivery, and there is now little offering unless at nominal prices. It is thought by many that the rise in value will affect consumption; yet the supplies, especially the Australian packs, even in first hands, are so small as to prevent much hope of lower quotations. The country demand for pines is slow, but values on the spot are well maintained. There has been considerable movement in tomatoes during the past few weeks, and large sales have been made at a considerable advance. Shipments of gallon apples are arriving very slowly, and the quantity available on the spot is quite inadequate to meet the demand.—The Produce Markets' Review, November 15.

## GILLETT'S GOODS FOR NORTHWEST.

During the last two weeks E. W. Gillett Co. Limited of Toronto have shipped seven carloads "Royal" yeast, lye, baking powder, soda and cream of tartar to the Northwest and British Columbia. A carload of these goods is also being shipped to Halifax.

# CURRENT MARKET QUOTATIONS

December 4, 1902.

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, St. John, N.B., and Halifax. The prices are solicited for publication, and are of such quantities and qualities as are usually ordered by retail dealers on the usual terms of credit. For Winnipeg market report and prices, see page —.

Goods in large lots and for prompt pay are generally obtainable at lower prices.

All quotations for staple products are under the direct control of the Editors, who call daily upon all the leading houses in the principal centres.

| BUTTER, CHEESE AND EGGS | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| Dairy, choice, large rolls, lb. | $..... | $0 18 | $ 18 | $0 20 | $..... | $0 16 |
| " " pound blocks | 17 | 18 | 18 | 20 | 16 | 18 |
| " tubs, best | 15½ | 16 | 14 | 16 | 17 | 19 |
| " tubs, inferior | 14 | 15½ | 13½ | 14 | 14 | 18 |
| Creamery, boxes | 22 | 22½ | 19 | 21 | 20 | 23 |
| " prints | 22¼ | 22½ | 21 | 22 | 22 | 24 |
| Cheese, new, per lb | 12 | 12¼ | 12½ | 13 | 11 | 11½ |
| Eggs, new laid, per doz | ..... | 25 | 20 | 25 | 19 | 20 |
| **CANNED GOODS** | | | | | | |
| Apples, 3's | ..... | ..... | 90 | 1 00 | 1 00 | 1 10 |
| " gallons | ..... | 2 50 | 2 25 | 2 50 | 2 00 | 2 20 |
| Asparagus | 2 20 | 2 25 | 2 00 | 2 40 | ..... | ..... |
| Beets | 1 00 | 1 00 | 90 | 1 00 | ..... | 1 10 |
| Blackberries, 2's | ..... | 1 30 | 1 50 | 1 70 | 1 50 | 1 80 |
| Blueberries, 2's | ..... | 1 25 | ..... | ... .. | 95 | 1 00 |
| Beans, 2's | ..... | 90 | ..... | 90 | 90 | 95 |
| Corn, 2's | ..... | 95 | 90 | 1 25 | 80 | 90 |
| Cherries, red, pitted, 2's | 2 25 | 2 30 | 2 10 | 2 25 | 2 30 | 2 40 |
| " white | 2 25 | 2 30 | 2 00 | 2 25 | ..... | ..... |
| Peas, 2's | ..... | 90 | 90 | 95 | 85 | 90 |
| " sifted | ..... | 1 05 | 1 00 | 1 10 | 1 10 | 1 15 |
| " extra sifted | ..... | 1 27½ | 1 30 | 1 50 | 1 20 | 1 25 |
| Pears, Bartlett, 2's | 1 50 | 1 60 | 1 50 | 2 00 | 1 75 | 1 80 |
| " " 3's | 1 90 | 2 00 | 2 00 | 2 40 | 2 00 | 2 25 |
| Pineapple, 2's | 2 00 | 2 40 | 2 25 | 2 50 | 2 15 | 2 25 |
| " 3's | 2 25 | 2 40 | 2 50 | 2 60 | 2 50 | 2 60 |
| Peaches, 2's | 1 75 | 1 85 | 1 75 | 1 90 | ..... | 1 75 |
| " 3's | 2 60 | 2 70 | 2 50 | 2 75 | 2 70 | 2 80 |
| Plums, green gages, 2's | 1 30 | 1 35 | 1 10 | 1 25 | 1 30 | 1 60 |
| " Lombard | 1 20 | 1 25 | 1 00 | 1 10 | 1 30 | 1 50 |
| " Damson, blue | 1 00 | 1 25 | ..... | 1 00 | 1 10 | 1 30 |
| Pumpkins, 3's | ..... | 1 00 | ..... | 93 | 90 | 1 00 |
| " gallon | ..... | ..... | 2 10 | 2 25 | 2 10 | 2 25 |
| Raspberries, 2's | 1 40 | 1 50 | 1 60 | 1 80 | 1 70 | 1 75 |
| Strawberries, 2's | 1 50 | 1 75 | 1 60 | 1 75 | 1 50 | 1 75 |
| Succotash, 2's | 1 00 | 1 25 | ..... | 1 15 | 1 10 | 1 15 |
| Tomatoes, 3's | 1 60 | 1 75 | ..... | ..... | 1 50 | 1 60 |
| Lobster, talls | 2 75 | 3 20 | ..... | 3 25 | 2 50 | 3 25 |
| " 1-lb. flats | 3 00 | 3 75 | 3 50 | 3 70 | ..... | 1 25 |
| " ½-lb. flats | 1 75 | 1 85 | 1 75 | 1 80 | ..... | 1 75 |
| Mackerel | 1 00 | 1 10 | 1 15 | 1 25 | 1 35 | 1 45 |
| Salmon, sockeye, Fraser | 1 47½ | 1 52½ | 1 50 | 1 52½ | 1 50 | 1 75 |
| " " Northern | ..... | ..... | 1 40 | 1 45 | 1 15 | 1 25 |
| " " Horseshoe | ..... | ..... | 1 50 | 1 52½ | ..... | ... ... |
| " Cohoes | 1 00 | 1 15 | 1 05 | 1 15 | 1 00 | 1 10 |
| Sardines, Albert, ¼'s | 12 | 12½ | 0 15 | 16 | 14 | 15 |
| " " ½'s | 20 | 21 | 22 | 23 | 20 | 21 |
| " Sportsman, ¼'s | 11¼ | 12 | ..... | 14½ | ..... | 12 |
| " " ½'s | 19 | 20 | ..... | 23 | 20 | 21 |
| " key opener, ¼'s | 9 | 11 | 12½ | 13 | 16 | 18 |
| " " ½'s | ..... | 18 | 20½ | 25 | 10 | 11 |
| " P. & C., ¼'s | 20 | 22½ | 25 | 27 | 23 | 25 |
| " " ½'s | 27½ | 30 | 35 | 38 | 33 | 36 |
| " Domestic, ¼'s | 4 | 4¼ | 4 | 4½ | 3½ | 4¼ |
| " " ½'s | 7 | 8 | 9 | 11 | ..... | ..... |
| " Mustard, ¼ size, cases 50 tins, per 100 | 7 50 | 11 00 | 8 50 | 9 00 | 3 50 | 4 00 |
| Haddies | ..... | 1 00 | 1 00 | 1 10 | 85 | 1 00 |
| Kippered Herrings | 1 00 | 1 85 | 1 00 | 1 55 | 85 | 1 00 |
| Herring in Tomato Sauce | 1 00 | 1 55 | 1 00 | 1 70 | ..... | 2 00 |
| **CANDIED PEELS** | | | | | | |
| Lemon, per lb | ..... | ..... | 10 | 12½ | 12 | 13 |
| Orange, " | ..... | ..... | 11 | 13 | 12 | 13 |
| Citron, " | ..... | ..... | 15 | 18 | 15 | 17 |
| **GREEN FRUITS** | | | | | | |
| Oranges, Valencia per case | 4 50 | 4 75 | ..... | ..... | ..... | |
| " Jamaicas, per case | ..... | 2 75 | 2 50 | 2 75 | 2 50 | 3 00 |
| Quinces, per basket | ..... | ..... | 0 25 | 0 35 | ..... | ..... |
| Lemons, Californian, " | ..... | ..... | 4 25 | 5 00 | ..... | ..... |
| Bananas, Firsts, per bunch | ..... | 1 75 | 1 25 | 1 75 | 1 00 | 2 25 |
| Apples, per bbl | 1 50 | 3 00 | 1 00 | 2 00 | 1 50 | 2 50 |
| Pears | ..... | 0 40 | 0 30 | 0 50 | ..... | 7 00 |
| Pineapples, per case | ..... | ..... | ..... | 4 00 | ..... | ..... |
| Jersey Sweet Potatoes, per bbl. | ..... | 3 00 | 2 50 | 2 75 | 3 85 | 4 00 |
| Malaga grapes, per bbl | ..... | | 5 50 | 7 00 | 5 50 | 7 00 |
| Apples, per basket | 0 20 | 0 30 | 0 10 | 0 25 | ..... | ..... |
| Can. Grapes, per basket | ..... | | 0 20 | 0 40 | 30 | 50 |
| Cranberries, Cape Cod, per bbl | ..... | 10 75 | ..... | 9 50 | 9 50 | 10 00 |
| Cranberries, Nova Scotian, " | ..... | 9 00 | ..... | 9 00 | 5 00 | 6 00 |
| **SUGAR** | | | | | | |
| Granulated St. Law'ce and Red | ..... | 3 90 | ..... | 3 88 | ..... | ..... |
| Granulated, Acadia | ..... | 3 75 | ..... | 3 83 | ..... | 4 05 |
| Paris lump, bbls. and 100-lb. bxs | ..... | 4 35 | ..... | 4 43 | 4 50 | 4 75 |
| " in 50-lb. boxes | ..... | 4 45 | ..... | 4 53 | 4 75 | 5 00 |
| Extra Ground Icing, bbls. | ..... | 4 25 | ..... | 4 33 | ..... | |
| Powdered, bbls | ..... | 4 05 | ..... | 4 13 | 5 50 | 5 80 |
| Phœnix | ..... | 3 70 | ..... | 3 68 | ..... | ..... |
| Cream | ..... | 3 65 | ..... | 3 63 | ..... | ..... |
| Bright coffee | ..... | 3 75 | ..... | 3 73 | ..... | ..... |
| Bright yellow | ..... | 3 60 | ..... | 3 58 | ..... | 3 75 |
| No. 3 yellow | ..... | 3 55 | ..... | 3 53 | ..... | ..... |
| No. 2 yellow | ..... | 3 35 | ..... | 3 33 | ..... | ..... |
| No. 1 yellow | ..... | 3 25 | ..... | 3 23 | ..... | 3 45 |
| Montreal, second quality | ..... | 3 70 | ..... | 3 68 | ..... | ..... |
| Maple Leaf, gran. (Berlin | ..... | 3 88 | ..... | 3 88 | ..... | ..... |
| Crystal, gran (Wallaceburg) | ..... | 3 80 | ..... | 3 88 | ..... | ..... |

| HARDWARE PAINTS AND OILS | Montreal. | | Toronto. | | St. John Halifax. | |
|---|---|---|---|---|---|---|
| Wire nails, base | ..... | $2 55 | ... .. | $2 55 | ..... | $3 20 |
| Cut nails, base | ..... | 2 35 | ..... | 2 50 | ..... | 2 85 |
| Barbed wire, per 100-lb. | ..... | 3 00 | ..... | 2 90 | 3 50 | 3 75 |
| Smooth Steel Wire, base | ..... | 2 60 | ..... | 2 60 | ..... | ..... |
| White lead, Pure | ..... | 5 87½ | 5 00 | 5 25 | ..... | 6 80 |
| Linseed oil, 1 to 2 bbls., raw | ..... | [illegible] | ..... | 67 | ..... | 74 |
| " " boiled | ..... | 69 | ..... | 70 | ..... | 77 |
| Turpentine, single bbls. | ..... | 76 | ..... | 78 | ..... | 78 |
| Benzine, in bbls., per gal | ..... | ..... | ..... | 18¾ | ..... | 21 |
| **SYRUPS AND MOLASSES** | | | | | | |
| Syrups— | | | | | | |
| Dark | ..... | 1⅞ | ..... | ..... | ..... | ..... |
| Medium | ..... | 2½ | 30 | 32 | ..... | ..... |
| Bright | ..... | 2⅝ | 35 | 37 | ..... | ..... |
| Corn Syrup, barrel, per lb. | .... | 3 | ..... | 3 | ..... | ..... |
| " " ½ bbls. " | ..... | 3⅛ | ..... | 3⅛ | ..... | ..... |
| " " kegs " | ..... | 3¼ | ..... | 3¼ | ..... | ..... |
| " " 3 gal. pails, each | ..... | 1 40 | ..... | 1 40 | ..... | ..... |
| " " 2 gal. " " | ..... | 1 10 | ..... | 1 10 | ..... | ..... |
| Honey | ..... | ..... | ..... | 40 | ..... | ..... |
| " 25-lb. pails | ..... | 1 05 | ..... | 1 00 | ..... | ..... |
| " 38-lb. pails | ..... | 1 0 | ..... | 1 40 | ..... | ..... |
| Molasses— | | | | | | |
| New Orleans, medium | 16½ | 17 | 25 | 30 | 28 | 30 |
| " " Open kettle | ..... | ..... | 40 | 50 | ..... | ..... |
| Barbados | 24 | 25 | ..... | 32 | 24 | 25 |
| Porto Rico | ..... | 38 | 38 | 42 | 30 | 32 |
| **CANNED MEATS** | | | | | | |
| Comp, corn beef, 1-lb. cans | 1 55 | $1 65 | $1 55 | $1 65 | $1 55 | $1 60 |
| " " 2-lb. cans | 2 75 | 3 00 | 2 85 | 3 00 | 2 80 | 2 90 |
| " " 6-lb. cans | 7 90 | 9 60 | ..... | 8 25 | 8 75 | 9 25 |
| " " 14-lb. cans | 16 50 | 23 00 | ..... | 19 50 | 20 00 | 21 00 |
| Minced callops, 2-lb. can | ..... | 2 75 | ... .. | 2 60 | 2 50 | 2 80 |
| Lunch tongue, 1-lb. can | 3 00 | 3 90 | ..... | 3 00 | 3 00 | 3 25 |
| " " 2-lb. can | 6 00 | 7 90 | ..... | 7 00 | 6 80 | 7 00 |
| English brawn, 2-lb. can | 2 40 | 2 75 | ..... | 2 45 | 2 75 | 2 80 |
| Camp sausage, 1-lb. can | ..... | ..... | ..... | 2 50 | 2 50 | ..... |
| " " 2-lb. can | ..... | ..... | ..... | 4 00 | 4 00 | ..... |
| Soups, assorted, 1-lb. can | 1 15 | 1 50 | ..... | 1 50 | 1 40 | |
| " " 2-lb. can | 2 40 | 2 45 | ..... | 2 20 | 2 25 | |
| Soups and Bouil, 2-lb. can | 1 75 | 2 50 | ..... | 1 80 | 1 75 | |
| " " 6-lb. can | 3 50 | 5 85 | ..... | 4 50 | 4 25 | 4 50 |
| Sliced smoked beef, ¼'s | 1 65 | 1 70 | 1 65 | 1 70 | ..... | 2 00 |
| " " " 1's | 2 75 | 3 10 | 2 80 | 2 95 | ..... | 3 25 |
| **FRUITS** | | | | | | |
| Dried— | | | | | | |
| Currants, Provincials, bbl | ..... | ..... | ..... | ..... | ..... | ..... |
| " Filiatras, cases | ..... | 5¾ | ..... | 5½ | ..... | ..... |
| " ½-cases | 5⅛ | 5½ | 5½ | 6 | ..... | ..... |
| " Patras, cases | ..... | 6 | 6 | 6½ | ..... | ..... |
| " ½-cases | ..... | 8 | 6½ | 7 | ..... | ..... |
| Amalias | 6½ | 7 | 7 | 7½ | ..... | 6½ |
| Vostizzas, cases | 6½ | 7 | 7 | 8 | ..... | ..... |
| Dates, Hallowees | 4 | 4¼ | 5½ | 7½ | 4½ | 5 |
| " Sairs | ..... | 3½ | 4½ | 5 | ... | 4 |
| Figs, Elemes | 10½ | 20 | 11 | 15 | 10 | 12 |
| " Mats, per lb | ..... | ... .. | 4 | 4½ | ..... | ..... |
| " Tapnets | ..... | 1 20 | 4 | 4½ | ..... | ..... |
| " Naturals | ..... | ..... | ..... | 8 | ..... | ..... |
| Prunes, California, 30's | ..... | 9 | ..... | ..... | 10 | 12 |
| " " 40's | ..... | 8½ | 8½ | 10 | 8½ | 9 |
| " " 50's | ..... | 8¼ | 8 | 8½ | 8 | 8½ |
| " " 60's | ..... | 8 | 7 | 7½ | 7½ | 8 |
| " " 70's | ..... | 7½ | 6½ | 7 | 7 | 7½ |
| " " 80's | ..... | 7 | 6 | 6½ | 6½ | 7 |
| " " 90's | ..... | 6½ | 5 | 5½ | 6 | 6½ |
| " " 100's | ..... | 6 | ..... | 4 | 5½ | 6 |
| " Bosnia, A's | ..... | ..... | ..... | 5 | ..... | ..... |
| " " B's | ..... | ..... | 7½ | 8 | ..... | ..... |
| " " U's | ..... | 5 | 6¼ | 6½ | ..... | ..... |
| " French, 50's | ..... | ..... | ..... | ..... | ..... | ..... |
| " " 110's | ..... | 5 | ..... | ..... | ..... | ..... |
| Raisins, Fine off stalk | ..... | 8 | 7 | 8 | ..... | 8 |
| " Selected | ..... | 8½ | 7½ | 8½ | ..... | 8¼ |
| " Selected layers | 8¾ | 9 | ..... | 9 | 8½ | 8¾ |
| " Sultanas | 9 | 10 | 9 | 16 | ..... | ..... |
| " California, 2-crown | 5 | 5½ | ..... | ..... | ..... | ..... |
| " " 3-crown | 7¾ | 7¾ | 7½ | 8 | 8 | 8½ |
| " " 4-crown | 7¾ | 8 | 8 | 8½ | 8½ | 9½ |
| " " 1's seeded, 3-cr. | 9¾ | 10½ | 8½ | 10 | 10 | 10½ |
| " Empire clusters | 1 50 | 1 60 | ..... | 2 60 | | 2 00 |
| " Black baskets | ..... | ..... | ..... | 2 25 | 2 00 | 2 25 |
| " Extra clusters | ..... | ..... | ..... | 3 35 | ..... | 2 50 |
| " Dehesa clusters | ..... | ..... | ..... | 3 10 | 3 00 | 3 50 |
| " Royal B. clusters | 3 40 | 3 50 | ..... | 5 00 | .. | ..... |
| " Connoisseurs cl'str's | 2 17 | 2 50 | ..... | 2 10 | ..... | ..... |
| " Excelsior clusters | 4 50 | 4 60 | ..... | 4 60 | ..... | ..... |
| Evaporated apples | ..... | ..... | ..... | 7½ | 7 | 7½ |
| Dried " | ..... | ..... | ..... | 5½ | ..... | ..... |
| **PROVISIONS** | | | | | | |
| Dry Salted Meats— | | | | | | |
| Long clear bacon | .... | 12 | 11 | 11½ | ..... | ..... |
| Smoked meats— | | | | | | |
| Breakfast bacon | ..... | 15½ | 14½ | 15 | | ..... |
| Rolls | ..... | 12½ | 12 | 12½ | 11 | 12 |
| Medium Hams | ..... | 14 | 13½ | 14 | 14 | 15 |
| Large Hams | ..... | 13 | 12½ | 13 | ..... | ... .. |
| Shoulder hams | .... | 13 | 11 | 11½ | ..... | .... |
| Backs | ..... | 15 | 14½ | 15 | ..... | ..... |
| Meats out of pickle 1c. less. | | | | | | |
| Barrel Pork— | | | | | | |
| Canadian heavy mess | ..... | 23 00 | ..... | 21 50 | 23 00 | 23 50 |
| " short cut | 21 50 | 22 00 | 23 00 | 23 50 | 23 50 | 25 00 |
| Plate beef | 12 50 | 13 50 | | 15 00 | 15 00 | 16 00 |
| Lard, tierces, per lb | ..... | 11¼ | 10¾ | 11 | 11 | 11½ |
| Tubs | ..... | 11⅜ | 11 | 11¼ | 11½ | 12 |
| Pails | ..... | 11¾ | 11¼ | 11¼ | 12 | 12½ |
| Compounds | ..... | 9⅜ | 8¾ | 10¼ | 10 | 10½ |




## THE DOMINION BREWERY CO., LIMITED

**Brewers and Maltsters**

**TORONTO**

**Manufacturers of the Celebrated**

# WHITE LABEL ALE

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**WM. ROSS, Manager.**



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# Schepp's Cocoanut.

A high-grade food product that you can recommend.
The best of its kind, that's all.
For particular people, Schepp's Improved Cocoanut in packages.




## *L. SCHEPP CO.,*

*CANADIAN FACTORY: TORONTO, CAN.*

NEW YORK.

**LONDON, ENG.: Saml. Hanson, Son & Barter, Agents.**


| COFFEE | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| Green— | | | | | | |
| Mocha | ..... | 24 | 23 | 25 | 25 | 30 |
| Old Government Java | ..... | 27 | 22 | 30 | 25 | 30 |
| Rio | ..... | 10 | 7 | 12 | 12 | 13 |
| Santos | ..... | ..... | 9½ | 10½ | ..... | ..... |
| Plantation Ceylon | ..... | 29 | 26 | 30 | 29 | 31 |
| Porto Rico | ..... | ..... | 22 | 25 | 24 | 28 |
| Gautemala | ..... | ..... | 22 | 25 | 24 | 26 |
| Jamaica | ..... | 18 | 15 | 20 | 18 | 22 |
| Maracaibo | ..... | 18 | 18 | 18 | 12 | 13 |
| **NUTS** | | | | | | |
| Brazil | | 14 15 | 14 | 18 | 12 | 13 |
| Valencia shelled almonds | | 29 30 | 30 | 35 | 30 | 35 |
| Tarragona almonds | ..... | 11 | 12½ | 15½ | 12 | 13 |
| Californian almonds | ..... | ..... | ..... | 20 | ..... | ..... |
| " soft shell walnuts | ..... | ..... | ..... | 19 | ..... | ..... |
| Canadian chestnuts, per bush | ..... | ..... | ..... | 4 50 | ..... | ..... |
| Formegetta almonds | ..... | ..... | ..... | 10½ | ..... | ..... |
| Jordan shelled almonds | ..... | 42 | 49 | 52 | ..... | ..... |
| Peanuts (roasted) | 7 | 11 | 9 | 10½ | 9 | 10 |
| " (green) | 6¾ | 7¾ | 8 | 10 | ..... | ..... |
| Cocoanuts, per sack | ..... | 3 25 | ..... | 3 75 | 3 25 | 3 50 |
| " per doz | ..... | ..... | ..... | 60 | ..... | 50 |
| Grenoble walnuts | 13 | 14 | 12½ | 13 | 10 | 12 |
| Marbot walnuts | ..... | 10 | 11½ | 12 | ..... | ..... |
| Bordeaux walnuts | ..... | 9 | 11½ | 12 | ..... | ..... |
| Sicily filberts | ..... | 9½ | 11 | 11½ | ..... | 10 |
| Naples filberts | ..... | ..... | ..... | 10 | 10 | 11 |
| Pecans | ..... | 15 | 13 | 15 | 14 | 15 |
| Shelled Walnuts | 26 | 27 | 27 | 28 | ..... | 25 |
| **SODA** | | | | | | |
| Bi-carb, standard, 112-lb. keg | 1 65 | 1 80 | 2 00 | 2 25 | 1 70 | 1 75 |
| Sal soda, per bbl | 70 | 75 | 80 | 90 | 85 | 90 |
| Sal Soda, per keg | 85 | 1 00 | ..... | 1 00 | 95 | 1 00 |
| **SPICES** | | | | | | |
| Pepper, black, ground, in kegs pails, boxes | 16 | 18 | ..... | 18 | 14 | 15 |
| " in 5-lb. cans | 14 | 17 | ..... | 18 | 15 | 16 |
| " whole | 15 | 17 | ..... | 19 | 12 | 13 |
| Pepper, white, ground, in kegs pails, boxes | 26 | 27 | 26 | 27 | 24 | 26 |
| " 5-lb. cans | 25 | 26 | 25 | 26 | 20 | 22 |
| " whole | 23 | 25 | 23 | 25 | 20 | 22 |
| Ginger, Jamaica | 19 | 25 | 22 | 25 | 20 | 25 |
| Cloves, whole | 12 | 30 | 14 | 35 | 18 | 25 |
| Pure mixed spice | 25 | 30 | 25 | 30 | 25 | 30 |
| Cassia | 13 | 18 | 20 | 40 | 16 | 20 |
| Cream tartar, French | ..... | 25 | 24 | 25 | 20 | 22 |
| " " best | ..... | 28 | 25 | 30 | 25 | 30 |
| Allspice | 10 | 15 | 13 | 16 | 16 | 18 |
| **WOODENWARE** | | | | | | |
| Pails No. 1, 2-hoop | ..... | 1 65 | ..... | 1 55 | ..... | 1 90 |
| " " 3-hoop | ..... | 1 80 | ..... | 1 70 | ..... | 2 05 |
| " half, and covers | ..... | 1 65 | ..... | 1 60 | ..... | 1 75 |
| " quarter, jam and covers | ..... | 1 15 | ..... | 1 10 | ..... | 1 45 |
| " candy, and covers | 2 80 | 2 90 | ..... | 2 40 | ..... | 2 70 |
| Tubs No. 0 | 10 00 | 10 15 | ..... | 8 50 | ..... | 11 00 |
| " " 1 | 8 00 | 8 15 | ..... | 7 00 | ..... | 9 00 |
| " " 2 | 7 00 | 7 15 | ..... | 6 00 | ..... | 8 00 |
| " " 3 | | 6 15 | ..... | 5 25 | ..... | 7 00 |

| PETROLEUM | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| Photogene | ..... | ..... | 17¼ | 18 | ..... | ..... |
| Canadian water white | ..... | 18½ | 17 | 17½ | ..... | ..... |
| Sarnia water white | ..... | 19 | 17 | 17½ | ..... | 19 |
| Sarnia prime white | ..... | 20 | 15⅞ | 16 | ..... | 18½ |
| American water white | ..... | 22 | 18½ | 19 | ..... | 19½ |
| Pratt's Astral (barrels extra) | ..... | 23 | 18¾ | 19 | ..... | 20½ |
| Lily White (Canadian) | ..... | ..... | 16 | 16½ | ..... | ..... |
| Silver Light (American) | ..... | ..... | 17½ | 18 | ..... | ..... |
| Crystal Spray (W. W. Amer.) | ..... | ..... | 19 | 19½ | ..... | ..... |
| Pennoline | ..... | ..... | 19 | 19½ | ..... | ..... |
| Gosoline | ..... | ..... | 21¾ | 22¾ | ..... | ..... |
| Benzine | ..... | ..... | ..... | 19¼ | ..... | ..... |
| **TEAS** | | | | | | |
| Black— | | | | | | |
| Congou—Half-chests Kaisow, Moning, Paking | 13 | 60 | 13 | 60 | 11 | 40 |
| Caddies Paking, Kaisow | 17 | 40 | 19 | 50 | 15 | 4 |
| Indian—Darjeelings | 35 | 55 | 35 | 55 | 30 | 50 |
| Assam Pekoes | 20 | 40 | 20 | 40 | 15 | 40 |
| Pekoe Souchong | 18 | 25 | 19 | 25 | 17 | 24 |
| Ceylon—Broken Pekoes | 35 | 42 | 36 | 42 | 34 | 40 |
| Pekoes | 20 | 30 | 27 | 30 | 20 | 30 |
| Pekoe Souchong | 17½ | 40 | 17 | 35 | 17 | 35 |
| China Greens— | | | | | | |
| Gunpowder—Cases, extra first | 42 | 50 | 42 | 50 | ..... | ..... |
| Half-chests, ordinary firsts | 22 | 28 | 22 | 28 | ..... | ..... |
| Young Hyson—Cases, sifted extra firsts | 42 | 50 | 42 | 50 | ..... | ..... |
| Cases, small leaf, firsts | 35 | 40 | 35 | 40 | ..... | ..... |
| Half-chests, ordinary firsts | 22 | 38 | 28 | 38 | ..... | ..... |
| Half-chests, seconds | 17 | 19 | ..... | 28 | ..... | ..... |
| " thirds | 15 | 17 | 16 | 18 | ..... | ..... |
| " common | 13 | 14 | ..... | 15 | ..... | ..... |
| Pingsueys— | | | | | | |
| Young Hyson, ½-chests, firsts | 28 | 32 | 28 | 32 | 30 | 40 |
| " " " seconds | 16 | 19 | 18 | 19 | ..... | ..... |
| " Half-boxes, firsts | 28 | 32 | 28 | 32 | ..... | ..... |
| " " seconds | 16 | 19 | 18 | 19 | ..... | ..... |
| Japans— | | | | | | |
| ½-chests, finest Maypickings | 38 | 40 | 38 | 40 | ..... | ..... |
| Choice | 32 | 36 | 33 | 37 | ..... | ..... |
| Finest | 28 | 30 | 30 | 32 | ..... | ..... |
| Fine | 25 | 27 | 27 | 30 | ..... | ..... |
| Good medium | 22 | 24 | 25 | 28 | ..... | ..... |
| Medium | 19 | 20 | 21 | 23 | ..... | ..... |
| Good common | 16 | 18 | ..... | 20 | ..... | ..... |
| Common | 13 | 15 | ..... | 19 | ..... | ..... |
| Nagasaki, ½-chests, Pekoe | 16 | 22 | ..... | ..... | ..... | ..... |
| " " Oolong | 14 | 15 | ..... | ..... | ..... | ..... |
| " " Gunpowder | 16 | 19 | ..... | ..... | ..... | ..... |
| " " Siftings | 7½ | 11 | ..... | ..... | ..... | ..... |
| **RICE, SAGO, ETC.** | | | | | | |
| Rice—Standard B | 3 00 | 3 10 | ..... | 3½ | 3 25 | 3 40 |
| Patna, per lb | 4 25 | 4 50 | 4¾ | 5 | 5 | 6 |
| Japan | 4 40 | 4 90 | 5½ | 6 | 5 | 6 |
| Imperial Seeta | 4 60 | 4 90 | 4¾ | 5½ | 5 | 6 |
| Extra Burmah | ..... | ..... | 4¼ | 4¾ | 4 | 5 |
| Java, extra | ..... | 5¾ | 6 | 6¾ | 6 | 7 |
| Macaroni, dom'ic, per lb., bulk | 3¾ | 4¼ | ..... | 7½ | ..... | ..... |
| " imp'd, 1-lb. pkg., French | 8 | 12 | 9 | 10 | ..... | ..... |
| " " " Italian | 8 | 10 | 11 | 12½ | ..... | ..... |
| Sago | 3¼ | 3⅝ | 3¾ | 4 | 4¼ | 5 |
| Tapioca | ..... | 3⅛ | 3¼ | 3¾ | 4½ | 5 |




**"SOLD BY ALL PROGRESSIVE GROCERS"** *Has stood the test of every climate.*

This is a fact, with due respect to everybody in the business. It has got so now that

# St. Charles Evaporated Cream

**IS AS STAPLE AS SUGAR.**

We of course know that some localities have less demand for it than others, on account of dairy interests, but every grocer sells some, and all together they sell a lot. We appreciate your assistance, and assure you of satisfaction by **Guaranteeing Every Can.**

**Our "Silver Cow" and "Purity"** Brands of **Sweetened Milk** are also of highest possible quality, absolutely pure, and increasing very rapidly in demand over all sections of the country.

**We are represented by all the leading Wholesale Grocers** in Canada, any of whom will be pleased to quote delivery prices promptly.

## St. Charles Condensing Co. - Ingersoll, Ont.

**Address: ST. CHARLES CONDENSING CO., St. Charles, Ill., U.S.A.**

---

# JUST A MINUTE

**Have you Sampled lately**

## Epicure Beans in Tomato Sauce, and Epicure Tomato Catsup?

**IF NOT, YOU DON'T KNOW WHAT YOU'RE UP AGAINST.**

The quality and price are attracting attention of the live men of the trade, whose orders are keeping us working night and day, **SIX DAYS IN THE WEEK.**

We have no old stock kicking around. Please note—we guarantee the quality equal to the best brands on this continent.

As for price. Well, compare quality and price, and let us hear from you.

## Delhi Canning Co., Limited, -:- Delhi, Ont.

---

# Gillard's Sauce Gillard's Pickle

Is still the best and cheapest. The most delicious English pickle made.

AS SUPPLIED TO

HIS MAJESTY THE KING

AND

HIS ROYAL HIGHNESS THE PRINCE OF WALES, K.G., Etc.

Sole Proprietors:

## GILLARD & CO., Limited, LONDON, ENG.

---

# CANDY IS KING

at this season of the year. Don't put off ordering too long. Give your order to the manufacturer **now**, and if possible give it to **us.**

See our "Prince of Wales" Bon Bons, and "Prince of Wales" Chocolates—something new, in fancy boxes.

# The Canada Biscuit Co., LIMITED

KING ST. WEST AND BATHURST ST., CARS PASS OUR WORKS.

**KING and BATHURST STS., TORONTO.**

# It Stands for Quality.

Surely and steadily the quality of ST. LAWRENCE GRANULATED is being recognized by the consumer. The fine even grain and exquisite white color have made it the most popular wherever and whenever it is compared with other makes. You do not need to take this statement for it, you can test the question yourself. Get a barrel of each kind, put them under the closest scrutiny, and ST. LAWRENCE will come out on top. Our Yellows have long been recognized as the best that have been produced. When next buying Sugar keep in mind the

# ST. LAWRENCE

brand and buy it. You will get the finest Sugar made, not only in Canada but everywhere.

## WE HAVE RECEIVED INTO STORE THIS WEEK:

Filiatras Currants (D. Schisas) Quarter-Cases.
Filiatras Currants " Half-Cases.
Vostizza Currants, Half-Cases.
Bevan's Three-Crown Loose Muscatels.
Griffin & Skelley Santa Clara Prunes.

**F. J. CASTLE - OTTAWA.**

Established 1845 MODERN MACHINERY, UP-TO-DATE METHODS Established 1845




1 and 2-lb. Tins.

**S. H. & A. S. EWING'S**

HIGH-GRADE

# COFFEE and SPICES

"The goods that have stood the test of time."
"The perfected products of 57 years' study and experience."
(Have you seen the new ¼ Spice package "Prince of Wales'" brand? Write for sample.)

**S. H. & A. S. EWING,** Montreal Coffee and Spice Steam Mills, 55 Cote St., MONTREAL, P.Q.

Xmas

# HOLIDAY ORANGES

1902.

JAMAICA
MEXICAN
FLORIDA
VALENCIA
CALIFORNIA

You will be wise to obtain our prices before purchasing elsewhere. Can furnish any quantity.
We are in better position than ever to quote

## *LOWEST MARKET PRICE.*

**WIRE, WRITE, or call us by TELEPHONE**
Warehouse 'Phone, Main 3394. Office 'Phone, Main 645.

# McWILLIAM & EVERIST

25 and 27 Church Street TORONTO.

# THE OFFICE

DEVOTED TO THE OFFICE STAFF OF BUSINESS ESTABLISHMENTS.

### "MAKING THE PLACE."

IN times of great political excitement a motion to "suspend rules" is in order. In time of stress, when a young man is seeking to earn a livelihood, we suggest that he suspend the rule of looking about for a position and see what he can do to fill a need unknown or unrecognized.

Where a definite routine of labor is involved it is easy to secure help, and those positions are usually filled, with a waiting list behind each. But there are labors to be performed, work to be done, skill of hands or alertness of mind or grasp of some "How" that requires a person of peculiar fitness, but which that person must himself discover and to which he must fit himself.

There is room in every factory for more "help" than there is. Every office could find employment for the extraordinary help which is wanted (unconsciously, no doubt) additional to what there is. The young man who is hunting for a position had better give up his quest and see if he can't make place for himself where his peculiar manner of doing things, or fitness for certain operations, or talent for creating, may find useful application. To such we would say, go to a merchant or manufacturer or manager and show him where you fit into his affairs, wherein you can serve him to his profit, and you won't get anything but an interested hearing. If you go to those same men asking if there is a vacant place, involving known factors or detail or routine, you are quite sure to meet the ready "No." To-day's business genius makes his place and fills it by the very force of his capacity to do something better or differently from others (which, not infrequently, is all that is required to make it better) and to point out just where he could step in and fit, he will secure a speedy recognition and success will follow as surely as day follows night. Every man knows what he wants, but every man doesn't know what others want. Learn that and meet the demand.

### MISDIRECTED MAIL MATTER.

Out of an annual total of four thousand million of pieces of mail matter sent in Great Britain, ten millions were not delivered owing to defective addresses. The loss incident to these millions of errors would sustain a hospital for broken promises. Not merely is a two-cent stamp wasted when a letter goes astray, but we know the widespread collateral losses often involved even in a single case of non-delivery. Concentrated attention to the moment's work would prevent most of the waste inclusive under misdirected mail; and it seems a pity that an instant's mind wandering, or the quick carelessness of a wobbling pen should be permitted to do so much harm.

### OFFICE ACCESSORIES.

Hart & Riddell, manufacturing stationers, Wellington street, Toronto, are introducing the Opalla Loose-Leaf Ledgers. The cut below shows the new office device



unlocked ready for removal or insertion of sheets. The Opalla Loose-Leaf Ledger works easier, looks better, lasts longer and costs less than any other expanding ledger.

Its object is to eliminate all inactive, closed or dead accounts, transferring them to a transfer ledger where sheets can be kept in their same relative position ready for reference at all times, leaving the current ledger free from all except active accounts.

In the loose-leaf ledger the account is always under the proper tab, as the index is distributed through the entire ledger in the proper order, saving time. The insertion and removal of its sheets makes of the loose leaves a perpetual ledger.

### UTILITY OF WANT BOOK.

How many dealers are there who keep a "Want Book?" A want book is practically a ledger made up from the stock account and shows at a glance what may be needed. Dealers frequently fall into a habit, and a very careless one it is, of waiting until a traveller comes along, and then going over his stock in a listless sort of a way with the object of finding out what is needed. What they need most of all is a record of what they want or are likely to want at any given date. If goods in any line run low, or there is apt to be a demand for them in excess of present supplies, jot the item down on the book and see that they are ordered at the first opportunity. Don't wait for the traveller to point out your necessities, although he is a very valuable assistant in your line of business at times, and is always worth cultivating for the knowledge that's in him, but use the book as a sort of automatic memory and look into it at regular intervals. No one can be expected to remember all the daily wants that come up for filling.

### ABOUT OUR "WANT COLUMN."

We have every disposition to aid such of our friends as happen to be seeking positions. Many employers are reading our papers and we consider we can best serve all concerned by inserting advertisements of "Situations Wanted" under such headings. We are doing this and here call particular attention to the fact, believing that the wanted and wanting may come together to mutual advantage if they will use the columns of our magazines for their purposes.

To those who wish to employ office help our columns offer opportunities to reach a very large audience of interested, intelligent workers.

If you are buying general publicity, of if you wish to place your goods before every class of business men through a medium which brings immediate returns, "The Office" is the place for your advertisement.

It points the way to the placing of your story to more than 25,000 thrifty and progressive business men in prosperous sections each month at a rate much lower than is offered by any other similar paper in Canada. Business men line up, and we will show you what we can do for you!

ESTABLISHED 1855
TAYLOR'S
FIRE & BURGLAR
SAFES
HAVE MANY PATENTED IMPROVEMENTS
NOT FOUND IN OTHER MAKES
THAT WILL WELL REPAY AN
INVESTIGATION
BY THOSE WHO DESIRE TO SECURE
THE BEST SAFE
J. & J. TAYLOR.
TORONTO SAFE WORKS.
TORONTO.
MONTREAL VANCOUVER
WINNIPEG VICTORIA

**POINTER FOR BUSY MEN.**

A SHORT TALK
BY
LONG DISTANCE TELEPHONE
OFTEN SAVES
A LONG WAIT.
TRY IT.

**THE BELL TELEPHONE CO. OF CANADA.**

**Wrapping Papers**
**that give satisfaction.**

Our paper always does on account of its toughness and durability which prevents accidental tearing

**CANADA PAPER CO., Limited**
TORONTO and MONTREAL.

**WESTERN** Incorporated 1851
**ASSURANCE COMPANY**

**Fire and Marine**

| | | |
|---|---|---|
| Capital | - | $2,000,000.00 |
| Assets, over | - | 2,900,000.00 |
| Annual Income | | 3,000,000.00 |

Head Office: TORONTO, ONT.

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President.
C. C. Foster, Secretary.

THE TIME TO INSURE IS **NOW** While you are WELL, STRONG and INSURABLE.

**The Confederation Life**

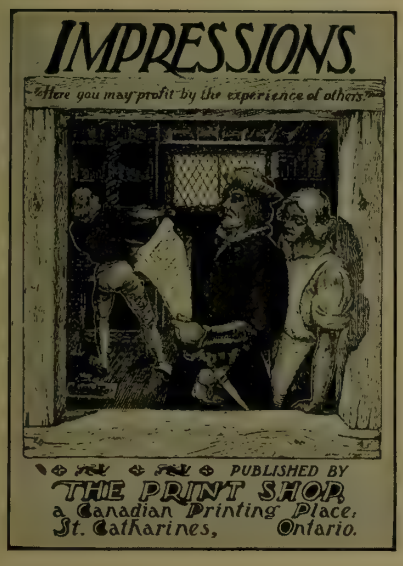
ASSOCIATION issues policies on all approved plans of insurance, and is a prosperous and progressive Canadian Company.

**PROTECTION FOR YOUR FAMILY. PROFITABLE INVESTMENT FOR YOURSELF.**

Pamphlets and full information sent on application.

W. H. BEATTY, ESQ., President. | W. D. MATTHEWS, ESQ., Vice-President. | FREDERICK WYLD, ESQ., Vice-President. | W. C. MACDONALD, Actuary. | J. K. MACDONALD, Managing Director.

**Head Office, - - Toronto.**




**The Right Hand of the Sales Department.**

From time to time the Print Shop of St. Catharines has issued a little magazine known as "Impressions" advocating good printing and advertising.

It has met with so much success that we have decided to issue it every month and embody in its table of contents each issue special features by experts on the various phases of advertising; for instance, in the January number will be found:

Cover design by Gatchel & Manning, of Philadelphia.

The Follow Up System for Advertisers by J. B. Hendrickson, the card index expert of Rochester. To the advertiser who is unacquainted with this plan this article is worth many times the subscription price. It contains information that has cost a number of firms hundreds of dollars to find out.

A Criticism of Trade Paper Advertising by Lillian Gertrude Keyes, of New York. Miss Keyes, who conducts the campaign of advertising for the Semi-Ready Clothing Company is certainly an authority whose articles will be of great value to all advertisers.

As I See It by E. St. Elmo Lewis, of Philadelphia. A great many of you have "asked Lewis about it," and you found his advice sound.

All of which should prove to be a wonderful help to your sales department.

When you consider that this publication is issued by the Print Shop, whose work as printers of De Luxe editions of advertising is so well known, it is a guarantee that each issue will inspire readers to do better and more profitable work along advertising lines.

In fact, do you know where you could spend a dollar to better advantage. Just fill out one of the coupons and send it in.

**THE PRINT SHOP, ST. CATHARINES, ONT.**

Kindly send sample copy of "Impressions" at no cost to me.

Name.....

Street.....

Town.....

Province.....

Enclosed find $1 for which send "Impressions" for one year to

Name.....

Street.....

Town.....

Province.....

# EVERYTHING

comes to the man who

# WAITS,

but **Robinson's Patent Barley**

and **Robinson's Patent Groats**

have stood the test of over ninety years, and are now being sold by almost every reliable Grocer in Canada.

Don't **WAIT** until you are asked for them, but stock these Foods **NOW**.


## Current Market Quotations for Proprietary Articles

December 4, 1902.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. of a change is made, either an advance or decline, it is referred to in the market reports, as a matter of news whether manufacturers request it or not.

### BAKING POWDER.

| Cook's Friend— | Per doz. |
|---|---|
| Size 1, in 2 and 4 doz. boxes | $ 4 40 |
| " 10 , in 4 doz. boxes | 2 10 |
| " 2 in 6 " | 80 |
| " 12, in 6 " | 70 |
| " 3, in 4 " | 45 |
| Pound tins, 3 doz. in case | 3 00 |
| 12oz. tins, 3 " " | 2 40 |
| 5-lb. tins, 2s " " | 14 00 |

| Diamond— W. H. GILLARD & CO | |
|---|---|
| 1 lb. tins, 2 doz. in case.....per doz. | 3 00 |
| ½ lb. tins, 3 " " " | 1 25 |
| ¼ lb. tins, 4 " " " | 0 75 |

IMPERIAL BAKING POWDER.

| Cases. | Sizes | Per Doz. |
|---|---|---|
| 4 doz. | 10c. | $0 85 |
| 3 " | 6-oz. | 1 75 |
| 1 " | 12-oz. | 3 50 |
| 2 and 3 doz. | 12-oz. | 3 40 |
| 2 and 3 doz. | 16-oz. | 4 35 |
| ½ doz. | 2½-lb. | 10 50 |
| 1 doz. | 2½-lb. | 10 40 |
| ½ and 1 doz. | 5-lb | 19 50 |

MAGIC BAKING POWDER




| Cases. | Sizes. | Per Doz. |
|---|---|---|
| 4 doz. | 5c. | $ 40 |
| 4 " | 4-oz. | 60 |
| 4 " | 6-oz. | 75 |
| 4 " | 8-oz. | 95 |
| 4 " | 12-oz. | 1 40 |
| 2 " | 12 oz. | 1 45 |
| 4 " | 16-oz. | 1 65 |
| 2 " | 16-oz. | 1 70 |
| 1 " | 2½-lb. | 4 0 |
| 1 " | 5-lb | 7 30 |
| 2 " | 6-oz. } | Per case. |
| 1 " | 12-oz. } | $4 55 |
| 1 " | 16-oz. } | |

JERSEY CREAM BAKING POWDER

| | |
|---|---|
| ⅛ size, 5 doz. in case | 40 |
| ⅛ size, 4 doz. in case | 75 |
| ½ " 3 " " | 1 25 |
| 1 " 2 " " | 2 25 |

VIENNA BAKING POWDER.

| | Per doz. |
|---|---|
| 1 lb. tins, 4 doz. in box | $2 25 |
| ½ lb. tins, 4 " " | 1 25 |
| ¼ lb. tin , 4 " " | 75 |
| 3 oz. in paper, 4 doz. in box | 70 |
| 5 " " 4 " " | 35 |

### BLACKING.

SHOE POLISH.

| HENRI JONAS & Co. | Per gross |
|---|---|
| Jonas' | $9 00 |
| Froments | 7 50 |
| Military dressing | 24 00 |

### BLUE.

| | |
|---|---|
| Keen's Oxford per lb | $0 17 |
| In 10 box lots or case | 0 16 |
| Reckitt's Square Blue 12-lb. box | 0 17 |
| Reckitt's Square Blue, 5 box lots | 0 16 |
| Gillett's Mammoth, boxe , 1 gross | 9 00 |
| Nixey's "Cervus" in squares, per lb. | 0 16 |
| " " in bags, per gross | 1 25 |
| " " in pepper boxes, according to size | 0 02 0 10 |

### BLACK LEAD.

| | |
|---|---|
| Reckitt's per box | 1 15 |
| Box contains either 1 gro., 1 oz. size: ½ gro., 2 oz. or ¼ gro. 4 oz. | |
| Nixey's refined, per 9 lb. box of 12 1 doz. chip boxes | 1 50 |
| Nixey's, as supplied the King, per 9-lb. box of 12 doz. block | 1 50 |
| Nixey's Silver Moonlight Stove Polish, in blocks 13-3 and 6-oz. size. Full price list on application. | |

### BOECKH'S CORN BROOMS.

| UNITED FACTORIES, LIMITED. | doz. net. |
|---|---|
| Bamboo Handles, A, 4 strings | 4 35 |
| " " B, 4 strings | 4 10 |
| " " C, 3 strings | 3 85 |
| " " D, 3 strings | 3 60 |
| " " F, 3 strings | 3 35 |
| " " G, 3 strings | 3 10 |
| " " I, 3 strings | 2 85 |

### BISCUITS.

CARR & CO. LIMITED.
Frank Magor & Co., Agents

| | |
|---|---|
| Cafe Noir | 0 15 |
| Ensign | 0 12¾ |
| Metropolitan mixed | 0 09 |

### CANNED GOODS.

MUSHROOMS.
HENRI JONAS & Co.

| | |
|---|---|
| Mushrooms, Rione | $15 50 |
| " 1st choice Dutheil | 18 50 |
| " 1st choice Lenoir | 19 50 |
| " extra Lenoir | 22 00 |
| Per case, 100 tins. | |

FRENCH PEAS—DELORY'S
HENRI JONAS & Co.

| | |
|---|---|
| Moyen's No 2 | $9 00 |
| " No. 1 | 10 50 |
| ½ Fins | 12 50 |
| Fins | 14 00 |
| Tres fins | 15 00 |
| Extra fins | 16 50 |
| Sur extra fins | 18 00 |

FRENCH SARDINES.
HENRI JONAS & Co.

| | |
|---|---|
| ¼ Trefavennes | $9 50 |
| ¼ Rolland | 9 50 10 00 |
| ¼ Delory | 10 50 |
| ¼ Club Alpins | 2 50 |

### CHOCOLATES & COCOAS.

| Cocoa—THE COWAN CO LIMITED. | per lb. |
|---|---|
| Hygienic, 1-lb. tins, per doz | $7 25 |
| " ½-lb. tins " | 3 75 |
| " ¼-lb. tins " | 2 25 |
| " fancy tins " | 0 90 |
| Hygienic, 5-lb tins, for soda water fountains, restaurants, etc. per lb | 0 55 |
| Perfection, ½-lb. tins, per doz | 3 00 |
| Cocoa Essence, sweet, ½-lb. tins, per doz | 2 25 |
| Chocolate— | per lb. |
| Queen's Dessert, ⅓'s and ½'s | $0 40 |
| " " 6's | 0 42 |
| Mexican Vanilla, ⅓'s and ½'s | 0 35 |
| Royal Navy Rock " " | 0 30 |
| Diamond " " | 0 25 |
| " 8 s | 0 28 |

| Chocolate— FRY'S. | per lb. |
|---|---|
| Caracoas, ⅓'s, 6-lb. boxes | 0 42 |
| Vanilla, ⅓'s | 0 42 |
| "Gold Medal" Sweet, ⅓'s, 6 lb. bxs | 0 29 |
| Pure, unsweetened, ½'s, 6 lb. bxs | 0 42 |
| Fry's "Diamond," ⅓'s, 14 lb. bxs | 0 24 |
| Fry's "Monogram," ⅓'s 14 lb. bxs | 0 24 |

| Cocoa— | per doz |
|---|---|
| Concentrated, ⅓'s 1 doz. in box | 2 40 |
| " ⅓'s, " | 4 50 |
| " 1 lbs. " | 8 25 |
| Homoeopathic, ⅓'s 14 lb. boxes | |
| " ⅓ lbs. 12 lb. boxes | |
| Epps's cocoa, case of 14 lbs., per lb. | 0 35 |
| Smaller quantities | 0 37½ |

JOHN P. MOTT & CO.'s
R. S. McIndoe, Agent, Toronto.

| | |
|---|---|
| Mott's Broma per lb | 0 30 |
| Mott's Prepared Cocoa | 0 28 |
| Mott' Homeopathic Cocoa (¼'s) | 0 12 |
| Mott's Breakfast Cocoa (in tins) | 0 40 |
| Mott's No. 1 Chocolate | 0 30 |
| Mott's Breakfast Chocolate | 0 28 |
| Mott's Caracoas Chocolate | 0 40 |
| Mott's Diamond Chocolate | 0 23 |
| Mott's French-Can. Chocolate | 0 18 |
| Mott's Navy or Cooking Chocolate | 0 28 |
| Mott's Cocoa Nibbs | 0 35 |
| Mott's Cocoa Shells | 0 06 |
| Vanilla Sticks, per gross | 0 90 |
| Mott's Confectionery Chocolate | 0 21 0 43 |
| Mott's Sweet Chocolate Liquors | 0 19 0 30 |

CADBURY'S.
Frank Magor & Co., Agents. per doz.

| | |
|---|---|
| Cocoa essence, 3 oz. packages | $1 65 |
| Mexican chocolate, ⅛ and ⅓ lb. pkgs. | 0 40 |
| Rock Chocolate, loose | 0 40 |
| " " 1-lb. tins | 0 42 |
| Nibs, 11-lb. tins | 0 35½ |

WALTER BAKER & Co., LIMITED.

| | per lb. |
|---|---|
| Premium No. 1 chocolate, 2-lb boxes | $ 32 |
| Vanilla chocolate 6-lb boxes | 47 |
| German sweet, 6-lb. boxes | 27 |
| B'kfast cocoa, ½-lb. tins, plain ; 6-lb. boxes | 51 |
| Cracked cocoa, ½-lb pkgs. 12-lb. bxs. | 35 |
| Caracas sweet chocolate, 6-lb. boxes | 37 |
| Soluble chocolate (hot or cold soda) 1-lb. cans | 45 |
| Vanilla chocolate wafers, 48 to box, per box | 1 50 |

### COCOANUT.

L. SCHEERP Co.

| | per lb |
|---|---|
| 1-lb. packages, 15 and 30-lb. cases | $0 26 |
| ½-lb. " " " " | 0 27 |
| ¼-lb. " " " " | 0 28 |
| ½ and 1-lb. pkgs., assorted, 15 and 30-lb. cases | 0 26½ |
| ¼ and ½-lb. pkgs. assorted, 15 and 30-lb. cases | 0 27½ |
| 5c. package, 4 doz. in case, per doz. | 0 45 |

CHEESE.

| | |
|---|---|
| Imperial—Large size jars, per doz | $ 8 50 |
| Medium size jars | 4 50 |
| Small size jars | 2 40 |
| Individual size jars | 1 00 |
| Imperial Holder—Large size | 18 00 |
| Medium size | 15 00 |
| Small size | 12 00 |
| Roquefort—Large size, per doz | 2 40 |
| Small size | 1 40 |

"THE EDWARDSBURG BRANDS"

# Starch

. . and Syrup

Are well known all over the Dominion as a STANDARD OF QUALITY. ASSORTED STOCKS of all styles of packages now on hand, and PROMPT SHIPMENT guaranteed.

EDWARDSBURG STARCH CO'Y, Limited

Established 1858.

164 St. James St., MONTREAL. Works: CARDINAL, ONT. 53 Front St. East, TORONTO


## COFFEE.

JAMES TURNER & CO.

| | per lb. |
|---|---|
| Mecca | 0 32 |
| Damascus | 0 28 |
| Cairo | 0 20 |
| Sirdar | 0 17 |
| Old Dutch Rio | 0 12½ |

E. D. MARCHAU, Montreal. per lb.

| | |
|---|---|
| "Old Crow" Java | 0 25 |
| " Mocha | 0 25 |
| "Condor" Java | 0 30 |
| " Mocha | 0 30 |
| 15-year-old Mandheling Java and hand-picked Mocha | 0 50 |
| 1-lb. Fancy tins choice pure coffee, 48 tins per case | 0 20 |
| Madam Huot's Coffee, 1-lb. tins | 0 31 |
| " " " 2-lb. tins | 0 30 |

100 lb. delivered in Ontario and Quebec.

## CONDENSED MILK.




Borden's Condensed Milk Co.

| | |
|---|---|
| "Eagle" Brand | $1 65 |
| "Gold Seal" Brand | 1 30 |
| "Peerless" Brand Evaporated Cream | 1 20 |

## CLOTHES PINS.

UNITED FACTORIES LIMITED.

| | |
|---|---|
| Clothes Pins (full count), 5 gross in case, per case | 0 57 |
| 4 doz. packages 12 to a case) | 0 72 |
| 6 doz. packages (12 to a case) | 0 92 |

## COUPON BOOKS—ALLISON'S

For sale in Canada by—The Eby, Blain Co., Limited, Toronto C. O. Beauchemin & Fils, Montreal

$1, $2 $3, $5. $10 and $20 books.

| | Unnumbered | Covers and Coupons numbered. |
|---|---|---|
| In lots of less than 100 books, 1 kind assorted | 4c. | 4½c. |
| 100 to 500 books | 3½c. | 4c. |
| 500 to 1,000 books | 3c. | 3½c. |

Allison's Coupon Pass Book

| | |
|---|---|
| 1 00 books | 3 cents each |
| 2 00 books | 3 cents each |
| 3 00 books | 3 cents each |
| 5 00 books | 4 cents each |
| 10 00 books | 5½ cents each |
| 15 00 books | 6½ cents each |
| 20 00 books | 7½ cents each |
| 25 00 books | 8 cents each |
| 50 00 books | 12 cents each |

## EXTRACTS.

HENRI JONAS & Co. Per gross.

| | |
|---|---|
| 8 oz. London Extracts | $6 00 |
| 2 oz. " " (no corkscrews) | 5 50 |
| 2 oz. " " | 9 00 |
| 2 oz. Spruce essence | 6 00 |
| 2 oz. " | 9 00 |
| 2 oz. Anchor extracts | 12 00 |
| 4 oz. " " | 21 00 |
| 1 oz. " " | 36 00 |
| 1 lb. " " | 70 00 |
| 1 oz. Flat " | 9 00 |
| 2 oz. Flat bottle extracts | 18 00 |
| 2 oz. Square " | 21 00 |
| 4 oz. " " corked) | 36 00 |
| 8 oz. " " " | 72 00 |

Per doz.

| | |
|---|---|
| 8 oz. " glass stop extracts | 3 50 |
| 8 oz. " " | 7 00 |

Per doz.

| | |
|---|---|
| 2½ oz. Round quintessence extracts | 2 00 |
| 4 oz. Jockey decanters " | 3 50 |

## FOOD.

| | Per doz. |
|---|---|
| Robinson's Patent Barley ½ lb tins | 1 25 |
| " " " 1 lb. tins | 2 25 |
| " " Groats, ½ lb. tins | 1 25 |
| " " " 1 lb. tins | 2 25 |

## GINGER ALE & SODA WATER

per doz.

| | |
|---|---|
| Cantrell & Cochrane's Imported Ginger Ale and Club Soda Water | $1 40 |

## JAMS AND JELLIES.

SOUTHWELL'S GOODS. per doz

Frank Magor & Co., Agents.

| | |
|---|---|
| Orange Marmalade | 1 50 |
| Clear Jelly Marmalade | 1 50 |
| Strawberry W. F. Jam | 2 00 |
| Raspberry " " | 2 00 |
| Apricot " " | 1 75 |
| Black Currant " | 1 85 |
| Other Jams, W. F. | 1 55 1 90 |
| Red Currant Jelly | 2 75 |

Jams— T. UPTON & CO.

| | |
|---|---|
| 12-oz. glass jars, per doz | $0 95 |
| 1 lb. glass jars 2 doz. in case, per doz | 1 50 |
| 2½-lb. tin pail, 2 doz. in crate, per lb. | 0 09 |
| 5-lb. tin pails, 8 pails in crate, per lb | 0 06 |
| 7-lb wood pails, 6 " " " | 0 06 |
| 14-lb. wood pails, per lb | 0 06 |
| 30-lb " " " | 0 06 |

Jellies—

| | |
|---|---|
| 1-lb. glass jars, per doz | $1 50 |
| 7-lb. wood pails, per lb | 0 09 |
| 14-lb. " " " | 0 09 |
| 30-lb. " " " | 0 09 |

## LICORICE.

YOUNG & SMYLIE'S LIST.

| | |
|---|---|
| 5-lb. boxes, wood or paper, per lb | $0 40 |
| Fancy boxes (36 or 50 sticks) per box | 1 25 |
| "Ringed" 5 lb. boxes, per lb | 0 40 |
| "Acme" Pellets, 5 lb. cans, per can | 2 00 |
| "Acme" Pellets, fancy boxes 40) per box | 1 50 |
| Tar, Licorice and Tolu Wafers, 5 lb. cans, per can | 2 00 |
| Licorice Lozenges, 5 lb. glass jars | 1 75 |
| " " 20 5 lb. cans | 1 50 |
| "Purity" Licorice 10 sticks | 1 45 |
| " " 100 sticks | 0 73 |

Dulce large cent sticks, 100 in box

## LIQUORS.

COGNAC IN CASES.

Ph. Richard.

| | |
|---|---|
| S.O. Quarts, 12's | $22 50 |
| F.C. " " | 15 00 |
| F.C. 1-15 bottles, 180's | 2 00 |
| V.S.O.P. " " | 12 00 |
| V.S.O.P. pints, 24's | 13 00 |
| V.S.O.P. ½-pints, 48's | 14 00 |
| V.S.O.P. 1-15 bottles, 180's | 20 00 |
| V.S.O. quarts, 12's | 10 00 |
| V.S.O. 1-15 bottles, 180's | 18 00 |
| V.O. quarts, 12's | 8 50 |
| V.O. pints, 24's | 9 50 |
| V.O. ½-pints, 48's | 10 50 |
| V.O. 1-15 bottles, 180's | 14 00 |
| V.O. decanters, 12's | 0 50 |
| V.O. " pints, 20's | 13 00 |
| V.O. flasks, Imp. pints, with thumblers | 9 75 |
| V.O. " Reputed " " 24's | 10 50 |
| V.O. " " no " " 24's | 9 50 |

Chas. Couturier.

| | |
|---|---|
| Quarts, 12's | 7 00 |
| ½ bottles, 24's | 8 00 |
| ¼ " 48's | 9 00 |
| 1-15 bottles, 180's | 13 50 |
| Flasks, 24's | 8 00 |
| ½ Flasks, 48's | 9 00 |
| Flasks Imperial pints, Corpsule, 16's | 8 00 |

F. Marion & Cie.

| | |
|---|---|
| Quarts, 12's | 6 00 |
| ½ bottles, 24's | 7 00 |
| ¼ " 48's | 8 00 |
| Flasks, reputed 24's | 7 00 |
| Flasks, ½-pints, 48's | 8 00 |
| 1-15 bottles, 180's | 12 50 |
| Flasks, Imp. pints with thumblers, 16's. | 8 00 |

Cognac In Wood.

Ph. Richard.

| | Gals. | ½ Oct's. | Oct's. | Bbls. | Hhds |
|---|---|---|---|---|---|
| Couturier | $4 00 | $3 95 | $3 85 | $3 80 | .... |
| Marion | 3 75 | 3 60 | 3 50 | 3 40 | .... |
| Ph Richard V.S.O.P | 5 50 | 5 35 | 5 25 | 5 00 | .... |
| Richard V.O. proof | 4 25 | 10 | 4 00 | 3 90 | 3 |
| Richard 5 up. proof V. O. | 4 00 | 3 80 | 3 70 | 3 50 | 3 40 |
| Richard Fine champagne | 6 00 | 5 90 | .... | .... | .... |

Gin—Pollen & Zoon, in Cases.

| | |
|---|---|
| Red, 15's | $ 0 00 |
| Green, 12's | 5 00 |
| Poney, 12's | 2 50 |

Gin Pollen & Zoon, in Wood.

| | Gals. | ½ Oct's. | Oct's. | Bbls. | Hhds. |
|---|---|---|---|---|---|
| Gin, P. & Z. | $3 15 | $3 05 | $3 05 | $3 00 | $2 95 |

Mitchell Bros. Limited Scotch.

| | 1 case. | 5 cases. |
|---|---|---|
| Heather Dew, ordinary qts. 12's | $ 7 00 | $ 6 75 |
| Heather Dew, stone jars, Imperial, 12's | 12 50 | 12 25 |
| Heather Dew, oval flasks, quart, 12's | 11 25 | 11 00 |
| Special Reserve, oval, pts. 24s | 11 75 | 11 50 |
| " " ordinary qts., 12's | 9 00 | 8 75 |
| Special Reserve, ½ bottles, pints, 24s | 10 00 | 9 75 |
| Extra Special Liqueur, flagon, 12's | 9 50 | 9 25 |
| Extra Special Liqueur, ordinary bottles, 12's | 9 50 | 9 25 |
| Heather Dew, flasks, 48's | 12 00 | 11 75 |
| " " ½ flasks, 60's | 9 00 | 8 75 |
| Mullmore, Imperial oval quart flasks, 12's | 10 00 | 9 75 |
| Mullmore, flasks, Imperial pints, 24's | 10 50 | 10 25 |
| Mullmore, flasks, ordinary pints, 24's | 7 75 | 7 50 |
| Mullmore, ½ flasks, ordinary, 48's | 9 00 | 8 75 |
| Mullmore, ordinary quarts, 12's | 6 50 | 6 25 |
| Mullmore ordinary pints 24's | 7 50 | 7 25 |

Scotch Whisky in Wood.

| | Gals. | ½ Oct's. 9gals. | Oct's. 17gals. | Bbls 40gals. |
|---|---|---|---|---|
| Special Reserve | $4 50 | $4 25 | $4 15 | $3 90 |
| Heather Dew "A" | 4 00 | 3 85 | 5 | 3 65 |


RECKITT'S Blue and Black Lead {ALWAYS GIVE YOUR CUSTOMERS SATISFACTION

| | | | | |
|---|---|---|---|---|
| Extra Special Liqueur | 5 00 | 4 90 | 4 80 | 4 75 |
| Old Scotch | 3 75 | 3 70 | 3 65 | 3 50 |

Whiskey in Cases.
Mitchell Bros., Limited—Irish

| | |
|---|---|
| Cruiskeen Lawn, stone jar, 12's | $12 50 |
| Old Irish, flasks, Imp. quarts, 12's | 11 25 |
| " Special, quarts, 12's | 9 00 |
| " " Imp. pints, 24's | 11 75 |
| " round bottles, quarts, 12's | 6 50 |
| " round ½-bottles, pints, 24's | 8 00 |
| " 10-oz. flasks, 48's | 12 00 |
| " 5-oz. flasks, 60's | 9 00 |

Irish Whiskey in Wood.

| | Gal. | ½-Oct. | Oct. | Bbl. |
|---|---|---|---|---|
| Mitchell, "Special Old" | $4 50 | $4 40 | $4 25 | $4 10 |
| Mitchell, "Old" | 4 00 | 3 90 | 3 75 | 3 65 |
| " "B" | 3 50 | 3 40 | 3 30 | 3 25 |
| " "C" | 3 00 | 2 | 2 80 | 2 75 |

Champagne Wine in Cases.

| | |
|---|---|
| Duc de Pierland, quarts, 12's | $14 00 |
| " pints, 24's | 15 00 |
| Cardinal, quarts, 12's | 12 50 |
| " pints, 24's | 13 50 |
| Vve. Amiot Carte d'Or, quarts, 12's | 16 00 |
| " " pints, 24's | 17 00 |
| " " d'Argent, quarts, 12's | 10 50 |
| " " pints, 24's | 11 50 |

Blandy Bros Wine.
Blandy's Madeira Wine, in cases.

| | |
|---|---|
| Very Superior, quarts, 12's | 8 50 |
| Special Selected, quarts, 12's | 10 00 |
| London Particular, quarts, 12's | 13 00 |

Blandy's Malaga, in cases.

| | |
|---|---|
| Pale Sweet Blue Label, quarts, 12's | 7 50 |
| " White Label, quarts, 12's | 10 00 |

Blandy's Sherry, in cases.

| | |
|---|---|
| Manzanilla, quarts, 12's | 8 50 |
| Morosa, quarts, 12's | 11 00 |

Blandy's Port Wine, in cases.

| | |
|---|---|
| Good Fruity, quarts, 12's | 7 50 |
| Invalid Special, quarts, 12's | 12 00 |

Blandy Bros'. Wine in Wood.

| | Gal. | Octave. |
|---|---|---|
| Madere, No. ½ | $3 50 | $3 00 |
| " No. ¾ | 4 50 | 4 00 |
| Malaga Pale Sweet | 3 00 | 2 75 |

Canadian Whishies. In barrels. per gal.

| | |
|---|---|
| Gooderham & Worts, 65 O.P. | $ 4 50 |
| Hiram Walker & Sons " | 4 50 |
| J. P. Wiser & Son " | 4 49 |
| J. E. Seagram " | 4 49 |
| H. Corby " | 4 49 |
| Gooderham & Worts, 50 O.P. | 4 10 |
| Hiram Walker & Sons " | 4 10 |
| J. P. Wiser & Son " | 4 09 |
| J. E. Seagram " | 4 09 |
| H. Corby " | 4 09 |
| Rye, Gooderham & Worts | 2 20 |
| " Hiram Walker & Sons | 2 20 |
| " J. P. Wiser & Son | 2 19 |
| " J. E. Seagram | 2 19 |
| " H. Corby | 2 19 |
| Imperial, Walker & Sons | 2 90 |
| Canadian Club, Walker & Sons | 3 60 |

Less than one bbl. per gallon.

| | |
|---|---|
| 65 O. P. | $4 55 |
| 50 O. P. | 4 15 |
| Rye | 2 25 |

## LYE (CONCENTRATED).

GILLETT'S PERFUMED.

| | Per case. |
|---|---|
| case of 4 doz | $ 3 60 |
| 3 cases " | 3 50 |
| 5 " | 3 40 |

## MINCE MEAT.

| | |
|---|---|
| Wethey's Condensed, per gross net | $12 00 |
| " per case of doz. net | 3 00 |

## MUSTARD.

COLMAN'S OR KEEN'S.

| | |
|---|---|
| D. S. F., ¼ lb. tins, per doz. | $1 40 |
| " ½ lb. tins, " | 2 50 |
| " 1 lb. tins, " | 5 00 |
| Durham 4 lb. jar, per jar | 0 75 |
| " 1 lb. " " | 0 25 |
| F. D., ¼ lb. tins, per doz. | 0 85 |
| " ½ lb. tins | 1 45 |

HENRI JONAS & Co.

| | Per gross |
|---|---|
| Pony size | $7 50 |
| Imperial, medium | 9 00 |
| Imperial, large | 12 00 |
| Tumblers | 12 00 |

| | Per gross |
|---|---|
| Mugs | 13 20 |
| Pint jars | 18 00 |
| Quart jars | 4 00 |

E. D. MARCEAU, Montreal.

| | | |
|---|---|---|
| "Condor," 12-lb. boxes— | | |
| ¼-lb. tins | per lb. | 0 35 |
| ½-lb. tins | " | 0 33 |
| 1-lb. tins | " | 0 32½ |
| 4-lb. jars | per jar | 1 20 |
| 1-lb. jars | " | 0 35 |
| "Old Crow," 12-lb. boxes— | | |
| ¼-lb. tins | per lb. | 0 25 |
| ½-lb. tins | " | 0 23 |
| 1-lb. tins | " | 0 22½ |
| 4-lb. jars | per jar | 0 70 |
| 1-lb. jars | " | 0 25 |

## OLIVE OIL

| | per case |
|---|---|
| Barton & Guestier's quarts | $8 00 |
| " pints | 9 00 |

## ORANGE MARMALADE.

T. UPTON & CO.

| | |
|---|---|
| 1-lb. glass. 2 doz. case, per doz. | $1 00 |
| 7-lb. pails and 5 lb. tins | 0 06 |
| 14 and 30-lb. pails | 0 06 |

## PICKLES.

STEPHENS'.

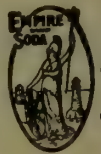
A. P. Tippet & Co., Agents.

| | |
|---|---|
| Patent stoppers (pints) per doz. | 2 30 |
| Corked (pints), " | 1 90 |

## SODA.—COW BRAND.




Case of 1 lbs. containing 60 pkgs. per box, $3.00
Case of ½ lbs. (containing 120 pkgs. per box, $3.00.
Case of 1 lbs. and ½ lbs. (containing 30 1 lbs. and 60 ½ lb. packages) per box, $3.00.
Case of 5c. pkgs (containing 96 pkgs) per box, $3.00.




EMPIRE BRAND.
Brunner, Mond & Co.
Case 120 ½-lb. pkts. (60 lb.) per case $2 70.
Case 96 10-oz. pkts. (60 lb.) per case $2.80.

"MAGIC" BRAND.

| | | per case |
|---|---|---|
| No. 1, cases, 60 1-lb. packages | | 2 75 |
| " 2, " 120 ½-lb. packages | | 2 75 |
| " 3, " | {30 1-lb. packages / 60 ½-lb. packages} | 2 75 |

## SOAP




A. P. TIPPET & CO., AGENTS
Maypole Soap, colors per grs. $10.20. black
Maypole Soap, per grs. $15.30
Oriole Soap, per gross, $10.20.

| | |
|---|---|
| Gloriola Soap, per gross | 12 00 |
| Straw Hat Polish, per gross | 10 20 |

## STARCH.

EDWARDSBURG STARCH CO., LTD.

| | per lb. |
|---|---|
| Laundry Starches— | |
| No. 1 White or Blue, 4-lb carton | 0 06½ |
| No. 1 " " 3-lb. " | 0 06½ |
| Canada Laundry | 0 05½ |
| Silver Gloss, 6-lb. draw-lid boxes | 0 08 |
| Silver Gloss, 6-lb. tin canisters | 0 08 |
| Edwards's Silver Gloss, 1-lb. pkg. | 0 08 |
| Kegs Silver Gloss, large crystal | 0 07 |
| Benson's Satin, 1-lb. cartons | 0 08½ |
| No. 1 White, bbls. and kegs | 0 05¾ |
| Benson's Enamel, per box, $1 50 to | 3 00 |
| Culinary Starch— | |
| Benson & Co.'s Prep. Corn | 0 07¼ |
| Canada Pure Corn | 0 05¾ |
| Rice Starch— | |
| Edwardsburg No. 1 white, 1-lb. car | 0 10 |
| Edwardsburg No. 1 White or Blue, 4-lb. lumps | 0 08½ |

DEE STARCH.

| | |
|---|---|
| Cases, 64 pkgs. 48's | $5.00 |
| ½ Cases, 32 pkgs. 24's | 2.50 |

Packages 10c. each.

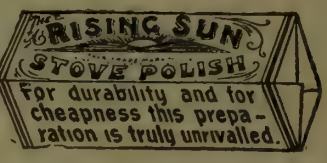
BRANTFORD STARCH WORKS, LIMITED.
Ontario and Quebec.

| | |
|---|---|
| Laundry Starches— | |
| Canada Laundry, boxes of 40 lbs. | $0 05½ |
| Acme Gloss Starch— | |
| 1-lb. cartons, boxes of 40 lbs. | 0 06 |
| Finest Quality White Laundry— | |
| 3-lb. Canisters, cases of 48 lbs. | 0 06½ |
| 4-lb. " " " | 0 06½ |
| Barrels, 200 lbs. | 0 05¾ |
| Kegs, 100 lbs. | 0 05¾ |
| Lily White Gloss— | |
| 1-lb. fancy cartons cases 30 lbs. | 0 08 |
| 6-lb. toy trunks, 8 in case | 0 08 |
| 6-lb. enameled tin canisters, 8 in case | 0 08 |
| Kegs, ex. crystals, 100 lbs | 0 07 |
| Brantford Gloss— | |
| 1-lb. fancy boxes, cases 36 lbs. | 0 08½ |
| Canadian Electric Starch— | |
| Boxes of 40 fancy pkgs, per case | 3 00 |
| Celluloid Starch— | |
| Boxes of 45 cartons, per case | 3 50 |
| Culinary Starches— | |
| Challenge Prepared Corn— | |
| 1-lb. packages, boxes 40 lbs. | 0 05¾ |
| No. 1 Brantford Prepared Corn— | |
| 1-lb. packages, boxes 40 lbs. | 0 07¼ |
| Crystal Maize Corn Starch— | |
| 1-lb. packages, boxes 40 lbs. | 0 07¼ |

## STOVE POLISH.




No. 4—3 dozen in case, per gross .. 4 80
" 6—3 dozen in case, " " ... 8 40




| | Per gross |
|---|---|
| Rising Sun 6-oz. cakes, ½-gross bxs | 8 50 |
| Rising Sun, 3-oz. cakes, gross boxes | 5 50 |
| Sun Paste 10c. size, ½ gross boxes | 10 00 |
| Sun Paste, 5c. size, ¼ gross boxes | 5 00 |




## TEAS.




SALADA CEYLON.

| | Wholesale | Retail |
|---|---|---|
| Brown Label, 1's | 0 20 | 0 25 |
| " " ½'s | 0 21 | 0 26 |
| Green Label, 1 and ½s | 0 22 | 0 30 |
| Blue Label, 1s, ½s, ¼s and ⅛s | 0 30 | 0 40 |
| Red Label, 1s and ½s | 0 36 | 0 50 |
| Gold Label, ½s | 0 44 | 0 60 |

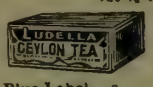



Ceylon Tea, in 1 and ½ lb. lead packages black or mixed.

| | |
|---|---|
| Black Label, 1-lb., retail at 25c | 0 19 |
| " " ½-lb., " " " | 0 20 |
| Blue Label, retail at 30c | 0 22 |
| Green Label " 40c | 0 28 |
| Red Label " 50c | 0 35 |
| Orange Label, retail at 60c | 0 42 |
| Gold Label " 80c | 0 55 |




| | | |
|---|---|---|
| Cases each | 60 1-lbs. | 0 35 |
| " " | 60 ½-lbs. | 0 35 |
| " " | 30 1-lbs. | |
| " " | 120 ¼-lbs | 0 36 |




LUDELLA CEYLON, 1's AND ½'s PKGS.

| | | |
|---|---|---|
| Blue Label, 1's | 0 18½ | 0 25 |
| Blue Label, ½'s | 0 19 | 0 25 |
| Orange Label, 1's and ½'s | 0 21 | 0 30 |
| Brown Label, 1's and ½'s | 0 28 | 0 40 |
| Brown Label, ¼'s | 0 30 | 0 40 |
| Green Label, 1's and ½'s | 0 35 | 0 50 |
| Red Label, ½'s | 0 40 | 0 60 |

TETLEY'S INDIAN AND CEYLON TEAS.
"Elephant" Brand.

| Blacks— | Wholesale | Retail |
|---|---|---|
| Tetley's Extra Quality | 0 65 | 1 00 |
| " No. 1 " | 0 50 | 0 70 |
| " Special " | 0 42 | 0 60 |
| " No. 2 " | 0 35 | 0 50 |
| " No. 3 " | 0 30 | 0 40 |
| " 30c. " | 0 22 | 0 30 |
| " No. 4 " | 0 20 | 0 25 |

These teas are packed in cases containing either 60 1-lb. packets, or 120 ½-lb. packets, or assorted. No 3 is also packed in cases containing 240 ¼-lb. packets.

| | Wholesale | Retail |
|---|---|---|
| Ceylon Greens— | | |
| No. 1 | 0 35 | 0 50 |
| No. 2 | 0 30 | 0 40 |
| No. 3 | 0 20 | 0 25 |

Packed same as blacks.

CROWN BRAND

| | Wholesale | Retail |
|---|---|---|
| Red Label, 1-lb. and ½'s | 0 35 | 0 50 |
| Blue Label, 1-lb. and ½'s | 0 28 | 0 40 |
| Green Label, 1-lb. | 0 19 | 0 25 |
| Green Label, ½'s | 0 20 | 0 25 |
| Japan, 1s | 0 19 | 0 25 |

E. D. MARCEAU, Montreal.

| | | |
|---|---|---|
| Japan Teas— | | |
| "Condor" I 40 lb. boxes | | 0 40 |
| EMD AAA 40-lb. boxes | | 0 37½ |
| "Condor" II 40 lb boxes | | 0 35 |
| " II 80-lb. " | | 0 35 |
| " III 80-lb. " | | 0 32½ |
| " IV 80-lb. " | | 0 30 |
| " X 80- b. " | | 0 0 |
| " V 80-lb. " | | 0 2 ½ |
| " XXXX 80-lb. boxes | | 0 25 |
| " XXXX 30-lb. " | | 0 26 |
| " XXX 80-lb " | | 0 22 4 |
| " XXX 30-lb. " | | 0 23½ |
| " XX 85-lb. " | | 0 10 |
| " LX lead packets | | |
| " Assorted cases (1 and ½ lb.) to retail at 40c. | | 0 26½ |
| " Lead packets | | |
| " Assorted cases (1 and ½ lb.) to retail at 25c. | | 0 19½ |
| Black Teas—"Nectar," in lead packets— | | |
| Green label retails | 0 26 at | 0 20 |
| Chocolate label | 0 35 " | 0 25 |
| Blue label | 0 50 " | 0 36 |
| Maroon label | 0 60 " | 0 45 |
| Fancy tins—Chocolate, 1-lb. | | 0 32½ |
| " " — Blue, 1-lb. | | 0 42½ |
| " " — Maroon, 1-lb. | | 0 50 |
| " " — Maroon, 1-lb. | | 1 50 |
| Black Teas—"Old Crow" Blend— | | |
| Bronzed tins of 10, 25, 50 and 80 lb. | | |
| No. 1 per lb. | | 0 35 |
| No. 2 " | | 0 30 |
| No. 3 " | | 0 25 |
| No. 4 " | | 0 20 |
| No. 5 " | | 0 17½ |

LIPTON'S TEA (in packages).

| | Price per lb |
|---|---|
| No. 1, cases 50 lb. (50 ½-lb. pkgs. | $0 25 |
| (25 1-lb pkgs | 34 |
| No. 1, cases 50 lb., in 5-lb. tins | 35 |
| No. 2, cases 50 lb. (50 ½-lb. pkgs. | 29 |
| (25 1-lb. pkgs. | 28 |
| No. 2, cases 50 lb., in 5-lb. tins | 29 |
| No. 3, cases 50 lb., (50 ½-lb. pkgs | 23 |
| (25 1-lb. pkgs. | 22 |
| No. 3, cases 50 lb., in 5-lb. tins | 29 |
| Green Ceylon, No. 1 (50 ½-lb. pkgs | 35 |
| (25 1-lb. pkgs. | 34 |
| Green Ceylon, No. 2, (50 ½-lb. pkgs. | 29 |
| (25 1-lb pkgs. | 28 |

## TOBACCO

THE EMPIRE TOBACCO CO., LIMITED.

| | |
|---|---|
| Smoking—Empire, 3½s. 5s and 10s | 0 39 |
| Royal Oak, 2 x 3, 8c ace, 8s | 0 52 |
| Something Good, 7s | 0 48 |
| Chewing—Bobs, 5s and 10s | 0 36 |
| Currency, 13¾ oz. bars, spaced 9s | 0 39 |
| Currency, 6s and 10s | 0 39 |
| Old Fox, narrow 10s | 0 39 |
| Snowshoe, 1-lb. bars, spaced 6s | 0 43 |
| Pay Roll, 6 | 0 44 |

## VINEGARS.

E. D. MARCEAU, Montreal.

| | Per gal. |
|---|---|
| EMD, pure distilled, highest quality | 0 30 |
| Condor, pure distilled | 0 25 |
| Old Crow | 0 20 |

Special prices to buyers of large quantities.

MICHEL LEFEBVRE.

| | |
|---|---|
| Bull Dog, quadruple strength, regist'd | 0 55 |
| Lion "L" brand, registered | 0 38 |
| Imperial, triple strength, registered | 0 33 |
| Cote D'Or, extra super, registered | 0 30 |
| " household vinegar, registered | 0 28 |
| Crystal Pickling, extra | 0 28 |
| " ordinary | 0 23 |
| White Wine, XXX | 0 25 |
| " " XX | 0 20 |
| " " X | 0 17 |
| Cider, XXX | 0 27 |
| " XX | 0 22 |
| " X | 0 17 |
| Pure English Malt, triple strength | 0 45 |
| " " " double strength | 0 35 |
| " " " single strength | 0 25 |
| Distilled white malt vinegar | 0 50 |

JOHN HOPE & Co., MONTREAL.

| | |
|---|---|
| Sir Robert Burnett & Co.'s English Malt Vinegar | 0 40 |

## WOODENWARE

UNITED FACTORIES, LIMITED.

| | |
|---|---|
| Washboards, Leader Globe | 1 45 |
| " Improved Globe | 1 55 |
| " Standard Globe | 1 75 |
| " Solid Back Globe | 1 90 |
| " Jubilee (perforated) | 1 90 |
| " Crown | 1 30 |
| No. 1 2-hoop pails Per doz. | 1 [illegible] |
| " 1 3 " | 1 70 |
| " 0 Tubs | 8 50 |
| " 1 " | 7 00 |
| " 2 " | 6 00 |
| " 3 " | 5 25 |

## YEAST.

| | |
|---|---|
| Royal yeast, 3 doz. 5c.-pkgs. in case | 1 00 |
| Gillett's Cream yeast, 3 doz | 1 00 |
| Jersey Cream yeast cake, 3 doz. 5c. | 1 00 |
| Victoria " " 3 do. 5c. | 1 00 |
| " " " 3 doz. 10c. | 1 80 |

NIXEY'S REFINED BLACK LEAD

By Appointment to H.M. the KING of the British Empire.

Sole Manufacturer of "Cervus" Square and Bag and Pepperbox Blues, and "Silver Moonlight" Stove Polish.

W. G. NIXEY, 12 Soho Square, LONDON, ENG. Canadian Representative: MR. H. T. BAKER.

OUR TRADE A MARK
AUER LIGHT MANTLES
LONGEST LIFE & BRIGHTEST
OUR TRADE A MARK

## Our Chief Business



is making mantles that last the longest and give the most light. A is indelibly branded on the best mantles made.

Our factory is equipped with up-to-date appliances; our output is the largest; our goods the most reliable—We use nickel steel wire supports.

We handle other goods, in such quantities that we can quote you lower prices than you can import them for. No charge for cases or packing.





Write for our quotations on:

HIGH GALLERIES } Best
LOW " } Quality
HIGH GALLERIES } 2nd
LOW " } Quality
STRAIGHT CHIMNEYS
BARREL "
MICA "
MICA CANOPIES
OPAL SHADES PEAR GLOBES
APPLE GLOBES SUNDRIES



AUER LIGHT CO., - MONTREAL.

## "Empire" Soda

BEST FOR BAKING.

Made in England by

BRUNNER, MOND & CO.

Used in Canada by

All Careful Housekeepers.

WHY ISN'T IT IN YOUR STOCK?

WINN & HOLLAND,

SOLE AGENTS FOR CANADA,

MONTREAL.

The American Coffee Co.

IMPORTERS AND JOBBERS, TORONTO.

Special Blends:

"GOLDEN EAGLE," "MANHATTAN," "MONTERY."

Correspondence Solicited.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

BASKETS

We make them in all shapes and sizes. We have

*Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,*

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.

Oakville, Ont.

BUSINESS NEWS

of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

Write us, giving us particulars of what you want and where you want it from, and we will quote you prices by return.

"Clippings from any Canadian paper on any subject."

CANADIAN PRESS CLIPPING BUREAU,

232 McGill Street, MONTREAL, QUE. Telephone Main 1255.

10 Front St. E., Toronto. Telephone Main 2701.

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S COOK'S FRIEND BAKING POWDER.

The Best Grocers make a point of Keeping it always in Stock.




**Don't use this kind of a light**

but write us for prices on any kind of Lamps or fittings.

We manufacture lamps and can suit you.

**LAMP CHIMNEYS**

WITH THESE LABELS

**ARE THE BEST.**

For Lime Flint. For Lead Flint.

# GOWANS, KENT & CO.

Wholesale
**Crockery and Glassware**
**China and Lamp Goods**
TORONTO and WINNIPEG.

# SATISFIED CUSTOMERS

It's a mighty big thing to have your customers satisfied. You can always have them that way if you sell them reliable goods.

We're very careful in preparing.



## Wethey's Mince Meat.

We see that only the choicest and most nourishing meats and fruits are used and the whole spiced, so that you have Mince Meat just like your mother made. Your customers will tell you that Wethey's makes most delicious Mince Pies, crisp and succulent.

Absolutely clean. Put up in attractive "brick" package. (3)

Prepared only by

**J. H. Wethey, Limited, St. Catharines, Ont.**

# Crosse & Blackwell's Candied Peels.

# Crosse & Blackwell's Candied Ginger.

# Crosse & Blackwell's Plum Puddings.

**C. E. COLSON & SON,** **MONTREAL.**

CHAS. F. CLARK, President. JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

# BRADSTREET'S

**Capital and Surplus, $1,500,000.** **Offices Throughout the Civilized World.**

**Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.**

**THE BRADSTREET COMPANY** gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants by the merchants, for the merchants. In procuring, verifying and promulgating information, no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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VANCOUVER, B.C. WINNIPEG, MAN.

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**OAKEY'S** The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters.

**'WELLINGTON' KNIFE POLISH**

**JOHN OAKEY & SONS, LIMITED**

MANUFACTURERS OF

**Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.**

**Wellington Mills, London, England.**

Agent:

**JOHN FORMAN, 644 Craig Street**
MONTREAL

VOL. XVI. MONTREAL AND TORONTO, DECEMBER 12, 1902 NO. 50

PUBLISHED EVERY FRIDAY

CIRCULATES IN EVERY PROVINCE

THE CANADIAN GROCER AND GENERAL STOREKEEPER

COLMAN'S MUSTARD

BEST ON EARTH

Plum Pudding Time



is here, and here to stay as long as you have the right plum pudding. Don't go groping about in the darkness of doubtful makes. Take hold of our

Plum Puddings in Key Tins

1 and 2-lb. Packages

You'll find them as good as our biscuits and just as popular—that's saying a good deal.

DROP US A LINE FOR A TRIAL DOZEN.

Christie, Brown & Co., Limited, TORONTO and MONTREAL.

We find this brand of Table and Dairy

# SALT

rapidly increasing in favor—

# BRUSSELS

**WHY?**

**Because**

1. It is PURE.
2. It is Fine and White.
3. It is put up in neatly sewn, attractively printed packages.
4. There is no fault to be found with it.

---

**R. & J. RANSFORD,**

Established 1868

Clinton, Ont.




# LICORICE . . .

We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, plain and corrugated; Acme Licorice Pellets; Y. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLIABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and Golf-Sticks, 100 to box; Blow Pipes, 200 and 300 to box; Manhattan Wafers, 2½-lb. boxes Curved Stem Pipes, 200 to box. Write for illustrated catalogue.

---

**YOUNG & SMYLIE**

Established 1845. BROOKLYN, N.Y.




# The Australasian Grocer

The Organ of the Grocery, Provision and kindred Trades of the Antipodes.

**Subscription $2.50 per Ann.**

post free to any part of the world.
A handsome Diary is presented free to annual subscribers.

PUBLISHING OFFICES:
Melbourne, - - Fink's Buildings.
Sydney, - - Post Office Chambers
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New York, - - Park Row Building.
BRITISH OFFICES:
London, - - 42 Cannon St., E.C.

*Specimen Copies Free on Application.*

IT IS NOT TOO EARLY TO BEGIN YOUR INQUIRIES ABOUT THAT TRIP YOU ARE GOING TO TAKE TO THE

# British West Indies

this winter. We have just issued a booklet telling what some people saw and did on the same voyage last winter, and if you write us we will send you one.

THERE IS NO MORE DELIGHTFUL WAY OF SPENDING SIX OR SEVEN WEEKS THAN ON SUCH A TRIP AS THIS THE WHOLE COST FROM HALIFAX AND RETURN IS $130.00.

**Pickford & Black - Halifax.**

# Griffin & Skelley's Dried Fruits.

This is the one famous brand of California Fruits that never varies in its one standard of quality—***the highest.*** Seeded Raisins, Prunes, Dried Apricots and Evaporated Fruits of all kinds. Sell the "Griffin" Brand and you sell the best. Sell it and you'll hold your trade. Sell it and you'll gain new trade—***you'll gain it and you'll keep it.***

## Prunes.

**"Griffin" Brand.**

Large, black, meaty Prunes with small stones and fine flavor. Cured and packed with the greatest care. Packed in the vineyards where they grow. "Fine goods"—fine because of the great regularity with which they maintain their high reputation. Not packed in bulk and then re-packed, but sent right through in the original package.

**"Easter" Brand.**

## Seeded Raisins.

Clean and perfectly cured. Sound fruit always. You should place your orders ***now*** for prompt delivery. Ask your wholesaler. Insist on having the "Griffin" Brand. ***They satisfy!***

*Sold by Leading Wholesalers.*

ARTHUR P. TIPPET & CO., AGENTS,

8 Place Royale, Montreal.

It is better to buy good wrapping paper that will not tear easily. The

**GOOD QUALITY**

of our papers commends them to all merchants who want strong, durable wrapping papers.

—MADE IN CANADA—

Full Count. Full Weight.

**CANADA PAPER CO., Limited**
TORONTO and MONTREAL.




**Downweight is a Thief** Stealing Your Profits Every Time You Use Your Scales. . . .

The Toledo Springless, Automatic, Computing Scale, **"The Scale with Brains,"** is the only scale in the world that positively stops the giving of **DOWNWEIGHT.** It is the only Automatic Computing Scale in the world without springs. No hand operation in weighing; no prices to set; no levers to move; no weights to lift; no poises to shift; you simply place the article to be weighed on the scale, and the scale instantly and automatically shows in plain figures:

1. The weight of the article in pounds and ounces.
2. The price per pound.
3. The total value of the article in dollar and cents.

It is a mechanical wonder, marvelous in its Simplicity, Sensitiveness, Accuracy and Rapidity of Operation. Made in many styles and sizes for all kinds of stores. Write to-day for illustrated catalogue.

**Toledo Computing Scale Co.**

**DEAN & McLEOD,**
Canadian Agents, HAMILTON, ONT.

MOTT'S DIAMOND CHOCOLATE
JOHN P. MOTT & Co
HALIFAX, N.S.
ESTABLISHED 1849
IS THE BEST.

**For Sale Everywhere.**

—:o:—

ASK FOR

**MOTT'S.**

**James Ewart**

MANUFACTURER OF

**High-Grade Delivery**

**WAGONS**

Grocer, Baker, Confectionery, Laundry Wagons of every description.

257-9 QUEEN ST. EAST
**TORONTO.**

Write For Prices. Phone Main 1188



**JUST WHAT YOU WANT**

**TIME AND LABOR SAVER**

**The "ENTERPRISE" ELECTRIC**

**RAPID GRINDING AND PULVERIZING Mill**

Will be furnished for Direct or Alternating Current to suit all conditions

**25 to 50 lbs. of Coffee**

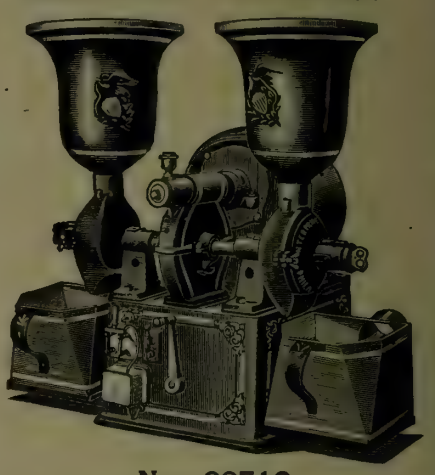
**CAN BE GROUND FOR ONE CENT**

One Grocer says: It has almost doubled our Coffee Trade, I consider it a Good Investment and Advertisement.

DESCRIPTIVE CATALOGUE ALSO TESTIMONIAL PAMPHLET MAILED FREE

**The Enterprise Mfg. Co. of Pa.,** PHILADELPHIA, PA. U. S. A.

GRANULATOR PULVERIZER



**No. 08712**

*Height 31 inches; Width 32 inches;*
*Length 25 inches; Weight 320 pounds*

*PRICE ON APPLICATION*

*Grinding Capacity*
*Granulating, 2 pounds per minute*
*Pulverizing, ½ pound per minute*

*Capacity of Iron Hoppers, 6 lbs. of Coffee*
*Capacity of Nickel-Plated Hoppers, 7½ lbs. "*

The

# Dominion Canister Company

Limited

MANUFACTURERS OF

# The "Perfection" Canister

SOME OF ITS ADVANTAGES:

1. It has the new friction or "penny" top and the cap can be made in sizes to suit customers.
2. If you use it, you do not give "down" weight.
3. Your advert sement on a neat label on every package you sell.
4. It's neat; it's attractive; it's cheap; it's best.

WRITE FOR SAMPLES. GET PRICES.

The Dominion Canister Company, Limited

DUNDAS, ONTARIO, CANADA.

# T. A. Lytle's Mince Meat

is the kind that makes the Christmas cook and the grocer good friends. Good Mince Meat is important, and the grocer who wants a good trade will furnish T. A. Lytle's established brand, which is always reliable as being fresh and wholesome.

Put up in convenient sized fibre and wooden pails.

## T. A. LYTLE & CO.

124-128 Richmond St., West, TORONTO.

# TILLSON'S

# 28

And all the best of their kind

10 Kinds of Flour

8 Kinds of Cereal Breakfast Foods

10 Kinds of Feed

The "all-around" equipped Cereal Milling Plant of Canada.

THE TILLSON CO., Limited, Tillsonburg, Ont.

# JAPAN TEA



JAPANESE TEA-HOUSE GARDEN.

**JAPAN TEA** is most assuredly the tea par-excellence for those who appreciate delicacy of flavor and purity. It has all the qualities that combine to make a perfect tea.

It is always clean and wholesome, for the soil and climate of Japan are peculiarly adapted to the growth of the tea plant in perfection.

**Merchants everywhere in Canada are selling it.**
**Are you?**

JAPAN CENTRAL TEA TRADERS' ASSOCIATION.

Trafalgar Chambers, Sun Life Building Annex,

Tel. Main 4142. MONTREAL, CANADA.

# STANDARD GRANULATED SUGAR.

A truly Canadian Product.
Made in a Canadian Factory.
Made from Canadian Sugar Beets.
Grown by Canadian Farmers.
Produced by Canadian Labor.



New 700-ton Beet Sugar Factory of the

## WALLACEBURG SUGAR CO., LIMITED

at WALLACEBURG, ONT.

Substantially built and equipped with the most modern and improved machinery in the world at a cost of over $600,000.

# CEYLON TEA

BLACK AND GREEN

satisfies
the
taste
of
the
Canadian
people,
therefore
is
the
best
liked
tea
imported
into
Canada

# CEYLON TEA

BLACK AND GREEN

is
the
most
satisfactory
and
profitable
tea
to
sell.




# IMPERIAL MAPLE SYRUP

The Standard from Ocean to Ocean.

**Merit Acknowledged**
**Superiority Admitted.**

## YOUR MONEY BACK

**IF NOT SATISFACTORY.**

ROSE & LAFLAMME, Agents
**Montreal.**

---

## YOU WILL FIND IT

IN THE LAUNDRY EVERYWHERE.

# Ivory Gloss Starch

is the POPULAR BRAND because we have made it our primary aim to PLEASE THE CUSTOMER. You can recommend it with perfect safety and it will prove a money-maker.

Brands also manufactured for kitchen purposes.

**THE ST. LAWRENCE STARCH CO.,**
LIMITED
**PORT CREDIT, ONT.**

---

## THE AUER GAS LAMP.

"TURNS NIGHT-TIME INTO DAY-TIME."

New Styles. Lower Prices.



No. 21
100 Candle Power.

**Do you want** a lamp which won't tire your eyes?

**Do you want** a lamp which makes sewing or reading a pleasure?

**Do you want** a lamp which gives more light than half a dozen kerosene ones for less money?

**Do you want** to sell the best lamp on the market?

**THEN WRITE FOR OUR CATALOGUE AND DISCOUNTS.**

**Every Lamp Guaranteed.**

**AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.**

---

# SYRUP

We are now putting on the market a very fine Cane Sugar Syrup, which is one of the best things offered to the trade for some while.

***If interested send for Samples and Prices.***
***Wholesale only.***

...THE...

## Dominion Molasses Co.,

**Limited**

**Halifax - Nova Scotia.**

**IN STORE** **Comadre Figs,** **In TAPNETS**



**Choice Eleme Figs,** 2 to 2¾ inches. 10, 20 and 24-lb. boxes.

***ARRIVING :*** Another carload of those choice SANTA CLARA PRUNES, in 50-lb. boxes, at 3¾c. A rare chance. Price subject to advance at any moment.

**W. H. GILLARD & CO.,** Wholesale Grocers, **HAMILTON.**

---




**NOT A VENTURE!**

Established brands, with a reputation based on Highest Merit.

# WOOD'S COFFEES

Everywhere acknowledged to be most successful in Increasing Sales, Enlarging Profits, and Extending its Popularity.

If you are not satisfied with the amount of Coffee you are selling, this is your opportunity.

**THOMAS WOOD & CO., 428 St. Paul St., Montreal**

---

# We Want Your Trade

**Yes, that's what we're in business for, providing you are a cash buyer.**

You see: the success of the Grocer is our success. He is the only channel through which we can hope to increase our trade. Every day of the week it is our constant study to procure and supply absolutely the best possible value in groceries.

**"U and Q"** is a guarantee of value.

Currants, "Unity and Quality" in ½-cases.
Coffee, " " " Blend, the richest and best drinking obtainable, always uniform.

Samples and quotations upon application.

TRADE MARK




REGISTERED

## Grocers' Wholesale Company, Limited, Hamilton.

**We are free sellers and desire correspondence with independent buyers.**

# The Canadian Grocer

AND GENERAL STOREKEEPER.

Vol. XVI. MONTREAL AND TORONTO, DECEMBER 12, 1902. No. 50.


## ADVERTISING CHATS.

By A. B. Caswell,

IN my last chat with the retail advertiser I endeavored to impress upon him the importance of securing the confidence of his customers. This, as I said, is to be done by advertising only goods which possess merit. Or, if wishing to sell out something which is of inferior quality, to state the fact in plain language. In general—backing up plain statements with honest goods.

Having once secured the confidence of the public as an advertiser who means business, the hardest part of the work is over, so far as the merchant is concerned. So much newspaper space is used in advertising fakes and frauds, imaginary bargains, and so on, that the public are skeptical, especially of statements which are painted too brightly. Be careful, then, to clothe your remarks in language which contains simple statements of facts. Do not let them be too staid, however. Give them color enough to attract attention and to keep it.

GREAT REFORMS COME SLOWLY.

I have said that having once gained the confidence of the public the hardest part of the work is over. So it is, but do not imagine that this can be done without a great deal of patient and persistent effort. Do not expect to do it by one advertisement, or two, or five, or perhaps even ten. Great reforms come slowly—It is a great reform to win a customer from some store, where he has been dealing for years, perhaps, and where he is fairly well if not entirely satisfied with the treatment he has received. It is a great reform to get people to buy goods which they do not want at all, or, some other article in preference to goods which they do want. But such reforms as these have been made, and many more equally great, if not greater, directly through the medium of good advertising. Do not get discouraged if results do not come at once. The names of the victims of one or two-insertion advertising is legion, while the names of those who have built up splendid businesses from judicious and persistent advertising is spelled with the same letters.

PERSISTENCY THOU ART A JEWEL

Take it in your own business. The salesman for some manufacturer or wholesaler calls eleven times, and the twelfth time he gets an order. Isn't it so? A good salesman expects to do it. It's tiresome, and it looks like time and money wasted, but he knows it isn't. He is




A GOOD AD.

pleasant about it and persistent and patient.

By and by the merchant says: "That fellow must have a good thing, or he wouldn't stick at it so well. I'll try a little anyway."

The eleven calls were advertising. An advertisement may go eleven times to the public before it convinces them, but if it is a good advertisement of a good article or commodity in a good newspaper, it will accomplish the result in time. It 's a certainty — it has been proven. The old saw, "Consistency, thou art a jewel," would read equally as well if the prefix in the first word was spelled PER-

DO NOT CROWD YOUR SPACE

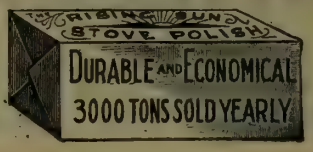
Do not try to put too much matter into your advertising space. If you do you are going to lose your chance of inviting custom. The public, unless they are tremendously interested, are not going to wade through a mass of small type. If you cannot condense your matter so as to look well in your regular space, take a little extra space (the publisher is always glad to supply it pro rata) and give the ad. a chance. Look at this also the same as you would in your own business. You would never think of trying to put a peck and a half of apples into a peck measure, or five quarts of coal oil into a gallon can. Yet, many a merchant expects a printer to crowd 400 lines of matter into a 200 or 300-line space, and feels disappointed if the result is not a success.

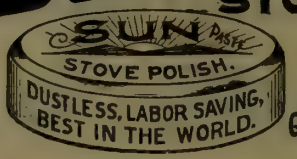
Make your sentences short and crisp. Imagine you have your prospective customer already on the other side of the counter. Rub it in hard; but be quick about it. They will like you better for it.

THE PREPARATION OF COPY.

If at all possible prepare the copy yourself, or, if not, leave the preparation in the hands of some competent person, always, however, personally supervising the work. Do not leave the preparation of copy to your office boy, who is probably in a hurry to get home and has a variety of other matters to attend to, of which the ad. is to his mind the least important. If your office boy is your ad.

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE




SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market

MORSE BROS., Proprietors. Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

expert, and he is no better than the general run of office boys, you may expect to get "office-boy" results, probably $2 or $3 per week. The most successful advertisers to-day are those who devote a part of their own time to their advertising, giving it the same attention they would any other detail of their business. I know one large and successful merchant, who, if he does not get time during the day, sits up half the night, if necessary, to prepare his advertisement. Often our best ideas come to us in the "wee sma' hours," and this reminds me of a gentleman friend of mine of a literary calling, who keeps a pencil and writing-pad by the head of his bed all night, and who, whenever an idea strikes him in a waking moment, immediately feels for the pad and jots it down roughly in the dark. In this way he has received and kept for use many of his brightest inspirations.

### TOM PEPPER'S ADVERTISING EXPERIENCE.

By G. H. Tudhope, Woodstock, Ont.

Tom Pepper launched out on the rough sea of trade,
With a nice little stock in a nice little store,
With the saving of years the whole stock was paid,
And Tom had a chance as few men had before.

The days passed by and he did fairly well,
But the trade didn't grow as he thought;
Each one that came he would generally sell,
But the crowd didn't come as they ought.

Bye-and-Bye Tom grew troubled and downhearted got,
His shelves were a playground for flies;
He didn't feel better when a friend said he ought
To "spruce up" and then "advertise."

"Advertising costs money—won't do any good,"
He said, "All the folks know I'm here—
They know I sell groceries—all kinds of food,
And an ad. will not help me, I fear."

At last by much coaxing and talk,
(Even Tom's wife was surprised)
That week he arranged and cleaned up his stock,
And the next, for a change, advertised.

Each week his ad. in The Echo was seen,
And then people came to the store,
Now Tom is brighter than he's ever been,
And his worst business troubles are o'er.

## THE MONTREAL GROCERS' ASSOCIATION.

THE regular monthly meeting of the Montreal Grocers' Association, which was held on December 4, was an interesting one, and a good amount of business was put through.

The president of the Association, Ald. R. Turner, occupied the chair, and was called upon to refute certain statements regarding trading stamps, which it was alleged he had made. Before the charter committee, in November, when introducing a deputation of grocers, it was said that he had spoken of the trading-stamp system as a "species of gambling," and that the stamps cost the trader $20 to $25 per week, the amount coming out of the pockets of the consumer, by reason of an inferior article being supplied, or words to that effect. Ald. Turner denied having made these statements.

The delegates of the Association who had interviewed the charter committee in regard to the movement to abolish the trading stamps brought in their report; and the grocers will now endeavor to obtain the assistance of merchants in other lines of trade, all the trade associations affected by them making a combined effort to do away with the trading-stamp business.

The meeting decided to get out a calendar, marking the dates of the regular meetings of the Association. This will serve to jog the memories of those members who are apt to forget the meetings. Messrs. Dixon and Bigaouette are the committee to look after this. Advertising space will probably be rented, and with this assistance the proposed calendar will probably be a very good one.

The fee of $55 for the transfer of grocers' licenses came up for discussion. It was shown that this fee is too high to serve the purpose, and that under it many preferred to sell out their business without any transfer of license, thus leaving the Government nothing. The fee formerly charged was $20, which could be easily collected on an ordinary transfer, and it was decided to ask the Provincial Treasurer to restore the $20 fee.

To the president, Ald. Turner, was left the question of sending a delegate to the Quebec Legislature. The meeting was adjourned to the first Thursday in February.

### INQUIRIES ABOUT CANADIAN TRADE.

The following were among the recent inquiries relating to Canadian trade received at the Canadian Government office in London:

1. The proprietors of certain saddle and harness preparations, boot and shoe blackings and polishes, embrocations and horse powders, are seeking to extend their business with Canada, and contemplate appointing a representative in the Dominion.

2. A firm of spinners of carpet, hosiery and coating yarns is desirous of doing a Canadian trade, and wishes to get into touch with carpet and hosiery manufacturers in Canada.

3. A London firm of general import and export merchants desires to get the representation of a few good Canadian houses whose goods are likely to sell in large quantities if properly pushed.

4. Inquiry is made again for names of Canadian exporters of fruit pulp.

5. A firm of bedstead makers is open to buy wood frames, of Canadian manufacture, for wire mattresses.

6. A North of England firm is looking out for a good Canadian house which would take up the agency for a special line of cycle oils in tins, as well as Scotch glue, gelatine, etc.

[The names of the firms making the above inquiries can be obtained on application to the Editor of THE CANADIAN GROCER.]

### GOOD IDEA.

Good taste has been shown in the advertisement which L. Chaput, Fils & Cie are sending out to purchasers of Gonzalez & Co.'s cognac. It is an article that will be appreciated, and is being given as a present to their customers.

# CALIFORNIA
LOOSE
# MUSCATELS
2, 3 and 4 Crown.

**Mat Figs,**
**Malaga Fruit**
ALL CHRISTMAS GOODS.

## LUCAS, STEELE & BRISTOL, Wholesale Grocers, Hamilton

JERSEY CREAM YEAST CAKES—THE ONLY YEAST WITH CREAM IN IT.

**OUR LEADER THIS WEEK**—Matches—no better on the Market.

| | |
|---|---|
| "Royal" Match, the big 15c. Box—per case of 40 Boxes | $3.25 |
| "Imperial" Matches, 144 5c. Boxes | 5.25 |
| "Crown" Parlor Matches, per gross case | 1.50 |
| "Duke of York, Impregnated Match (no sulphur) 1 gross case | 1.60 |

We prepay freight on 5-case lots.

WRITE, PHONE OR WIRE. LOOK OUT FOR OUR AD. OF NEXT WEEK!

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

## LUMSDEN BROS., HAMILTON AND TORONTO.

JERSEY CREAM YEAST CAKES—THE ONLY YEAST WITH CREAM IN IT.

# Fruit Jars, Season 1903

Now is the most opportune time to book Fruit Jars for the coming year; our travellers will give you full particulars of prices, dating, etc., etc.

For our Western friends in New Ontario, Manitoba, the Territories and British Columbia, our representatives will arrange car rates, 5th class, to the usual distributing centres.

Send us your requirements, either through our travellers, when they call, or by mail direct. Our Western friends will require to do so by mail at once to

## JAMES TURNER & CO.

Wholesale Grocers, HAMILTON, ONT.

# NUTS

**Now in Store**

TARRAGONA ALMONDS, New
GRENOBLE WALNUTS, New
SHELLED ALMONDS, New
SHELLED WALNUTS, Fresh Shelled

## THOS. KINNEAR & CO.,

**Wholesale Grocers,** **49 Front St. East, TORONTO**


## TORONTO RETAIL GROCERS' ASSOCIATION.

Arrange for their "At-Home," Nominate Officers, Etc.

THE Toronto Retail Grocers' Association held their monthly meeting in St. George's Hall, Elm street, Toronto, on Monday evening, December 8. David Bell was in the chair.

It was reported that after all expenses were paid the amount of money realized from the excursion held last July was $102. This, on motion, was ordered to be added to the general fund of the association.

Two new members were proposed, F. Little, grocer, Avenue Road, and A. W. Cooper, grocer, Wellesley street, Toronto, and their names were put on the list for admission at the next monthly meeting.

It was decided to hold some time early next year the annual "At-Home" of the association, and a committee consisting of R. Bailey Snow, R. H. Davies and F. Thorne was appointed to attend to the preliminary business in connection therewith and report at the next meeting.

The rest of the evening was taken up with the nomination of officers for the coming year. The following were nominated:

President—D. Bell (acclamation).

Vice-President—F. W. Johnson, B. Panter, W. McLean, F. Thorne, T. Clarke.

Treasurer—A. E. White, B. Panter, R. B. Snow, T. Clark.

Executive—W. T. Cotte, John Butcher, R. H. Davies, W. J. Sykes, R. B. Snow, D. Whetstone, W. McLean, F. W. Johnson, B. Panter, J. Burns, W. H. Marmion, D. W. Clark.

Trustees—A. E. White, J. Bond, F. S. Roberts.

Auditors—F. W. Johnson, W. T. Cotte, B. Panter, A. E. White, J. Burns, H. Kelly.

The election and installation of officers will take place the next night of meeting, the second Monday in January.

There being no other business the meeting adjourned.

## ART ENGRAVINGS.

Hudon, Hebert & Cie are sending out to their customers 10,000 large photogravures of Their Majesties the King and Queen, which are entirely free from advertising matter, well printed on heavy calendered paper and suitable for framing. Indeed, each of them is well worth a frame, and all recipients will prize the pictures highly. Should there be any left when the firm's customers have been supplied any reader of this paper will be gladly forwarded a copy if Messrs. Hebert & Cie are notified by a card that one is desired. The engravings are from the latest portraits of King Edward and Queen Alexandra.

## NEW GRAIN EXPORTING COMPANY.

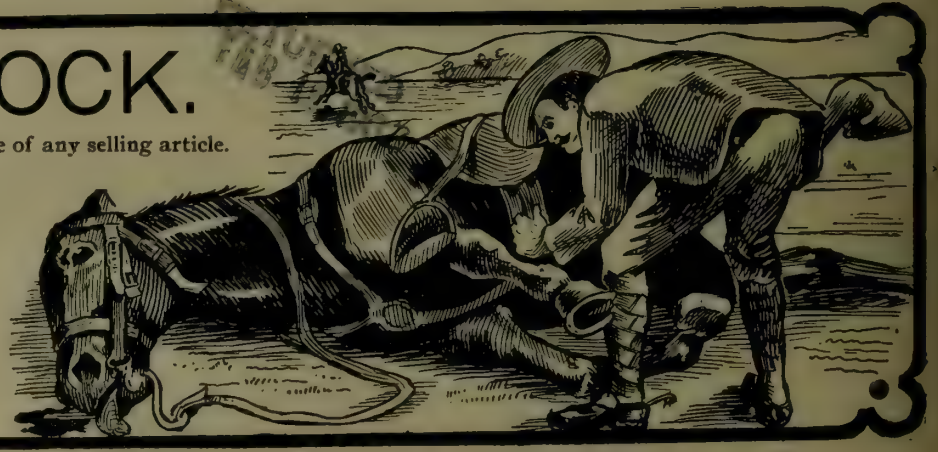
A new limlted stock company has been organized by H. D. Metcalfe, J. J. Riley, jr., C. P. Metcalfe, J. E. Riley and H. H. Snowden to carry on a grain exporting business, merging the old company of H. D. Metcalfe & Co. into a new one, to be called The H. D. Metcalfe Company. H. D. Metcalfe, besides being a well-known member of the Montreal Board of Trade, is an ex-president of the Corn Exchange Association. J. E. and J. J. Riley are old marine insurance men.

The capital stock of the new company is $100,000, divided into 1,000 shares of $100 each. The officers are: President, H. D. Metcalfe; vice-president, J. J. Riley, jr.; secretary-treasurer, H. H. Snowden. Later on, the company intend to extend their business considerably.


# DEAD STOCK.

**It will pay any grocer to push the sale of any selling article. Avoid unknown brands, they only give your customers dissatisfaction if sold.**

**MacLaren's Imperial**
**And**
**MacLaren's Roquefort**
**Cheese** are quick sellers and good pleasers.



IF SHORT OF ANY REQUIREMENTS FOR YOUR CHRISTMAS TRADE

WRITE
WIRE OR
PHONE

At Our Expense

Prompt Shipment Assured

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers. TORONTO.

## TRADE IN COUNTRIES OTHER THAN OUR OWN.

### SUGAR SITUATION.

WILLETT & GRAY say of raw sugar: "A feeling prevails everywhere that the prevailing conditions relating to sugar are sufficiently strong to warrant further advances. To what extent these advances may be carried is uncertain, but we should say that at around 4c. per lb. for centrifugals considerable large supplies will come on the market even from Cuba, in spite of any disposition that may be shown there to await for reciprocity action by Congress, which may not be definitely decided for some months to come. Certainly new crop sugars at the outports will have to be marketed freely in the absence of sufficient storage facilities for carrying them, and the present prices must, also, prove some temptation to sellers."

### TO BUY UP LARGE PRUNES.

A private telegram from the Pacific Coast reports that there is a movement on foot in packing quarters to buy up the supply of large prunes still held by growers, but that so far little headway has been made owing to the high views of the growers. The telegram states that the movement is being engineered by a syndicate in which Chicago dealers are interested.

### CALIFORNIAN PRUNES.

Letter advices from San Jose on prunes say: "The market from first hands is rapidly cleaning up on large sizes, and the few lots left in the hands of growers are more firmly held. Santa Clara 40-50's and 50-60's are in exceedingly small compass, and we think that the lowest prices of the season have been seen. It is possible to buy outside 60-90's on a 2½c. basis yet, but packers are showing a firmer front on Santa Claras at 2⅝ to 2¾c. four-size basis. It is estimated here that all told fully three-fourths of the entire crop is under contract for eastern and export account." Referring to the situation here a prominent jobber said recently: "The demand continues very active and stocks are not accumulating in any quarter. The freer arrivals, however, have made jobbers less eager for goods. We have caught up considerably on back orders, but a surprisingly active demand continues, and stocks move freely. There is no surplus carried in any quarter, and this is, no doubt, accounted for largely by the fact that a good deal of business has been for export. The course of the market on the Coast will be watched very closely from now on, as the position there will largely govern the situation here and in other eastern markets."

### CEYLON TEA IN LONDON.

Quantities now offering weekly are quite inadequate to the requirements of the trade, and as a result prices continue to advance, this week's range being the highest seen for many months past. Pekoes were especially dear, as both home and export orders were in for them, and, as a rule, the exporters can beat the home trade, but this week they had to call pretty high to have any chance. Tea for price showed a strong rise even on last week's rates. Next week's sales are again on a very small scale, and it is difficult to see how buyers can get along with only some 15,000 chests a week, as we are now getting. The total shipments from Colombo for the first fortnight of this month only amounted to 2,500,000 lb., so we look like being pinched for Ceylon tea at any rate.—Grocers' Gazette, Nov. 22.




The mistakes of others should protect every grocer from similar blunders. There are a few grocers who wish they had purchased

UPTON'S

Jams, Jellies and Marmalade
in place of some unknown brand.

A. F. MacLaren Imperial Cheese Co., Limited, 51 Colborne Street, Toronto,
AGENTS.

# THE PROVISION TRADE

AND COLD STORAGE NEWS.

### CHRISTMAS PRESENTS.

THE Butchers' Advocate has the following to say on the giving of presents by butchers to their patrons at Christmas:

"About this time each year retail butchers begin to think about what will be a suitable New Year or Christmas present for their customers. We advise them to change the line of thought this year; to think of how to avoid giving presents to customers without hurting the feelings of the customers. There is no reason in the world why the butcher should spend his hard-earned money in presents for those who have dealt with him because they believe he treats them better than any other butcher will. The average butcher seems to have false ideas about some things, and one of them is that his customers bring him their trade for sentimental reasons. The fact is that the consumer goes where he believes he can get the most of the best goods for his money, and so far as his butcher is concerned, the consumer is as lacking in sentiment as a last year's Christmas tree is of candles. The butcher who feels that he cannot altogether break away from the present-giving custom, might find it advantageous to give away a handsome calendar. That is as far as he should go. This is a subject that should be taken up immediately by the Retail Butchers' Associations throughout the country. If every member were to agree not to give presents this year, it would mean the saving of thousands of dollars to the butchers."

### DEAD MEAT INDUSTRY.

During the past two weeks Canadian cattlemen have been to no slight degree inconvenienced by the condition of affairs in the Eastern States to the south of us. Canadian shippers have been obliged to look to their own resources in this crisis, and it is occurrences like this that make for a nation. Canada, a colony of the British Empire, is too dependent on the United States. Good arrangements were, of course, made independent of the United States, but the solution of the Canadian export trade in cattle does not lie therein. What is necessary is a chilled meat industry instead of the method which is at present in vogue. England does not wish to take any unnecessary risk, and Canadians should be alive to the importance of the situation. Mr. Hanbury, President of the English Board of Agriculture, speaking at Louth, about the middle of November last, declared that no store cattle would on any condition whatever be admitted into England during his tenure of office. The reason is, he added, that such importation is a great deal too risky and the game is not worth the candle. At the same time he wished that more cattle were bred in England. Mr. Hanbury knows well to what extent the pasture lands and root crops have been benefited by the greater number of home-bred cattle. If their land is being enriched, why cannot ours also be enriched by following the same practice? Let our farmers to a greater extent enter into feeding cattle. These cattle could be slaughtered here, thus giving more work to Canadians; and a chilled meat industry, with twentieth-century cold storage methods, could be established between Canada and England.

### OPERATIONS OF ST. HYACINTHE CHEESE BOARD.

The following table gives the operations of the Halle au Beurre et Fromage de St. Hyacinthe, Que., for the season 1902. The board was organized in June last:

| Sales. 1902. | Cheese boarded. | Cheese sold. | Butter boarded. | Butter sold. |
|---|---|---|---|---|
| June 21 | 2,149 | 1,620 | 851 | 716 |
| " 28 | .... | .... | 877 | 519 |
| July 5 | 2,842 | 2,554 | 832 | 650 |
| " 12 | .... | .... | 1,077 | 967 |
| " 19 | 2,962 | 2,962 | 1,006 | 693 |
| " 26 | .... | .... | 955 | 841 |
| Aug. 2 | 2,144 | 2,099 | 937 | 811 |
| " 9 | .... | .... | 1,022 | 898 |
| " 16 | 2,831 | 2,751 | 944 | 499 |
| " 23 | .... | .... | 831 | 621 |
| " 30 | 3,318 | 3,258 | 877 | 595 |
| Sept. 6 | .... | .... | 743 | 673 |
| " 13 | 3,096 | 2,841 | 879 | 689 |
| " 20 | .... | .... | 549 | 549 |
| " 27 | 3,196 | 2,701 | 932 | 40 |
| Oct. 4 | .... | .... | 927 | 527 |
| " 11 | 3,199 | 2,150 | 765 | 495 |
| " 18 | .... | .... | 307 | 277 |
| " 25 | 2,699 | 2,424 | 524 | 15 |
| " 31 | .... | .... | 294 | 189 |
| Nov. 8 | 2,423 | 2,423 | 560 | 396 |
| " 15 | .... | .... | 223 | ... |
| " 22 | 1,188 | 875 | 590 | 350 |
| Dec. 6 | 409 | 303 | 589 | 265 |
| | 32,047 | 28,658 | 17,502 | 12,010 |

### AMPLE FACILITIES AT HALIFAX.

D. A. Story, district freight agent of the I.C.R., stated that there was now accommodation at Richmond for 350 head of cattle. Hon. J. W. Longley was interviewed, and said there would be no difficulty in securing the Exhibition stables. There is accommodation on the ground for about 1,000 head, which would bring the total up to 1,350. And if the I.C.R. erect temporary sheds, probably 1,000 more can be comfortably accommodated at this port.

No vessels which have cleared from Portland or Boston can be used at St. John or Halifax for shipping cattle. But the steamers Englishman and Merion, being unable to load at Boston, are coming to Halifax.

In regard to the progress made in exterminating the foot and mouth disease, the United States Secretary of Agriculture has given instructions to Dr. Salmon, of the Bureau of Animal Industry, who is personally superintending the work of fighting the epidemic, to destroy all animals infected.

### THE PROVISION MARKETS.

TORONTO.

The market remains about the same, prices being firmly maintained. There is a tendency towards easier prices in dressed hogs, although there is no actual change in price. Veal is rather firmer in price. Our quotations are as follows: Dressed hogs, $7.25 to $8.00 per 100 lb.; No. 1 beef, $7.00 to $7.50 per 100 lb.; hind quarters, $7.50 to $8.00 per 100 lb.; front quarters, $4.50 to $5.00 per 100 lb.; veal, $6.50 to $9.00; lamb, $6.75. Choice export cattle, $5.00 to $5.50; medium cattle, $4.50 to $5.50; other grades of cattle, $2.40 to $3.00; live hogs, selects, 6c. per lb., and fats and lights, $5.75 per 100 lb.

The demand continues very active for all kinds of provisions, especially along clear bacon and pure lard. There is no indication of a decline in prices. Short cut is a little easier. We quote: Long clear bacon, 10¾ to 11½c.; smoked breakfast bacon, 14 to 15c.; roll, 11¾ to 12½c.; medium hams, 13½ to 14c.; large hams, 12½ to 13c.; shoulder hams, 11 to 11½c., and backs 14½ to 15c.; heavy mess pork, $21.50 to $22.00; short cut, $23.00 to $23.50; lard, in tierces, 10¾ to 11c. per lb.; tubs, 11 to 11¼c., and pails, 11¼ to 11½c.; compounds, 8¼ to 10c.; plate beef, $15.00 per 200-lb. bbl.

MONTREAL.

During the past week the movement in hog products generally has been active,




Registered Trade Mark Brand
Found on all our Bacon and Hams

# IRISH PROCESS CANADIAN BACON

"There is nothing too good for the Irish" has heretofore literally applied to the produce of their packing houses, but with the firm conviction that what is good enough for the Irish is not too good for Canadians, we have succeeded in producing a line of

## Hams and Bacon Unexcelled in the World.

The fine flavor is preserved, and the nutritive qualities enhanced.

**Do you handle it? If not, write**

## The Farmers' Co-Operative Packing Co.

**of Brantford, Limited.**

**Write for Price Lists.**

---

When you have any

# BUTTER OR EGGS

to offer, write or wire us. We are buyers.

## The J. A. McLean Produce Co., Limited

**75-77 Colborne Street**

**Telephone Main 2491.** Toronto.

---

# LARD

We are sending out lard just as fast as rendered, ensuring our customers Fresh, New Made Goods, much more desirable to you and your customers than old, held over stock. We shall be glad to have your orders in

Tierces Tubs
Pails Tins
or in 1-lb. Cartons

## F. W. FEARMAN CO.

**(Limited)**

**HAMILTON, ONT.**

---

# Fresh Pork Sausage.

You will please your customers and increase your trade by handling ***Our Celebrated Pork Sausage.***

Delicious in flavor and always fresh made. Once used always kept in stock. Expressed to all parts of Canada. Try a Sample Basket.

## The Park, Blackwell Co., LIMITED

**PORK PACKERS,**

TORONTO, ONT.

and prices have ruled steady. An advice from Bristol, Eng., states that Canadian Wiltshires, though they met with a sharp fall during the week past, showed later very good values and are now meeting with more inquiry.

There has been a decline of 25 to 50c. in dressed hogs. Receipts have increased somewhat, and on this account the market eased off during the first of the week. There is a fairly good demand. Fresh-killed abattoir stock now sells at $8 to $8.25, with country-killed unchanged at $7.50 per 100 lb.

The movement in dressed meats is now fairly good, though it is reported that really choice beef is scarce, and that the embargo placed on American cattle has had the effect of decreasing supplies on this market, exporters having advised holders in the country to cease shipping. The consequence is that instead of prices being easier they are actually higher, sales of good beef by the carcass having been made at 7½c. per lb., hind quarters at 9c. and fores at 6c. Veal also is somewhat scarce, and whatever is brought forward meets with a ready sale.

In lard, both pure and compound brands, there is a fairly good movement at unchanged prices. Quotations are as follows: Pure Canadian lard, $2.30 to $2.32½ per pail; Fairbank's "Boar's Head" lard compound, 9⅜c. tierce basis, with extras as follows: 60-lb. tubs, ¼c. over tierce; 20-lb. tin pails, ¼c.; 20-lb. wood pails, ½c.; 10-lb. tins, ¾c.; 5-lb. tins, ⅞c.; 3-lb. tins 1c. Snow White and Globe compound, $1.80 to $1.90 per pail; Cottolene, 11¼c. for 20-lb. pails, and 11½c. for 60-lb. tubs, for Quebec and Ontario; hams, 12 to 14c.; heavy Canadian short cut mess pork, $24.50 to $25; Canadian short cut clear pork, $23.50 to $24; American short cut clear pork, $24 to $24.50; American fat back, $24.50 to $25; bacon, Wiltshire, 13 to 14c. per lb.; extra plate beef, $14.50 to $15 per bbl.

WINNIPEG.

CURED MEATS.—The demand is enormous and prices are firm and unchanged with the exception that hams shade slightly lower. We quote: Hams, 14½c.; breakfast bacon, bellies, 15¼c.; backs, 14¾c.; spiced rolls, 12½c.; smoked long clear, 13c.; dry salt long clear, 12½c.

LARD.—50-lb. tubs, $6.05; 20-lb. pails, $2.40.

DRESSED MEATS.—There is a heavy trade in dressed meats of all kinds, and the market is slightly higher and shows a tendency to advance. We quote: Beef, city dressed, 6½c.; country dressed ½c.

CENTRAL Business College.
STRATFORD, ONT.
One of the best Commercial Schools on this Continent. Write for Catalogue.
W. J. ELLIOTT, - - Principal.

FISH AND OYSTERS
WHOLESALE.
The F. T. JAMES CO., Limited
76 Colborne Street, TORONTO.

SEASON 1902.
Butter Tubs
Order now—ship when required. Best goods—fair price.
WALTER WOODS & CO.
HAMILTON.

Subscribers wanting goods or special quotations on anything anywhere in Canada, at any time, can get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto or Montreal.

WE WANT
delivered at DELHI, ONT., 10,000 TONS of POULTRY during December.
Chickens, Ducks Geese and Turkeys,
all should be dressed, drawn, heads and feet off. Shipper should mark shipments plain and distinctly. Write for prices.
Delhi Canning Co., Limited.

Perkins, Ince & Co.
Wholesale Grocers
FRONT STREET EAST,
Toronto.

Sovereign Molasses Candy
100% PROFIT FOR THE GROCER.
A new and delicious Taffee put up in neat boxes to retail at 10c.
Free Sample.
THE GLOBE MFG. CO., 103 Adelaide St. West, TORONTO.

All first-class Grocers and Provision dealers should handle the
"L. & S." and "Imperial"
Brands of Smoked Hams, English Breakfast Bacon, Backs, Lard, Etc.
Long Clear Bacon.
New cured, free from rust, light or medium weights
Write or wire us for quotations in case or car lots.
Fowler's Canadian Company, Limited
HAMILTON.

under these figures; lamb, 11½c.; mutton-8 to 9c.; hogs, 7 to 8c.

ST. JOHN, N.B.

In barrelled pork, the market seems easier. Stocks are held light and there is little change in local prices. Local-packed is quite freely offered. In beef, the market keeps firm. There is quite a little local-packed offered, chiefly mess beef. Stock is good and price low. In pure lard, Ontario, which is chiefly used here, comes forward slowly. Price is very firm. In refined lard, a rather higher price is quoted. Fresh domestic beef is low and freely offered. It is difficult to get the price for Ontario stock. Round hogs are a little firmer in price. Lamb is low. We quote as follows: Mess pork, $23.00 to $23.50; clear pork, $23.00 to $26; plate beef, $14 to $16; domestic beef, 4 to 7c.; Western beef, 7 to 9c.; lamb, 6 to 6½c.; mutton, 5c.; veal, 5 to 7c.; pork, 7 to 7½c.; pure lard, tubs, 12c.; pails, 12¼c.; compound, tubs, 9¼c.; pails, 9½c.; Fairbank's refined, tubs, 10½c.; pails, 10¾c.

The N. K. Fairbank Co. have reduced their price of lard ¼c. per lb., and this, in the face of the firm market on pure lard, has been appreciated by the trade and large sales have resulted.

PROVISION NOTES.

It is not expected that the Christmas turkey will be dearer than 11 or 11½c. per lb. in Toronto.

Over 20,000 boxes of cheese were shipped from Russell station on the Ottawa and New York Railway, as against 16,000 last year.

The Guelph Winter Fair opened last Tuesday. It is the largest of its kind ever held in Canada and one of the largest ever held on the continent.

The smokehouse of Gordon, Ironsides & Fares' abattoir, situated at Winnipeg, was destroyed by fire on November 30. The building was valued at $4,000.

The latest thing in prepared food is a condensed extract of beef. This is being manufactured for the first time in Canada by the Dominion Packing Co., Charlottetown, P.E.I.

The Moose Jaw creamery has closed for the season. It received, during the six months' operating, 13,236.8 inches of cream from 14 patrons. The output was 16,731 lb. of butter.

The highest price paid for live hogs by the Dominion Packing Co., Charlottetown, P.E.I., who have re-commenced buying, is 6c. They do not wish to encourage the trade in dressed hogs, but prefer dealing in live hogs.

The Texas cattle ranges are becoming overcrowded, and owners are looking to Canada for new grazing grounds. They are willing to invest large amounts in the building of sheds, etc., if they can find suitable lands here.

The hog-buyers in half a dozen counties east of Toronto have formed a combine and think they have the farmers cornered. In speaking to a farmer, one of the principal buyers said that the farmers would not stick together. This aroused the farmers, and now they are looking for a buyer who will take their hogs.

The Cumberland Pork-Packing Co. have offered prizes to the management of the Maritime Fair for the best bacon hog of any age, breed or grade, the first prize being $5. Since the establishment of the packing industry in Amherst the company have found a steadily-increasing supply and are now increasing, on an average, $500 worth of pork per day from this county alone. In former years the bulk of their supply was imported.

A compilation of the reports sent to the Manitoba Department of Agriculture show that the amount of creamery butter manufactured during the season of 1902 was 1,406,450 lb., which is a decrease of 4 per cent, from last year, when the total was 2,460,810 lb. This year the average price was 18.6c., while last year it was only 17.9c., making the total value this year $364,598.70, as against $441,424.87 last year.


Our method of making our

# BOAR'S HEAD

## brand of REFINED LARD COMPOUND

popular has appealed particularly to the retailer. We say to the retailer, "Order five pails, test it in your own home, following the directions on the inside of the cover. Recommend it to your customers. If it is not all right, send back any unbroken packages. If it is good order more."




**Orders can be filled by any of the leading packing houses or jobbers in Canada or direct.**

| | | | |
|---|---|---|---|
| **Tierces** - | **400 lbs.** | **Pails, tin** - | **10 lbs.** |
| **Tubs** - - | **60 lbs.** | " " - - | **5 lbs.** |
| **Pails, wood** | **20 lbs.** | " " - | **3 lbs.** |
| " **tin** - | **20 lbs.** | | |

# THE N. K. FAIRBANK COMPANY.

**Wellington and Ann Sts., MONTREAL, QUE.**

**Chicago. New York. St. Louis. New Orleans. San Francisco. Baltimore. Boston. Philadelphia. London, Eng. Hamburg, Ger.**

## CONDENSED MILK.

A SERIES of articles in regard to the milk supply was recently printed by The New York Tribune, and several instances were cited of the danger of contagious diseases on account of the way in which milk was sometimes sold.

"A healthy community," says The Tribune, "means a vigorous, ambitious, enterprising and prosperous community; and the foundation of this health must be laid in infancy; and it is the health of the masses, not that of the favored few, that must be the subject of the closest investigation and inquiry." And the health of the infant, like that of the adult, is largely dependent on its food supply; but in the case of the former that supply is much more restricted. Sustaining food for adolescent and adult is provided in endless variety, but the babe must be fed on milk, and milk only; too often its mother cannot supply this, and it has to be sought elsewhere. The only available recourse for the poor, because of lack of means, is to use the milk from the corner grocery, or condensed milk; and, of these, the only safe one is the latter."

The Tribune then quotes the testimony of eminent physicians and others on the subject, some of which are herewith produced. Dr. L. Emmet Holt, professor of children's diseases at the New York Polyclinic, and an acknowledged authority on infant feeding, says: "Next to pure cow's milk, which is hard to get by the poor mother, in city life, I consider the fresh condensed milk, sold from the wagons, to be the best substitute for mother's milk. If it is inconvenient for the mother to get this, then canned condensed milk is the next choice. Both the condensed milk from the wagons and canned condensed milk are much better and safer than ordinary grocery-store milk."

Dr. W. P. Northrop, professor of infants' and children's diseases, Bellevue College, says: "For the great mass of mothers whose pocketbooks are limited to the daily running of their homes (he is speaking of mothers who cannot nurse their babies), I consider that plain, fresh condensed milk is the best. It is very much safer to feed a baby, in warm weather, on condensed milk, than upon milk obtained at the grocery stores, or, in fact, on any fresh milk, except that prepared especially for infants, and which many mothers, for various reasons, cannot get. Therefore, condensed milk is her safest and best substitute."

Dr. H. H. Chapin, professor of children's diseases at the Post Graduate Hospital: "In good condensed milk the product is pure, and carefully handled; therefore condensed milk is better for the mother than ordinary city milk."

Sister Theresa Vincent, in charge of the big New York Foundling Hospital, says that condensed milk gives them the best satisfaction of any infant food tried there, and they now use it exclusively."

Dr. Benjamin Edson, the well-known Brooklyn specialist on infant feeding, says: "I always give condensed milk the preference. My experience with it covers a period of some 30 years, and the results have always been in its favor. I have found that if children are rightly fed on it and given the proper amount of care they thrive and grow up strong. The complaint which I have occasionally heard about condensed milk is that infants become 'too fat' on it. I do not consider this anything wrong if the child acquires strength and hardihood at the same time, and this, in my experience, I have found to be the case."

Dr. F. A. Dorman, of the great Sloane Maternity Hospital, of New York, says: "There is no question that pure cow's milk properly modified, or, if it cannot be obtained, pure condensed milk is a most wholesome diet for infants. Good condensed milk is better than poor cow's milk which is what the poorer residents of a large city so often get."

New York Medical Journal: "The real question . . . is as to what is the best available substitute for mother's milk in the case of the poor, who are such a vast majority in any great urban population that it is necessarily their children that fall victims in the greatest numbers to the diseased conditions that are caused or greatly aggravated by improper feeding. Condensed milk offers itself as a particular boon to such people. It is cheap, it is readily obtainable, it requires no special care in the handling, it is pure, and it is the product of the best milk that men of vast experience in dairy affairs are able to obtain for themselves; surely it is infinitely preferable to the milk of the average corner grocery."

All this testimony is buttressed by the fact that there are hundreds of thousands of children raised to healthy maturity upon the product of one concern alone, the Borden, which is probably used more largely than all the other condensed milks combined.

The legitimate cause for this large use is found in its quality, which is the result of knowledge, experience, and systematic care. This product is simply pure cow's milk sterlized, and condensed in vacuum. It is preserved with refined (cane) sugar and prepared in such a manner as to make it absolutely pure and wholesome. Its quality has been endorsed by the scientific and expert juries of the Philadelphia Centennial, 1876; the World's Columbian Exposition, Chicago, 1893; the Californian Mid-Winter International Exposition, 1894; the Cotton States and International Exposition, Atlanta, 1895; the Franklin Institute Medal, National Export Association, Philadelphia, 1899; the Paris Exposition, 1900; the Pan-American Exposition, Buffalo, 1901; South Carlonia Interstate and West Indies Exposition, Charleston, S.C., 1902; and, in fact, wherever the Borden product has been exhibited, by the awards of first premiums.

Perhaps, though, the extraordinary growth of the manufacture of the condensed milk in its half-century of existence—no industry founded on error could be bolstered through so lengthened a period by even the most phenomenally expert business management—and its consequence to-day amongst the vested interests of the country will be considered not the least of the evidences of the value of its product. The visible expression of that consequence is to be found in the vast and thoroughly equipped receiving stations (one of which has alone received and shipped 30,000 quarts of milk in one day) throughout the dairy sections, and in the great city delivery depots, the massive proportions and stately architecture of which render them no mean rivals of municipal buildings. Again, while it is difficult to estimate this industry's value to the dairy interests, no insignificant part of this country's wealth, it is safe to guess that it must furnish a market for at least a large part of the milk supply, and that in the extremely and improbable event of disaster overtaking and destroying it, the farmer would suffer equally with the poor and their infant children.

Truly Gail Borden wrought better than he knew when, in 1849, he gave to the world his process for condensing milk!

## A GOOD RECORD.

For nearly half a century Boeckh's brushes and brooms have been upon the market, and they have forced their way to the front through sheer merit. There are few dealers, if any, who do not handle them and recommend them in strongest terms. Boeckh's bamboo-handled broom has quite superseded the heavy, old-fashioned broom in all the best conducted households. It carries the weight where needed, in the broom-end, and makes work light and satisfactory.

## CATALOGUES, BOOKLETS, ETC.

### A HANDSOME CALENDAR.

E. D. Marceau usually gets out a good calendar, and this year he has kept well up to the standard. His 1903 calendar is a large one, showing, besides his three trade marks at the top and a lithograph of his establishment, several illustrations, in fac-simile colors, of the packages of teas, mustards, baking powders, etc., which he handles. The calendar is well designed, executed and printed. The monthly records also are of a handy size. Readers of THE GROCER can secure a copy of this by writing to Mr. Marceau.

# Of Interest To You

When a grocer sells cheap baking powders he invites dissatisfaction. The cake being spoiled by the powder, all the ingredients will be classed as inferior, to the discredit of the grocer who sold them. The sale of lower-cost or inferior brands of powders as substitutes for the Royal Baking Powder, or at the price of the Royal, is not fair toward the consumer, and will react against the reputation of the store.

Royal is recognized everywhere and by every one as the very highest grade baking powder---superior to all other brands in purity, leavening strength, and keeping quality. It is this baking powder, therefore, that will always give the highest satisfaction to the customer; and a thoroughly satisfied customer is the most profitable customer that a dealer can have.

Ask your jobber for Royal Baking Powder. In the long run it yields more profit to the grocer than the low-priced alum brands.

ROYAL BAKING POWDER CO., 100 WILLIAM ST., NEW YORK.

We Will Keep A-Hammering
Until We Get Your Attention,
Then Your Request For Samples,

**And then we are sure of your order for**

# TETLEY'S BULK BLENDS

**ALWAYS THE SAME**

These goods are packed in convenient-sized boxes of 25 and 50 lbs., and are to be had through your wholesaler or the undersigned :

Hudson Bay Co., Winnipeg, —— OR —— Snowdon, Forbes & Co., Montreal.

"Condor" Japan and Black Tea, Baking Powder, Vinegar, Mustard,

# Madam Huot's Coffee

"Nectar" Black Tea, in lead packets and fancy tins only.

**JUST IN THIS WEEK:**

| | | |
|---|---|---|
| **80** | Half-Chests Pin-Head Gunpowder. *A rare thing of beauty and quality,* - - - at | **22½c.** |
| **26** | Catties Choice Ping Suey Young Hyson, balance of a lot ordered some time ago, - - - at | **17½c.** |
| **73** | Half-Chests good, clean, hard-leaf, fine, strong-liquoring Japan tea, - - - - - at | **20c.** |

**I CAN SUPPLY ALL YOUR WANTS. I HAVE THE FINEST ASSORTMENT POSSIBLE IN TEAS, COFFEES AND SPICES.**

I am distributing this week a Calendar, which, in my estimation, is a good one. I am sending it to all those whose names are on my books; if yours is not, and you want one, just say so on a postal card.

"Old Crow" Baking Powder, Vinegar, Mustard, Black Tea.

# E. D. MARCEAU,

281-285 St. Paul St.,

**MONTREAL.**

"3MD" Baking Powder, Vinegar, Spices, Coffee.

HAVE YOU ?

If you have overlooked placing your order or find your stock short on XMAS REQUIREMENTS IN FIGS, NUTS, PEELS, RAISINS

We would advise sending us your orders. We can guarantee prompt shipment, and our quotations are right.

THE EBY, BLAIN CO., LIMITED WHOLESALE GROCERS, ETC., TORONTO.

## MANITOBA MARKETS.

Winnipeg, December 6, 1902.

TRADE in all lines is excellent and the only complaint is the old, old one, that cars are short and jobbers cannot get their goods. It is exasperating, to say the least of it, to have Christmas goods ordered three, four, five and even six months ago not to hand yet. Into whatever jobbing house you go the story is the same. General jobbers report collections very fair, and the general financial tone good. There is every prospect of a heavy and early bush trade and firms intending to operate camps are already getting their outfits to the scene of operation, and there has been heavy selling to these men of staple groceries and food stuffs of all kinds.

The near approach of Christmas makes trade active in the special lines, and the demand is increasing for high-class goods. As usual at this season, prices remain for the most part unchanged; indeed, it might be said that not a single change, certainly not one of any moment, has occurred during the week, with the exception of the advance of 10c. per case on canned corn.

SUGARS.—Firm and without change. Granulated, $4.45; bright yellows, $3 85.

EVAPORATED AND DRIED FRUITS.—This market is not only active, but the prices are stiff and inclined to advance. Valencia raisins, though not quoted higher are even firmer in tone than last week, fine off-stalk being quoted at $2.35 and layers, $2.10 to $2.50; Californian muscatels, 7¼ to 8½c (2 to 4-crown). The demand for seeded raisins is heavy and this is one of the lines where delay in delivery is trying. One jobbing house has received but 100 boxes out of a two-car order. Currants are holding firm at 4¾ to 5c. and 1c. additional for cleaned goods.

NUTS.—The delay in delivery of these goods is most vexatious and some of the jobbers are getting anxious, as they fear they will not receive their full stocks in time for Christmas.

CANNED GOODS.—The canned vegetable situation shows no change. Jobbers generally are selling at $3.50 per case for tomatoes, although there is nothing in them at that figure. Some houses quote $3.75, but there seems some doubt of sales having been made at this figure. Corn has advanced 10c. per case, and is now quoted at $2.10. Peas are scarcer than corn, and cost quite as much, and should have advanced proportionately, but up to date have not done so, possibly owing to the more limited demand for them.

CANNED MEATS.—All lines are good sellers and prices show no change.

FLOUR.—A good business is being done both locally, for the Canadian trade generally, and for export. Prices are without change on the basis of $2 for the best grade of patent.

ROLLED OATS.—Very good trade, and practically the only cereal for which the demand is heavy at present. $1.75 for the 80-lb. sack is the basis, and $2.30 for the 98-lb. sack for standard and granulated.

POULTRY.—The supplies are at present confined to home-raised and the number of fowl coming in is not equal to the demand. The quality, too, is very poor; geese are practically the only well-fed birds coming on the market.

BUTTER.—The demand for butter is better than the supply at present. The amount of choice table butter coming in is not large. 20c. for farm-separator bricks has been paid, and good round lots of tubs or rolls bring 15 to 16c. Winnipeg.

CHEESE.—Steady demand and nothing new to report. Price is unchanged, jobbers selling at 13 to 13½c. All Ontario stock.

EGGS.—The market shows no signs of improvement so far as supply is concerned, and dealers hardly look for better things now until January. Eggs retailed in the city market to-day at 50c. (new laid). Fresh gathered case stock, mainly from Ontario, job at 25c.

VEGETABLES.—There is a considerable movement in potatoes and the prices have advanced. Carlots on track Winnipeg are worth 35c. and farmer's loads in the market, 30 to 35c. There is a demand for potatoes for New Ontario, and several cars were shipped down this week.

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H. P. Eckardt & Co. report a good demand for Heinz mince meat in pails.

Buyers of Malaga table raisins should communicate with H. P. Eckardt & Co.

A shipment of Nonpareil seeded muscatels in 16-oz. packages arrived this week for H. P. Eckardt & Co.

*"Best in the World."*

HILL, EVANS & CO'S (WORCESTER, ENG.)

PURE ENGLISH

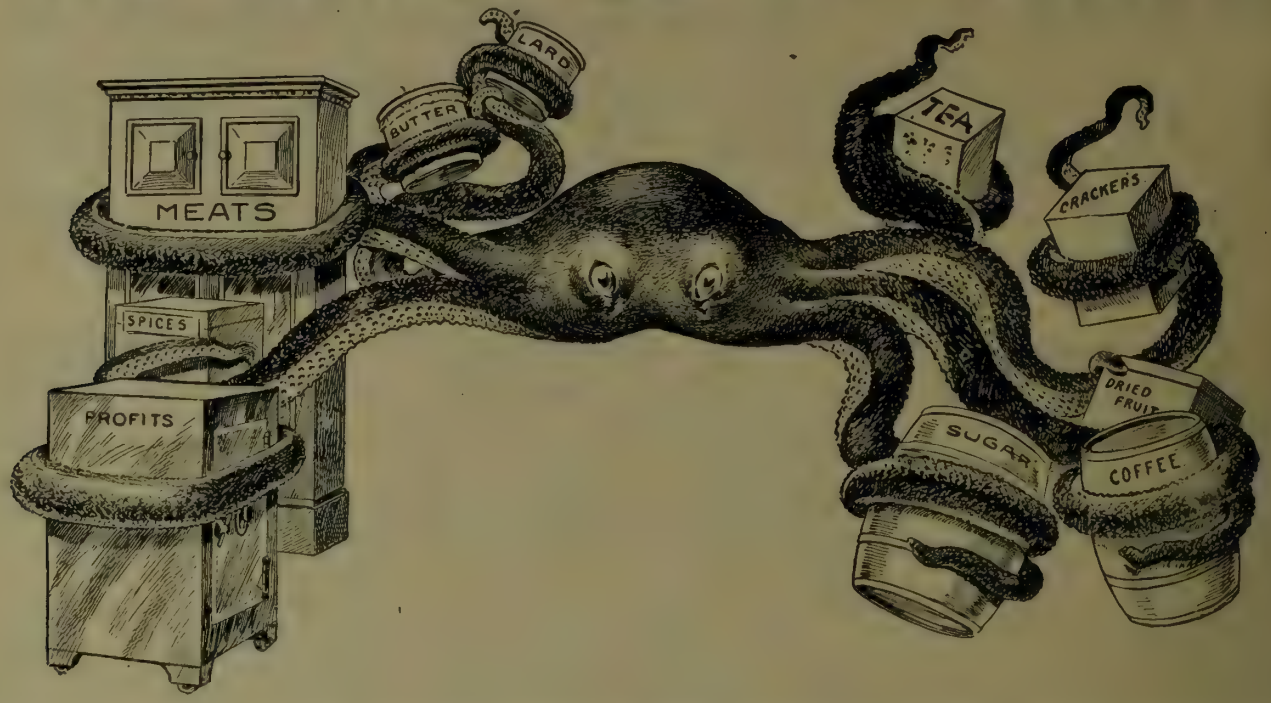
MALT VINEGAR Delicate in Flavor and Aroma. Splendid keeping properties.

ROBERT WATERS' QUININE WINE

Quinine in a palatable form—50 years' reputation.

Export Agents:
Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

# THE OCTOPUS OF WASTE




Don't let this hideous monster (the pound and ounce method of weighing merchandise) fix its tentacles on your store. It is death to profits and everlasting ruin to business.

**The Moneyweight System will rescue you from this vampire.**

**THE COMPUTING SCALE COMPANY,**
**OF CANADA, LIMITED**

663 Notre Dame St., Montreal, Que.
844 Pender St., Vancouver, B.C.

164 KING ST. WEST, TORONTO, ONT.

MANUFACTURERS OF . . .
DAYTON COMPUTING SCALES.
MONEYWEIGHT SCALES.

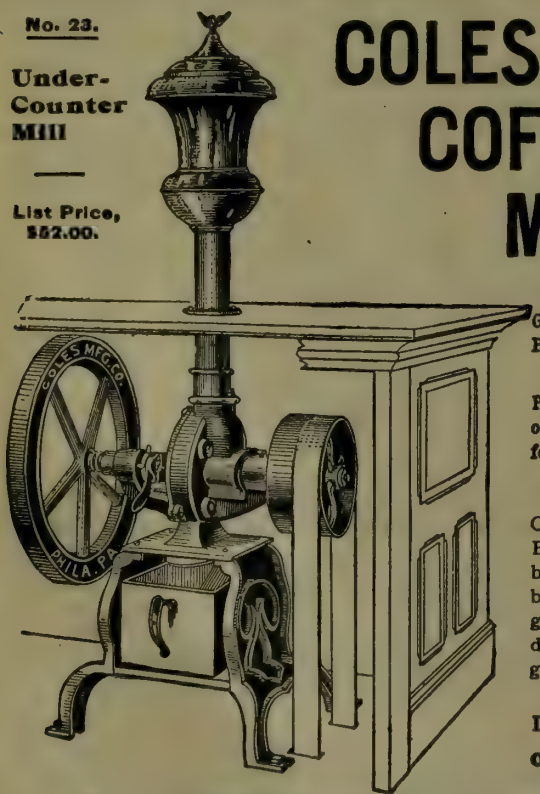
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No. 23.

**Under-Counter Mill**

**List Price, $52.00.**

# COLES COFFEE MILLS




**None better for Granulating or Pulverizing.**

**Our mills will Pulverize without heating Coffee.**

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

**A GREAT LABOR-SAVER.**

**Our Grinders wear longest.**

**Agents** { TODHUNTER, MITCHELL & CO., Toronto.
DEARBORN & CO., St. John, N.B.
FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont.

**COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.**

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IT IS A FACT THAT

# Paterson's Camp Coffee Essence

is the very best selling essence of coffee on the market. Good value the reason.

ROSE & LAFLAMME,
Agents, Montreal.

THE CANADIAN GROCER

*President:*
*JOHN BAYNE MacLEAN,*
*Montreal.*

**The MacLean Publishing Co. Limited**

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## WORSE AND MORE OF IT.

THE city analyst of Montreal has already given some startling information regarding the adulteration of foods sold in that city, particularly of catsups, pickles and candies. In the light of his previous discoveries along this line, it is not surprising to learn that sausages are also given liberal doses of aniline red and brown dyes to produce a desired color. Doubtless there are several dealers in these goods who have suspected this before, though it comes as news to the great part of the public, the unhappy consumers.

According to the report of the analyst, which has been submitted to the health committee, the practice of using aniline in sausages is growing, indeed, has already become common. Both red and brown dyes are used, the former to give the meat a fresh appearance, and the latter to imitate the smoked color of the sausage casings. When dye is used on the casings a great deal of time is saved in smoking.

With dyed catspus, dyed pickles, dyed sausage and dyed candy on the market, we are prepared for almost anything—and in all probability some manufacturer with more enterprise than honesty will give it to us.

Of another sort of dangerous food is a certain make of mustard, which the analyst in his report says should be confiscated. This, however, is bad only as a result of the manner in which it is put up, not from deliberate adulteration on the part of the manufacturer. It appears that the mustard was fitted with a tin cap, which corroded, and, coming into contact with the mustard, rendered it a dangerous article to partake of.

## A BUSINESS ROMANCE.

FIFTEEN or twenty years ago Colonel Pope was known as one of the most successful American manufacturers.

When the modern bicycle was developed he went extensively into their manufacture and soon became the leader by making good wheels and letting the people know it.

The American Bicycle Co. was formed, combining all the leading makers. Colonel Pope's business was included, and he has not, until lately, been much heard of. He became a director of the combination. Its promoters hoped, by reducing expenses, to make greater profits, and this was a reasonable proposition.

One of the first things the directors of the new company did was to cut off the advertising entirely. Colonel Pope opposed this move very strongly. He said to do so would be ruinous. The other directors persisted, and Colonel Pope resigned and sold all his interest in the Trust at a handsome figure.

The company made a disastrous failure in a much shorter time than Colonel Pope anticipated, and the creditors called on him and begged him to make an effort to put the business on a paying basis again.

At a meeting of the creditors the other day he presented an encouraging report as a result of his investigations. He gave it as his opinion that the cessation of advertising killed the bicycle business.

"The way to revive it," he declares, "is to resume advertising, which was cut off to reduce expenses, forgetful that there would also ensue a reduction in revenues.

"That is my idea for the future—to advertise. There is a future for the bicycle yet, but it will take advertising to develop it."

## THE METRIC SYSTEM IN CANADA.

RE the metric system in Canada, the Hon. M. E. Bernier, Minister of Inland Revenue, says he is satisfied the metric system is infinitely superior to our complicated system of weights and measures.

The hon. gentleman is doing all in his power to educate the public to the advantages of the system by distributing charts and other material to illustrate the system to the high schools throughout the country, and he will approach the Governments of the Provinces to have the distribution extend to the common schools.

In this the hon. gentleman is only discharging his duty, as it is an assured fact that the metric system will be in use in all the civilized countries of the world at no distant date.

Mr. S. W. Stratton, of the National Bureau of Standards for the United States at Washington, predicts that the system will be universally used within two years. Mr. Stratton has just arrived home from a two years' tour of the world in the interest of his office and is considered an authority on the subject.

The system was legalized in Canada by an Act of the Dominion Parliament in 1867 (chap. 104, section 21), and all contracts based on it are enforceable at law.

In several countries it is the only system in use, and on account of its exactness is used exclusively for scientific purposes. It is based on a measure of length, the original being a bar of platinum, made by one Broda in 1840 at Paris, where the original bar is still preserved. Since it is sure to be put into practical use in Canada, it devolves on all persons connected with trade to do their share toward educating the masses.

We append a table of measure for weight and bulk :

The litre is the unit of capacity. It is legal at 1.0567 quarts, liquid measure.

10 centi litres c l = 1 deci litre d l.
10 deci litres d l = 1 litre l.
10 litres l = 1 deka litre d l.
10 deka litres d l = 1 hekto litre h l.

The gram is the unit of weight. It is legal at 15.432 grains troy.

10 milligrams m g = 1 centigram c g.
10 centigrams c g = 1 decigram d g.
10 decigrams d g = 1 gram g.
10 grams g = 1 dekagram d g.
10 dekagrams d g = 1 hektogram h g.
10 hektograms h g = 1 kilogram k g.
10 kilograms k g = 1 myriagram m g.
10 myriagrams m g = 1 quintal q.
10 quintals or 1,000 kilograms are 1 metric ton m t.

## GRAVE CHARGE AGAINST CANADIAN CANNED MEATS.

THE daily newspapers were a few days ago furnished by the Department of Trade and Commerce with a statement derogatory of the canned meats supplied by Canada to the War Office for use in the South-African campaign. The item of news regarding it, as it appeared in the daily columns, was as follows :

The Department of Trade and Commerce has received a copy of the report of the Government analyst for the Cape of Good Hope, giving the results of an analysis of samples of canned meat from the United States, Canada, Australia and New Zealand. Samples of beef and poultry from Canada made an inferior showing, according to the report. The samples of Canadian meat numbered 94, and only 33 were pronounced sound ; of the remainder, 38 were decomposed, 23 slightly decomposed and 15 contained boracic acid. Fifty-eight samples of beef canned by a Montreal firm were analyzed, and, it is claimed, 26 were in an advanced state of decomposition, 11 were slightly decomposed, 1 contained lead, and 14 had boracic acid.

THE CANADIAN GROCER has for some time had the report of the British authorities at Cape Town in regard to the matter in its possession. It obtained it two months ago through R. G. Dun & Co., of New York, who in turn obtained it through their Cape Town branch. It was felt, however, that such a grave reflection in regard to the quality of Canadian canned meats should not be given publicity until the matter had been further investigated.

This is what the Department of Trade and Commerce should have done before giving the report publicity. Analysts commonly make mistakes ; and then it is well known that even such a respectable department as the War Office has its prejudices But Sir Richard Cartwright does not seem to have bothered himself about the matter. He probably deemed it none of his business, evidently not realizing that as Minister of Trade and Commerce he was on a par with the head of a department in a commercial enterprise who had not sufficient loyalty to the welfare of the firm to investigate a charge made against the quality of its goods before allowing the matter to gain publicity and reach the ears of competitors. But this is only another of the many instances we have had of Sir Richard's unfitness for the office he holds. It is time Sir Wilfrid Laurier made a change.

The analyses at Cape Town were made at the instance of the Military Director of Supplies, and the report in regard to canned beef was as follows, we substituting letters of the alphabet in place of the names of the firms given in the report :

| No. of Samples Examined | Brand. | State of Preservation. | Metallic Contamination. | Preservatives. | Remarks. |
|---|---|---|---|---|---|
| 9..... | A, Canada ..... | 2 slightly decomposed, 1 advanced decomposition, 1 quite putrid..... | Nil ..... | Nil ..... | 1 rather sinewy. |
| 58..... | B, " ..... | 11 slightly decomposed, 26 advanced state of decomposition..... | 1 lead.... | 14 Boracic ac. | 3 very sinewy. |
| 3..... | C, United States.. | Very good ..... | Nil ..... | Nil. | |
| 2..... | D, " .. | Sound ..... | Nil ..... | Nil. | |
| 6..... | E, " .. | Sound ..... | Nil ..... | Nil. | |
| 2..... | F, Australia..... | Sound ..... | Nil ..... | Nil. | |
| 6..... | G, Australia..... | 1 slightly decomposed and mildewy ..... | Nil. ..... | Nil..... .... | 1 very sinewy and inferior make-up. |
| 14..... | H, Canada..... | 4 decomposed..... | 1 lead ... | 1 Boracic ac. | |
| 13..... | I, Canada..... | 6 decomposed..... | Nil.. .... | Nil. | |
| 5..... | J, Australia..... | Sound ..... | 1 copper. | Nil. | |
| 5..... | K, " ..... | 1 slightly decomposed ..... | 1 copper. | Nil. | |
| 5..... | L, " ..... | 1 slightly decomposed, 1 putrified ..... ..... ..... | Nil.. .... | Nil. | |
| 4..... | M, New Zealand.. | 3 slightly decomposed ..... | 1 lead.... | Nil..... .... | 1 very sinewy. |
| 5..... | N, " .. | 3 slightly decomposed, 1 slightly decomposed..... | 1 copper. | Nil..... .... | 1 very sinewy. |
| 5..... | O, " .. | 1 slightly decomposed..... | 4 copper. | Nil..... ..... | 2 sinewy. |
| 4..... | P, " .. | 3 slightly decomposed..... | 4 copper. | Nil..... .... | 3 inferior quality. |

The following table was given showing the comparison as far as countries were concerned :

| Country. | No samples. | Sound. | Slightly decomposed. | Boracic preservatives. | Metallic contamination. |
|---|---|---|---|---|---|
| Scotland..... | 1 | 1 | .. | .. | .. |
| New Zealand..... | 15 | 7 | 7 | 1 | 6 |
| Queensland..... | 13 | 12 | 1 | .. | 2 |
| New South Wales..... | 21 | 17 | 2 | 2 | .. |
| Canada ..... | 94 | 33 | 23 | 38 | 2 |
| United States..... | 11 | 11 | .. | .. | .. |
| Unknown..... | 16 | 9 | 7 | .. | 4 |
| Total..... ..... | 171 | 90 | 40 | 41 | 14 |

As we have already pointed out, we have during the past few weeks being investigating the matter. We have not yet been able to investigate every case, but those we have by no means corroborate the grave charges which are levied against Canadian canned meats by the analysis at Cape Town. One firm, for instance, in whose product one tin containing boracic acid was found, never uses boracic acid in any way in its establishment. There were 14 samples in all tested of this particular firm, and yet in only one was boracic acid found. This clearly shows that a mistake has been made, for we learn that the same method of pickling was employed in every instance.

Then, at the request of a firm who had shipped canned meats to South Africa, some of the cases were two years afterwards returned for the purpose of making a thorough test, and, although over 30 tins were opened, not one was found to be decomposed or impure. In fact, the contents of every tin were in excellent condition.

As far as the decomposed tins referred to in the report are concerned, the very fact that cases of canned meats were frequently exposed to inclement weather and immersed in water, thus causing the tins to rust and become perforated, would easily account for that.

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## SCARCITY OF OYSTERS.

THE tone of the oyster market is firm and prices in Canada will likely advance before long. Latest advices from Baltimore state that prices there have advanced 10c. per gal. This is an appreciation of 10 per cent.

The oyster is a scarce article this year around Chesapeake Bay. The catch is lighter this season than ever before, and, in fact, it has been getting smaller every year for some length of time. If this state of affairs keeps on much longer oysters will be a luxury that only the rich can afford. By the continual draining for years of Chesapeake Bay the fishermen have much depleted the oyster beds so that now only a few are obtainable in those waters. Like everything else, the Chesapeake Bay oyster is passing away.

Canadian dealers are not wholly dependent upon the Baltimore market for their oyster supply. Around Prince Edward Island are valuable oyster beds, whence oysters are exported over Canada, the United States, West Indies, and even to England. Most of these, however, are sold in the shell.

# Christmas Suggestions for Customers.

Cut the following list out and place it in a prominent position in your store. It will be useful to your customers, and will mean money to you. It has been carefully compiled, and contains a list of articles handled by a grocer, and suitable for Christmas presents.

IT is oftentimes quite a difficult matter for customers to decide, when purchasing Christmas presents, just what they ought to buy for their friends and relatives. If they have no definite idea beforehand, they are liable to become muddled when faced by the complex display of a varied stock. Consequently, a merchant who is anxious to make sales will be prepared to utilize all possible means to help these customers come to a decision.

The following list is intended to assist the merchant in these efforts. It contains a variety and assortment of articles, all of which should make excellent presents. These are placed in as convenient a form as space will allow, and customers, who take the leisure to glance over them, will very likely be assisted in making their decision. Articles that they might never otherwise have thought of will be brought to their notice and an opportunity will be given the merchant to at least describe his goods. The latter may receive from the list useful hints in making up his stock, as articles are often overlooked in the hurry of making a selection:

Basket of Fruit, as Oranges, Lemons, Apples.
Box of Table Figs.
Box of Dates.
Box of Table Raisins.
Box of Candies, as Bon-Bons, Chocolates, etc.
Plum Pudding.
Fine Condiments, as French Cherries, Stuffed Mushrooms, Almonds.
Wines and Liquors.
Fruit Syrups in Fancy Decanters.
Packages of Mince Meats, etc.
Jars of Jams, Jellies, etc.
Fowl, as Turkeys, Ducks, Geese, Chickens.
Packages of High-Grade Teas, Coffees, Chocolates.
Christmas Cakes.
Nuts of all kinds.
Bottles of Unfermented Wine.
Boxes of Cigars.
Pipes.
Packages of Tobacco.
Crystallized Fruits.

## TRADE DISCOUNTS.

SEVERAL trade journals have recently published articles on the amount the merchant would save if he discounted his bills promptly, even if he had to borrow the money to pay them from the banks. But some people have taken a different view of the matter, and in The St. Paul Trade, Minor C. Badger writes on the subject as follows:

I have been considerably amused by the articles published at different times in regard to the amount saved by discounting bills, and especially at the rate of interest. Take the hat and cap line, for instance, with terms 10 days less 6 per cent., 30-5, 60-4 four months net. If he discounts in 10 days at 6 per cent. he gets $6 for the use of $100 for 110 days, or at the rate of 19 9-10 per cent. per annum. If he takes the 30 day discount he gets 5 per cent. for 90 days, or 20 per cent. per annum. If he takes the 60 day discount then he gets 24 per cent. for his money, which is the best rate of interest he can get, and, of course, would pay him better than the 10 day discount at a trifle less than 20 per cent. per annum.

But let us see how it works in actual business. Theory is all right sometimes, but actual workings are different. As a general proposition, the average country merchant buys of his hat house two bills a year, one in the spring and one in the fall, so that he can get this discount only twice a year—not three times at 6 per cent., nor four times at 5 per cent., nor five times at 4 per cent., but only twice, no matter which discount he takes; so that while 4-60 is figuring at 24 per cent. per annum, he only gets 8 per cent.; and while the 6-10 figures scant 20 per cent. per annum, he really gets 12 per cent.

While figures do not lie they are sometimes very misleading, and the man who figures on 20 per cent. interest by discounting his hat bills, will come to the conclusion that some one was mistaken.

Now, as to the actual amount saved; any country merchant can "work" his jobber fot 60 days' extra time without interest by simply taking it when the bill is due, so that in borrowing of his banker he must take that into consideration. In this part of the world the bankers are in it for what they can make out of it, and 12 per cent. is not at all bad for one who wants to borcow; 10 per cent. is a very reasonable rate, and is just a fair average. So he borrows at 10 per cent. and gets at the most 12 per cent., making a profit of only 2 per cent. per annum in the transaction, an amount too small to look at considering the trouble to get the loan.

## CALIFORNIAN FRUITS.

Arrangements have been made with S. H. Ewing & Sons by the Co-operative Packers' Association, of Fresno, Cal., to handle the latter's fruits on this market, and orders have already been taken for four or five cars. Owing to the extra fine quality of the fruit, however, the association has only been able to ship a mixed car, which was quickly disposed of before it arrived. But Ewing & Sons have another car coming, composed of choice seeded raisins, apricots, prunes, standard loose muscatels and fine Muir peaches.

## SIMCOE XMAS MARKET.

The town of Simcoe will hold its annual Christmas market on Tuesday and Wednesday, December 23 and 24, 1902, at which over $700 will be given away in prizes. These markets have been run in Simcoe for some eight years, and the enterprise is growing steadily since its commencement. The prizes offered are for poultry, butter, eggs, apples, celery, honey, maple syrup, butternuts, walnuts, etc. We refer our readers to the advertisement on another page.

## CULTIVATING TEA IN THE UNITED STATES.

THE United States some day may be growing tea on a large scale. For several years the Agricultural Department at Washington has been experimenting with the growing of tea, and at Pinehurst, Summerville, S.C., over 100 acres of tea were cultivated last year. A factory well equipped for carrying on work on a commercial scale and accurate scientific experiements is established in connection with this garden. As a result of improved methods this year better grades of tea were turned out than the year before.

The yield of tea in these gardens this year amounted to 9,000 lb., against 4,300 lb. the year before. Some of the tea grown was of good quality and yielded well, while some gardens produced tea of poor quality and small yield.

To further experiment a tea farm will be shortly started in Texas where cheap labor can be secured, provided that a suitable location be found with land adapted to the growing of tea. It is, however, too early yet to predict whether tea can be grown on a paying basis in the North American Republic, but it is believed that by careful and judicious management suitable profits can be realized from the production to encourage extensive planting of the article in many parts of the Southern States.



**"SQUANDERED."** The money you save (?) between the cost of an ordinary "quite as good as the **"SALADA"** average" brand of Tea and **Ceylon** is usually a trifling sum, but is invariably pure wastefulness. The trifle is only saved in your mind, not in reality, all such "so-called" savings doing more injury to your trade in a week than can be repaired in a year.

The public are too wide awake nowadays to continue the acceptance of anything but the very best, and all efforts to the contrary will prove disastrously unavailing—"Mark our words."

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Add a case to your next 10-box Order.

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LIMITED,
**Brantford, Ont.**

# MARKETS AND MARKET NOTES

## ONTARIO MARKETS.

Toronto, December 11, 1902.

### GROCERIES.

TRADE is active this week in all lines of groceries. Most of the deliveries on outstanding contracts have been made and the trade is now busy with rush orders for all lines of Christmas goods that have to be shipped at once to their destinations. New crop nuts are now on the market and there has been an advance of 2c. in Brazil nuts, ½c. in Formagetta almonds and 8½c. in Grenoble walnuts. The jobbers report an active inquiry for these and are busy filling contracts. Canned salmon has been moving out with considerable freedom for the time of the year. There is a good demand for candied peels and foreign dried fruits of almost every description. Teas are active, particularly Indian and Ceylon blacks and greens, and the prices are firmer on account of the rising tendency of the primary markets, but no local advances have recently been made. Canadian refined sugars are unchanged in prices since our last report and the demand is light. The movement from second hands is slow, being only for actual requirements.

#### CANNED GOODS.

As is to be expected at this time of the year there is little movement in vegetables. There are still a few orders coming forward for peas and corn, and tomatoes are held at $1.60, but are not attracting much attention at that figure. At second hands, considering the high prices of the article, there have been for the most part satisfactory sales. Both peas and corn continue at their previously quoted values, and are moderately active for the season. The high prices of meats are probably responsible for the unusual demand for salmon and other lines of fish for the time of the year, and the prices of these goods are firmly held. Herring are strong owing to a shortage in the catch of the fish on the Atlantic coast and advances may be made in prices before long, should the present light catches continue.

#### COFFEES.

There is a fairly active demand for low and medium grades of Java and Mocha and green Rios, and the market is firm in tone throughout the list without any quotable change in prices. The prices of coffee abroad advanced slightly, both for actual supplies and contracts. We quote: Green Rios, No. 7, 3¾c.; No. 6, 8c.; No. 5, 8¼c.; No. 4, 9c.; No. 3, 10 to 12c. per lb.

#### NUTS.

New crop nuts have been arriving from the primary markets during the week and jobbers have been busy filling contracts. There are quite a number of orders coming in for immediate shipment for the holiday trade. The prices have advanced 2c. for Brazils, ½c. for Formagetta almonds and ½c. for Grenoble walnuts. Tarragona almonds and shelled almonds are both quoted firmer on the primary markets. The primary market on Sicily shelled almonds was reported a little easier by recent cable advices.

#### RICE AND TAPIOCA.

A good sorting demand continues for rice. Tapioca also is active. Advices from the South, where the weather conditions have been unfavorable for the gathering of the new crop of rice, state that an improvement in the weather had taken place there and that the prospects were now more favorable for saving a larger percentage of the crop than was recently expected, but the quality of the rice will be chiefly low grade.

#### SPICES.

The spice market has been active, the demand for black and white pepper, ginger, mace, nutmegs and cloves being good. The prices are steady and unchanged.

#### SYRUPS AND MOLASSES.

There has been a considerable call for black strap molasses. The brighter grades of syrups have also been active.

#### SUGAR.

In the local sugar market there has been no change to note since last week. The week, however, has not been without feature in outside markets, which have shown increased strength. Raw cane sugars in New York are dearer by 1-16c. per lb. than was reported last week in our editorial columns, being now quoted at 4c., duty paid, New York. The market is strong on this basis with light offerings. 88 deg. raw beet sugars have steadily improved in value and are fully 6d. higher for the week, the quotations now being 8s. 6d. f.o.b. Hamburg.

In New York the prices of refined advanced 10c. per 100 lb. on Tuesday, the 9th inst., thus making an appreciation of ¼c. per lb. from the recent lowest point, against a net gain of 15c. per 100 lb. in quotations for Canadian refined.

The local demand continues light and the movement from second hands is slow, being only for actual requirements. The situation, however, is not without interest, and there are those who look for an early return to conditions more in keeping with those on the outside markets.

For the week the receipts of raws at the four United States ports were 24,998 tons, the meltings being 31,000 tons, and the total stock in the four ports was 182,711 tons, against 188,713 tons last week, and 130,540 tons last year.

#### TEAS.

The local tea market is firm in tone and buying has been brisk during the week in Indian and Ceylon greens and blacks. There has been a larger percentage of the greens sold this year than usual, probably owing to the scarcity of the China and Japan article. Nothing is available on the spot in Indian pekoe Souchongs at 6¼ to 6½d., and foreign advices state that 7½d. is the price asked for merchantable stuff, and that the buying would be lively if 7 or 7¼d. would be taken for Indian pekoes or pekoe Souchongs. Good Ceylon pekoes were not avaialable at 8½d., but first-class goods might have been obtained at 9d. Orange pekoes from 1 to 1s. 3d. were wanted and obtainable only in a few cases. The prices were altogether in buyers' favor. Green Indians and Ceylons were saleable at 7⅜ to 9½d., and few goods were offering. Fancy green Indians were worth 1s. 3d., and a few were offering. Later despatches say that the Japan and Indian markets are closed and no Ceylons nor Indians, no matter how poor, were lower than 7 to 7½d. Mail advices from London, Eng., report firm prices for all the grades of Indian teas, not only for the common, but also for the medium and better liquoring grades. Later, the sales evinced a quieter tone. Further fractional advances were generally recorded in Ceylons and more attention was shown to medium and better liquoring teas, which sold at dearer rates. Finer kinds were, perhaps, hardly as well competed for as before.

### FOREIGN DRIED FRUITS.

CURRANTS.—Recent cable advices from Greece report a somewhat firmer market there on currants. The local demand is keeping up well. We quote: Fine Filiatras, 5½c. up; Patras, 6¼ to 6⅜c. and Vostizzas, 7 to 8c. per lb.

VALENCIA RAISINS.—The bulk of the heavy buying in Valencia raisins is over, but jobbers are busy forwarding numerous refill orders to various parts of the country. Fine off-stalk and selected layers are scarce and some jobbers are cleaned out of them. Prices are: Fine off-stalk, 7 to 8c.; selected, 8 to 9c. and selected layers, 9 to 10c. per lb.

SULTANA RAISINS.—There are large stocks of these in the hands of jobbers. The demand is fair. We quote 9 to 13c. per lb.

DATES.—These are still in active demand although the jobbers have delivered the majority of their orders under contract. The prices in New York advanced on Saturday. We quote: Hallowees, 4½ to 5c.; Sairs, 4 to 4½c. and Fards, 7½ to 8c. per lb.

PRUNES.—Coast wires report the crop practically out of first hands. Arrivals are coming in from the Coast daily and active buying is reported on all sizes. We quote: 100-110s, 4 to 4½c.; 90-100s, 4⅜ to 5½c.; 80-90s, 6 to 6½c.; 70-80s, 6½ to 7c.; 60-70s, 7 to 7½c.; 50-60s, 8 to 8½c.; 40-50s, 8½ to 10c. per lb.

FIGS.—There is an active sorting-up demand in all lines of figs. We quote as follows: Tapnets, 4c.; Naturals, 8c. and Elemes, 10 to 15c. per lb.

CALIFORNIAN SEEDED RAISINS.—There is a good movement in these from stock and the prices are firm. Quotations are as follows: 8½ to 9c. per lb. for 12-oz. packages and 10½ to 11c. for 1-lb. boxes of choice goods in packages. Californian loose muscatels are quoted as follows: 2-crown, 7½c.; 3-crown, 8c. and 4-crown, 9c. per lb.

CALIFORNIAN EVAPORATED FRUITS.—There is an active demand for apricots and peaches and the prices are firm and unchanged. We quote: Apricots, 9 to 13c. and peaches, 9 to 12c. per lb.

### GREEN FRUITS.

Trade in all lines of green fruits is active and a buoyant tone dominates the market, keeping up the prices well. Large

shipments of oranges continue to arrive daily and are sold out almost as fast as they come in. Mexicans and Valencias are favorites. Californians are just commencing to come in and are a little on the green side yet, the crop this year being late. Pineapples are scarce and dear, with hardly any demand for them. Apples continue moving out steadily. The first Messina lemons will be on the market in a few days and the price will probably be $3.50 per box. Quotations are: Californian navel oranges, $3.75 to $4 per box; Florida oranges, $3.75; Mexicans, $2.25 to $2.50; Jamaicas, $2.75 to $3 in boxes and $5.50 in barrels; Valencia oranges, $4.50 to $6.75 per box, according to sizes; Tangerines, $4.50 per half-strap; pineapples, $4 to $4.50 per crate; grape fruit, $3.50 to $4 per box; Malaga grapes, $5.50 to $7 per bbl.; winter apples, $2.25 to $3 per bbl.; fancy Jersey cranberries, $10.50 per bbl.; Cape Cod, $9.50 per bbl.; Nova-Scotian, $7.50 per bbl.; sweet potatoes, $4.50 per bbl.; bananas, $1.25 to $1.75 per bunch for ordinary, and $2.25 to $2.50 for large bunches; Californian lemons, $4 to $4.50 per case; Messina, $3.50 per box; cucumbers, $1.75 to $2.00 per doz.; Californian tomatoes, $3.50 per crate.

### VEGETABLES.

There is a good demand for potatoes, cabbage and celery. The first radishes of the season are now on the market and are selling at 50c. per dozen. Prices are as follows: Lettuce, 30 to 40c. per doz.; mint and parsley, 15 to 20c.; cauliflower, 50c. to $1 per dozen; cabbage, 30 to 50c. per dozen and $1 per barrel; pickling cabbage, 25 to 50c. per doz.; carrots, 40 to 50c. per bag; beets, 40 to 50c. per bag; potatoes, $1 to $1.20 per bag; celery, 50 to 75c. per dozen; squashes, $1 to $1.50 per dozen; pumpkins, 50c. per dozen; artichokes, 50c. per bushel; spinach, 40c.; parsnips, 40 to 50c. per bag; vegetable marrow, 30 to 50c. per doz.; citrons, 40 to 50c. per doz.; celery, Californian, $4.50 per crate; ditto, cauliflower, $3.75.

### COUNTRY PRODUCE.

EGGS.—The receipts of strictly fresh eggs are light and the stock coming in is bringing fancy prices. The principal movement is in limed and cold stored, the prices of which are well maintained. We quote: Strictly new laid, 25 to 26c.; and fresh, 19 to 20c.; limed, 18c. and cold stored, 16 to 19c. per doz.

BEANS.—Some Austrian grown beans are reported to be offering on this market at prices which are lower than were asked by holders of the Canadian article. There have not been many transactions between buyers and sellers on the basis quoted below, as buyers are only inclined to buy for present wants. We quote $1.75 to $2 in carlots.

DRIED AND EVAPORATED APPLES.—There has been little movement in evaporated apples so far this fall and the offerings of dried are meeting with hardly any response. We quote 6½ to 7c. for evaporated and 4c. per lb. for dried.

HONEY.—There is a moderate demand for honey. We quote: Extracted clover, in 60-lb. tins, 9c.; in glass jars, small sizes, 95c. to $1.85 per doz.; combs, $1.50 to $2 per doz.

POTATOES.—The demand is heavy and arrivals are fair. The prices are firmer at 85 to 90c. per bag in carlots, on track, Toronto.

### BUTTER AND CHEESE.

BUTTER.—Good qualities of dairy are firm in value. Quite a lot of inferior dairy butter is coming forward, increasing the demand for creamery and advancing the prices thereof on the local market. The English market for Canadian choice dairy and creamery butter is stiff. We quote: Dairy, 1-lb. prints, 18 to 19c.; large rolls, 16 to 18c.; choice tubs, 16 to 17c.; inferior tubs, 14 to 15c.; creamery prints, 21 to 24c. and creamery solids, 20 to 23c. per lb.

CHEESE.—The market locally is active and firm. The local demand is fairly satisfactory, and the outside markets are strong and active. We quote: Finest, 13 to 13¼c. per lb.

### POULTRY AND GAME.

DRESSED POULTRY.—The cold weather this week has had the effect of keeping back the receipts of dressed poultry of all kinds. The demand is good. We quote: Turkeys, 9 to 12c.; geese, 7 to 8c.; ducks, 9 to 10c., or 60 to 90c. per pair; chickens, 8 to 9c., or 30 to 50c. per pair.

LIVE POULTRY.—The arrivals of live poultry are fair and the prices are firm. The principal export trade is being done in chickens, the local market being now capable of absorbing at good prices all the turkeys, geese and ducks coming forward. We quote: Turkeys, 8c.; geese, 5c.; ducks, 7c.; chickens, young, 7 to 8c. and old, 5 to 6c. per lb.

GAME.—The game season is over as far as the receipts are concerned. The local demand for the commodity is light. We quote: Teal, 20c. per pair, and pin tails, 30 to 35c.; black ducks, 70 to 75c.; butterballs, 30 to 35c.; red heads, 60 to 65c. and blue bills, 20 to 30c.

### FISH.

There is a good business doing in all lines of fish. Herring and finnan haddies are scarce. Oysters are advancing in Baltimore, and prices here are firm in sympathy. We quote as follows: Frozen fish, trout, 7 to 7½c.; herring, 5 to 6c.; perch, 4 to 5c.; pike, 6c.; British-Columbian salmon, 15 to 20c.; whitefish, 7 to 7½c.; mackerel, 15 to 20c.; rock bass, 4c.; halibut, 15c.; blue pike, 4c.; live lobsters, 25c. per lb.; oysters, $3.75 to $4.50 small pail and $6.75 to $7.25 for large; smoked ciscoes, $1.25 per basket; Digby herring, 75c. per bundle; finnan haddies, 7 to 8c. in 15-lb. boxes; codfish, $4.50 for 25-lb. boxes and $1.80 for 2 doz. box; quail on toast, 5½c. in boxes; boneless cod, 4½c per lb.; ciscoes, $1.25 per basket; kippered herring, $4 per case of 4 doz. tins; Labrador herring, in half-barrels, $3 and lake herring, $4; salt sea salmon, $8 to $10 per 100 lb.; salt sea mackerel, $2; lake herring, $4; frozen sea herring, $2.25 per 100; bloaters, Yarmouth, $1.25 to $1.50 per box.

### GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.—There have been heavy deliveries of grain and the prices are easier. We quote: Red wheat, 72c.; white wheat, 72c.; barley, 40 to 45c.; oats, 34c.; peas, 76c.; buckwheat, 52c.; rye, 50c. per bushel on track, Toronto.

FLOUR.—A fair demand for flour is reported and prices are steady. We quote: Ontario patents, in bags, $3.35 to $3.65; Hungarian patents, $4.10 to $4.20; Manitoba bakers', $3.75 to $3.90; straight roller, $3.40 to $3.50 per bbl.

BREAKFAST FOODS.—There is a good volume of trade doing in oatmeal and rolled oats. The prices of oatmeal and rolled oats have declined 15c. per bbl. Pot barley has gone down 10c. We quote as follows: Oatmeal, standard and granulated, in carlots on track, $4.30; standard rolled oats, in carlots, $4.10 per barrel in bags; in wood, 15c. extra, and for broken lots, 25c. per bbl. extra; rolled wheat, $2.25 per 100 lb. bbl.; cornmeal, $4; split peas, $4.75; pot barley, $4, in bags; in wood, 15c. extra.

### HIDES, SKINS AND WOOL.

HIDES.—The movement in hides continues brisk and prices are steady. We quote: No. 1 green, 8c.; No. 2 green, 7c.; No. 1 green, steers, 8½c.; No. 2 green, steers, 7½c.; cured, 8½ to 9c. per lb.

CALF SKINS.—There is a fair demand for these. We quote as follows: Veal skins, 6 to 14 lb. inclusive, No. 1, 10c.; No. 2, 8c.; do, 15 to 20 lb. inclusive, No. 1, 9c.; No. 2, 7c.; deacons (dairies), 60 to 70c. each.

SHEEPSKINS.—There is a good call for sheepskins. The price is steady at 75c. each.

WOOL.—This market is improving. We quote: Fleece wool, 14c. and unwashed wool, 7½c. per lb.

TALLOW.—The price of this commodity is weak with no quotable change. The ruling prices are 6¼ to 7c. per lb.

### SEEDS.

The outside deliveries of red clover and alsike continue light. Timothy is coming in more freely. Prices at outside points follow: Red clover, $6.25 to $6.75; alsike, $6.50 to $7 and timothy, $1.60 to $1.85.

### MARKET NOTES.

Cheese has advanced ½c. per lb.

Oatmeal and rolled oats have declined 15c. per bbl. and pot barley is 10c. per bbl. lower.


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TORONTO.

## QUEBEC MARKETS.

Montreal, December 11, 1902.

### GROCERIES.

THE movement of goods from the wholesale houses just now is very active, some houses reporting the most active holiday demand in their history. Several important changes in prices have been made this week, among them a drop of 10c. in sugars. Coal oil has also gone up another cent, and may go higher. Monday was observed as a holiday by most people in Quebec Province, as a consequence of which business on the two or three succeeding days was all the more active. The country roads are in better condition, and except on one or two very cold days, visiting buyers have been numerous in the city.

SUGAR.

On the 3rd instant all sugars were reduced 10c. for Quebec and Ontario only. This change was made in view of the importation of a considerable quantity of American refined sugars, but since then an advance of 10c. took place on the New York market, and this market has become stronger in sympathy, though no actual change in prices was made. At the lower prices an active business was done here. Granulated sugar now sells at $3.80 for No. 1 and $3.60 for No. 2; both yellows at $3.15 to $3.75.

TEAS.

There has not been much change in the tea market. The position of almost all teas is still strong. Ceylon low grades have continued to advance and are now about 1½c. higher than last week. The higher grades, however, have not changed in price, but are still firm. Green teas are also very firm. Japans are still high and very firm. Some arrivals are reported on this market during the week, and one large house announces that it will have sufficient to supply all demands from retailers.

SYRUPS AND MOLASSES.

The movement in corn syrups, though gradually improving, is still quiet, and no quotable changes are reported. We quote: In bbls., 3c.; in half-barrels, 3⅛c.; in quarter-barrels, 3¾c.; in 38½-lb. pails, $1.40 and in 25-lb. pails, $1.10. As to molasses there has been little or no change. Some severe competition is reported in this market on the part of a Halifax concern. Barbados molasses is quoted at 24 to 25c.; New Orleans, 16 to 17c.; Antigua, 24c. and Porto Rico, 38c.

SPICES.

On the local market the prices have remained unchanged, though the tone of the market is firm. Advices from New York state that the market for all lines is firm, but quiet. Mace is in very small supply. Prices follow: Nutmegs, 35c. to 55c. per lb., as to size; penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 22c., according to grade; white, 25 to 27c.; ginger, whole Cochin, 15 to 17c.; Japan, 13 to 14c.; Jamaica, 16 to 20c.; Afghan, 12 to 13c.; ground Japan, 15c.; Cochin, 16 to 17c.; Jamaica, 20 to 22c.; and Afghan, 13 to 14c.

RICE AND TAPIOCA.

There is no change. Business continues fairly good. We quote: B rice, in bags, $3.02½; in half-bags, $3.07½; in quarter-

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WHOLESALE FRUIT and PRODUCE COMMISSION MERCHANT.
BANANAS, ORANGES, LEMONS, MALAGA GRAPES, NUTS, ETC.
66 Colborne Street, - TORONTO.

**WILLARD & CO.**
Wholesale Produce and Commission Merchants.
Consignments Solicited of
**BUTTER, EGGS, POULTRY**
and all kinds of Produce. Prompt returns.
86 Front St. E., - TORONTO.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Winnipeg Brokers.

**M. B. STEELE**
Wholesale Commission Merchant and Broker.
Correspondence and Agencies Solicited.
Stovel Building - WINNIPEG, CANADA
P.O. Box 731.

**E. NICHOLSON**
Wholesale
Commission Merchant
and Broker.
Correspondence Solicited from Manufacturers and Shippers
**WINNIPEG, MAN.**

bags, $3.12½; in pockets, $3.17½. In ten-bag lots an allowance of 10c. is made. CC rice, $2.92½, in bags; $2.97½ in half-bags; $3.02½ in quarter-bags and $3.07½ in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4 to 5c. per lb. and tapioca, 3½c.

CANNED GOODS.

Prices have not been changed in canned goods this week. The firm feeling and strong position of tomatoes, peas and corn is still a feature of the market and prices on all lines are well maintained. Prices are as follows: Tomatoes, $1.60 to $1.75; corn, 95c.; peas, 90c. to $1.27½; string beans, 87½c. to 90c.; strawberries, $1.45 to $1.60; blueberries, $1.25; raspberries, $1.45 to $1.60; gooseberries, $1.45 to $1.60; pears, 2s, $1.60 to $1.70; 3s, $2.10 to $2.15; peaches, 2s, $1.65 to $1.70; 3s, $2.50 to $2.75; 3-lb. apples, 85 to 90c.; gallon apples, $2.10 to $2.20; 2-lb. sliced pineapples, $2.20 to $2.30; grated pineapples, $2.50; pumpkins, $1 per dozen; spinach, $1.50; sugar beets, 95c. to $1; salmon, pink, 92 to 95c.; spring, $1.25; Rivers Inlet red sockeye, $1.30; Fraser River red sockeye, $1.40.

### FOREIGN DRIED FRUITS.

CURRANTS.—Most of the holiday supplies of currants have been received, and prices are unchanged. We quote: Fine Filiatras, 5¼ to 5½c., in cases; cleaned, 5⅝ to 5¾c.; in 1-lb. cartons, 6½ to 7c.; finest Vostizzas, 6¼ to 7c. per lb.

SULTANA RAISINS.—The market is steady at 9 to 10c. for best-quality fruit.

VALENCIA RAISINS.—The tone of the market for Valencias is firm and prices are unchanged. We quote: Finest off-stalk, 8c.; selected, 8½c.; layers, 8¾ to 9c., according to brands.

MALAGA RAISINS.—Owing to the comparatively small importations of this fruit stocks are now becoming light and the prices are firm. Our quotations are still as follows: London layers, $1.75 to $1.90; "Connoisseur Clusters," $2.17 to $2.50; "Royal Buckingham Clusters," $3.40 to $3.50; "Excelsior Windsor Clusters," $4.50 to $4.60; ½s, $1.30 to $1.40.

FIGS.—Trade continues active. Comadre figs are now worth $1.20 per tapnet and Eleme table figs sell at 10½ to 20c. per lb.

DATES.—The price of new dates is 4c. per lb. There is a fair quantity on the market.

CALIFORNIAN RAISINS.—The scarcity of Malaga raisins is tending to stiffen the prices of Californians, and the market is becoming firmer. Loose muscatels sell at 7¾ to 8c. and seeded, in 1-lb. packages, are worth 9¼ to 10c.; in 12-oz. packages, 7½c. per lb.

PRUNES.—Prices are unchanged in this market. A good steady demand is experienced, and our quotations are still as follows: 8½c. for 40-50s; 8c. for 50-60s; 7¾c. for 60-70s; 7½c. for 70-80s; 6¾c. for 80-90s; 6½c. for 90-100s. Italian prunes are offered at the following prices: 40-50s, 7½c. to 7¾c.; 50-60s, 7 to 7½c.; 70-80s, 5½ to 5¾c.; 90-100s, 4½ to 4¾c. per lb.

NUTS

Brazil nuts have advanced ½c., while Grenoble walnuts are ½c. lower per lb. Otherwise there has been no change in the market. Prices follow: Walnuts, 12½ to 13½c.; Tarragona almonds, 12 to 13c.; shelled walnuts, 26 to 27c.; shelled almonds, 29 to 30c.; filberts, 9½c.; Pecans, 15c.; Brazil nuts, 14½ to 15½c. per lb.

### GREEN FRUITS.

The demand for green fruits for the Christmas trade has been very good, and nearly all lines on the market have been moving out well. Red onions are somewhat lower this week and Jamaica oranges are also reduced in price. We quote: Jamaica oranges, $2.25 per box and $4.50 to $5 per bbl.; Californian navels, $3.75 to $4.00 per box; Valencias, 714's, $4.75 per box, and 420s, $4.50 per box; Messina lemons, $4.00 per box; cocoanuts, $3.50 per bag of 100; bananas, $1.75 per bunch; Canadian cabbage, 25 to 40c. per dozen; potatoes, $1.15 to $1.30 per bbl.; pears, $3.25 and limes, $1.50 per box; Canadian apples, in bbls., $1.50 to $3, and in baskets, 20 to 30c.; Spanish onions, 60c. per crate and $2.25 per case; sweet potatoes, $3.00 per barrel and Malaga grapes, $5.50 to $7 per keg; cranberries, $9 to $10.75 and red onions, $1.75 to $2 per bbl.; chestnuts, 9 to 10c. per lb.; Boston lettuce, $1.15 per doz.; wax beans, $2.50 per basket; green beans, $2.50 per basket, and cucumbers, $2.25 per doz.; pineapples, 24s, $4 to $4.50 per crate; Almeria grapes, extra fancy tinted, $7.50 per keg; fancy heavy weights, $7 per keg; choice heavy weights, $6.50 per keg; ordinary, $5.50 per keg; Californian celery, $5.25 per case.

### FISH.

The market is still fairly active and arrivals of frozen fish have been heavy. Green cod is still scarce and the price is firm, but unchanged. Our prices are as follows: Haddies, 6 to 7c.; smoked herring, 15c. per box; fresh haddock and cod, 3½c. per lb.; dore, 6 to 6½c.; pike, 5c. halibut, 9c.; salmon, 9c.; No. 1 herring, Nova-Scotian, $5.50 per bbl. and $3 per half bbl.; No. 1 Holland herring, $6.50 per half bbl.; No. 1 Scotch herring, $6.50 per half bbl. and 95c. per keg; Holland herring, 70 to 80c. per keg; No. 1 green codfish $6.00 and mackerel, $20.00 per barrel; boneless cod, 1 and 2-lb. blocks, 6c. per lb.; loose boneless cod, 5c. per lb. in 40-lb. boxes; dried codfish, $4 to $4.50 per 100-lb. bundle; British-Columbian salmon, $12.50 per barrel; standard bulk oysters, $1.40 per gallon; Marshall's kippered herring, $1.45 per dozen; Canadian kippered, $1.00 per doz.; Canadian ¼ sardines, $3.50 to $3.75 per 100; canned Cove Oysters, No. 1 size, $1.30 per doz.; canned Cove oysters, No. 2 size, $2.20 per doz.; Malpeque shell oysters, $6 to $7.50 per bbl.

### BUTTER AND CHEESE.

BUTTER.—Prices are again advanced this week and the market is firm, owing to the continued light receipts. Trade, however, is not active. We quote as follows: Finest Quebec, 22¼ to 22½c.; finest Townships, 22½ to 23c. Fine dairy stock sells at about 17 to 17½c. per lb.

CHEESE.—There has been no change in prices, finest fall make being still quoted at 12 to 12½c. There are practically no orders coming in and although a few cheese are going forward, these are in fulfillment of previous orders. English buyers are still holding off and export business is very small.

### COUNTRY PRODUCE.

EGGS.—Except that candled stock has come down ½c. in price the tone of the market on all lines is firm, with a good demand. We quote as follows: Selected, 25c.; candled stock, 19½ to 20c.; Montreal limed, 18c. in a jobbing way; straight receipts, 18½ to 19c.; Montreal limed, 17½c.; cold storage stock, 17½c., and western limed, 16½ to 17c. per doz.

POULTRY.—The price of turkeys, ordinary stock, has advanced, and indications are that higher prices still will prevail. The market in all lines is firm. We quote: Choice turkeys, 12 to 12½c.; ordinary, 11 to 11½c.; choice chickens, 10½ to 11c.; ordinary, 8 to 10c.; ducks, 9 to 10½c.; geese, 7 to 8c. per lb.

POTATOES.—Owing to the cold weather of the past few days the market has strengthened and prices have advanced about 3 to 5c., with a higher tendency. We now quote: Choice stock, in carlots, 75 to 80c.; ordinary, 68 to 72c. per bag; in small lots, 95c.

HONEY.—There has been no improvement in the demand, which is still light, and prices are unchanged. We quote as follows: White clover, in combs, 11 to 11½c. and white strained, 8 to 8½c. per lb.

BEANS.—The market remains quiet and no quotable change is reported. Prime sell at $2 per bushel, in carlots, and at $2.05 to $2.10 in small lots.

MAPLE PRODUCTS.—Business is still quiet. Prices, which are unchanged, are as follows: Syrup, in large tins, 70 to 80c.; small tins, 50 to 60c.; in wood, 5 to 5½c. per lb. Sugar, 8½ to 10c. per lb.

ASHES.—The market for potash is entirely without change. We quote: First pots, $4.35 to $4.40; seconds, $3.60 and pearls, $6.25 per 100 lb.

### FLOUR AND GRAIN.

FLOUR.—There have been no quotable changes in the market for flour. Considering the season there is a fair trade doing. We now quote: Choice Manitoba spring wheat patents, $4.20; seconds, $3.90; strong bakers', $3.50; straight rollers, $3.60 to $3.75; winter wheat patents, $3.75 to $4.

GRAIN.—Oats have declined in price about 1½c. There is a fair local demand at present, and some inquiry is reported from New York, without, however, much business resulting. Peas are unchanged in price but firmer. Rye is lower. Buckwheat and corn have also gone down. We quote: Rye, 49c.; peas, 73½; corn, 66c.; buckwheat, 51c.; feed barley, 41c.; oats, 35½ to 36c. ex-store.

FEED.—The prices are still firm but no actual change is reported. The market is active and offerings continue on the light side. Our quotations are as follows: Manitoba bran, $18.00, and shorts, $20; Ontario bran, $17 to $18, shorts, $19 to $20; mouillie, $23 to $30, according to quality.

OATMEAL.—There is no change on this market, which continues quiet at steady prices. The price of rolled oats, in small lots, is $4.60 per barrel and $2.25 per bag; and in carlots, $4.30 per barrel and $2 to $2.05 per bag.

BALED HAY.—An active trade is doing with both local buyers and United States buyers. No quotable changes are reported and prices are as follows: No. 1 timothy, $9 to $10; No. 2, $8 to $8.75; clover, $6.50 to $7 per ton in carlots.

### RAW FURS.

Business in raw furs this week has not been particularly active, offerings having been somewhat lighter than a week ago. There is, however, a fair trade doing at the prices we here quote, except, of

# G.O.B. Manitoba Patent

surpasses in whiteness and purity any All-Manitoba patent flour of same price, and has equal strength.

**We have considerable Bran and Shorts to offer in mixed cars.**
**Our CALLA LILY is A 1 family flour.**

**MODEL ROLLER MILLS, Perth, Ont.**

# A BUSY TIME.

In fact, too busy to write lengthy advertisements, but would just remind the Trade that our stocks are still complete in all staple lines, such as :

**Finest Vostizza and Filiatra Currants, Choice Selected and Finest Off-Stalk Raisins, C. & B. Peels, of all kinds, Hallowee and Sair Dates, Seeded Raisins, Tap Figs, Prunes, Shelled Walnuts and Almonds.**

If you are in a hurry for goods wire or 'phone at our expense. We are prompt shippers.

## The R. & J. H. Simpson Co.,

WHOLESALE GROCERS AND TEA IMPORTERS,

Telephone No. 275. Guelph, Ont.

# Come, Let Us Reason Together.




FIRST FLOOR TANK.

Suppose you should discover

**A HOLE IN YOUR CASH DRAWER**

through which you were losing pennies daily. Would you take weeks and months to debate in your mind whether you would repair it or not? Hardly. Everything about the place would come to a standstill, if necessary, until that leak was stopped. Why? Because it means

**A MONEY LOSS.**

This being the case, isn't it a trifle odd, knowing as you *must* know, that in handling oil in the old-fashioned way, drawing from leaky barrels or pumping into "sloppy" measures, you are daily and hourly losing money as surely as though there were a hole in your cash drawer, that you procrastinate and debate in your mind whether "it will pay" to stop the leak? It *will* pay, and you can do it by installing in your store a

## BOWSER OIL TANK 3 MEASURE SELF-MEASURING

GALLONS, HALF-GALLONS AND QUARTS AT A STROKE.

NO WASTE, NO LOSS, NO SLOP, NO DIRT,
NO MEASURES, NO FUNNELS. YOUR OIL
IS WASTING; ISN'T IT TIME TO STOP IT?

Let Us Quote You Prices To-day. Ask for Catalogue "B."

## S. F. BOWSER & CO., Factory: FORT WAYNE, INDIANA.

65 Front St. East, TORONTO.

# Ozone and The General Merchant.

Owing to the rapidly increasing demand for Powley's Liquified Ozone with the general merchants throughout the Dominion, we have arranged for the following wholesale grocers to handle it :

***THE EBY, BLAIN CO.,*** Limited.
***Toronto, Ont.***

***JAMES LUMBERS,***
***Toronto, Ont.***

***WARREN BROS & Co.,***
***Toronto, Ont.***

***T. KINNEAR & CO.,***
***Toronto, Ont.***

***JOHN SLOAN & CO.,***
***Toronto, Ont.***

***E. ADAMS & CO.,***
***London, Ont.***

***JOHN GARVEY,***
***London, Ont.***

***LUCAS, STEELE & BRISTOL, Hamilton, Ont.***

***LAPORTE, MARTIN & CO,***
***Montreal, Que.***

In buying, it will be necessary for you to sign an agreement to not cut prices, as we protect our customers by making it impossible for departmental stores or others to sell Ozone at cut rates.

When placing your order also write us and we will forward advertising matter free of charge.

## THE OZONE CO.,

TORONTO, ONT.

course, in beavers, which are not now offered :

| | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | | Large | Medi'm | Small | Kitts | | | | |
| BEAVER | Labrador and choice Eastern | $6.00 | $5.00 | $2.75 | $1-1.50 | | | | |
| " | Territory Rocky Mountains and Western | | | | | | | | |
| | Strictly Prime, or, No. 1 | 6.00 | 4.00 | 2.00 | .50-.75 | | | | |
| | Partly Prime, or, No. 2 | 4.00 | 3.00 | 2.00 | .50 | | | | |
| | Unprime, or, No. 3 | 3.00 | 2.00 | .75 | .40 | | | | |
| | Flat, weak, or poor, or, No. 4 | 2.50 | .50 | .25 | .25 | | | | |
| | | Large | Medi'm | Small | 2 | 3 | 4 | | |
| BEAR | Black -Choice only | 15.00 | 10.00 | 7.50 | 6.00 | 3.00 | .50 | Cubs. | Yearl's |
| " | Brown " | 12.00 | 7.00 | 5.00 | | | | $2.00 to $8.00 | 1.00 to 5.00 |
| | | 1 | | 3 | 4 | | | | |
| BADGER | Of all sections | .50 | .25 | .10 | .05 | | | | |
| | | Dark | Brown | Pale | | | | | |
| FISHER | Eastern and far North-Eastern | 6.50 | 5.00 | 5.00 | 3.00 | 1.75 | .50 | | |
| | Territory and Western | 6.50 | 5.00 | 3.50 | 2.00 | 1.00 | .50 | | |
| | | Large | Small | 2 | | 4 | | | |
| FOX | Red -North-Eastern and similar fine bright red kinds | 3.50 | 2.75 | 1.25 | .75 | .20 | | | |
| " | Territory and Western | 3.50 | 2.75 | 1.40 | .50 | .20 | | | |
| | | Dark | Fair | Pale | 2 | | 4 | | |
| " | Cross Value principally as to beauty, also size & richness | 10.00 | 7.00 | 4.00 | 2.50 | 1.50 | .50 | | |
| " | Silver Eastern and far Northern | 75.00 | 50.00 | 25.00 | 20.00 | 9.00 | 4.50 | | |
| " | Pacific Coast, Territory and Western | 50.00-60 | 35.00 | 20.00 | 15.00 | 5.00 | 2.50 | | |
| | | Large | Medi'm | Small | 2 | 3 | | | |
| LYNX | Far North-Eastern | 4.00-5.00 | 2 to 3.50 | 2.25 | 2.00 | .75 | .50 | | |
| " | Territory and Western | 4.00-5.00 | 2 to 3.50 | 2.25 | 2.00 | .60 | .20 | | |
| | | Dark | Brown | Pale | 2 | | 4 | | |
| MARTEN | British Columbia, Northern Pacific and similar | 7.00 | 5.00 | 2.50 | 1.75 | 1.00 | .25 | | |
| " | Territory and Western | 3.50 | 2.25 | 1.50 | 1.00 | .60 | .20 | | |
| " | Quebec and Ontario | 3.00-3.50 | 2.25-3.00 | 2 to 2.25 | 1.00 | .50 | .25 | | |
| | | Large | Medi'm | Small | 2 Large | 2 Small | 3 | | |
| MINK | Halifax, far North-Eastern and choice | 4.00 | 3.25 | 2.50 | 2.25 | 1.50 | .40 | .25 | |
| " | Territory and Western | 1.50-2.00 | 1.50 | 1.00 | .75 | | .25 | .15-25 | |
| | | Spring | Winter | Fall | Kitts | | | | |
| MUSKRAT | Eastern, best large | | .10 to .13 | 8 to 10 | 2 to 5 | | | | |
| " | Territory and Western | | 5 to .10 | .07 | 2 to 4 | | | | |
| | | Large | Small | 2 | 3 | 4 | | Cubs | |
| OTTER | Labrador and far North-Eastern | $10-$14 | 7.00-10 | 5.00 | 2.50 | 2.00 | | $1.00 to $2.00 | |
| " | Territory and Western | 6.00 | 4.50 | 3.50 | 2.25 | .50 | | .25 to .50 | |
| | | Large | Small | 2 | 3 | 4 | | | |
| RACOON | | 75-1.25 | .60-75 | .33-50 | .25 | .15 | | | |
| " | Black -Value according to darkness, size and beauty | 2.25 | 2.00 | 1.00 | .50 | .25 | | | |
| | | Black | Sh'rt St | Long St | White | | | | |
| SKUNK | | 75-1.25 | .75 | .40-.50 | .05-15 | | | | |
| | | Dark | Brown | Pale | 2 | 3 | 4 | | |
| WOLVERINE | Value according to darkness, size and beauty | 5.00 | 4.00 | 2.50 | 1.50 | .75 | .25 | | |
| CASTOREUM | | $5.00 to $6.00 per pound. | | | | | | | |

Fall Beaver $2.00 to $2.50 per pound.

Spring Beav $3.00 to $3.25 per pound.

### MONTREAL NOTES.

Coal oil is 1c. higher.

Jamaica oranges are lower in price.

Sugars have dropped 10c. per 100 lb.

## NEW BRUNSWICK MARKETS.

St. John, N.B., December 8, 1902.

BUSINESS is active. The retail stores are beginning to feel the holiday demand. St. John is proud of her retail grocery stores; we feel sure they will compare favorably with any in Canada. In markets, burning oil is again higher, and values in all lines are firmly held. There are, of course, one or two weak points, such as evaporated apples and onions. Hops are very much higher and likely to advance still further. The sale here is limited. Cream of tartar is holding firm and the stock is small. The winter-port business is very active and shipments of cattle at present are very large.

OILS.—In burning oil there is a further advance and the market is very firm and higher prices would not be a matter of surprise. In lubricating oil there is a good business for the season. In paint oils the prices we quote are for spot stock. The market for spring delivery is weak and large orders are being booked at 15 to 20c. below the spot price of linseed oil. Turpentine is unchanged. In cod oil supplies are in and the market is firmly held.

SALT.—In Liverpool coarse salt the market is now being supplied by the regular weekly steamers. It is shipped both from Liverpool and Manchester, or rather on the steamers coming from both these ports. The regular winter-port boats are charging rather higher freights than the outside steamers, consequently prices are firmly held. In fine salt the prices are unchanged from the slight advance of a few weeks ago. Our quotations are as follows: Liverpool coarse, 55 to 60c.; English factory-filled, 95c. to $1; Canadian fine, $1.50 per bag; cheese and butter salt, $2.25 to $2.35 per bbl.; 5-lb. bags, $3.10 per bbl.; 10-lb. bags, $2.85 per bbl.; 20-lb. wood boxes, 25c. each; 10-lb. wood boxes, 15c. each; cartons, $1.90 to $2 per case; English bottled salt, $1.25 to $1.30 per dozen; mineral rock salt, 60c. per 100 lb. (Selected lumps.)

CANNED GOODS.—Some American tomatoes have been received and they turn out better in quality than some expected. It means, however, high prices and a much lighter sale than usual. In corn and peas, which it is expected will find an increased demand, prices are very firmly held and higher figures are expected. In fruits there is a fair sale. Singapore pineapples have more attention here. Gallon apples are quite a full stock and the prices are firmer. Cherries are in light supply. In salmon rather firmer prices rule. In meats, spot business is dull. Domestic canned fish are unchanged.

GREEN FRUITS.—The dealers are very busy. Some particularly fine Jamaica oranges have been received. In Valencia oranges business is not large. Prices are unchanged. It is early for this fruit. Lemons find a steady sale at even figures. In apples, for best stock, American and Ontario goods hold the market. There is a wide range in prices. The outside fruit has, however, prevented extreme figures. In grapes there is quite an active demand for Malaga stock. In sweet potatoes the stock does not seem to stand up. Cranberries show a good sale at a wide range in prices, imported being quite high. A few bananas are imported, but at this season it is a very small business.

DRIED FRUITS.—Dealers are very busy. The slow arrival of goods, particularly Californian seeded raisins, has put our buyers to great inconvenience. Some quite large arrivals this week have relieved the situation. There have been large receipts of loose muscatels, showing quite an advance. Prunes are easy with fair stocks held. Evaporated apricots and peaches are a light sale. In figs the sale has been large. Dates have also sold very freely, prices being low. Peels are seasonable goods, but stock here is not large. Evaporated apples are easy and the market is well supplied. The sale of nuts has been large, even at the full figures. Onions are dull and prices lower.

DAIRY PRODUCE.—Eggs are firmer and have an improved sale. Dealers are particular about quality, and there is quite a range in price. Butter is firm, but fair stocks are held and quite a little is offering from the country. Cheese is firmly held, but the local business is not large.

SUGAR.—Dealers hold quite large stocks. Market is firm and a further advance is daily expected. The past season has shown the best profits to dealers they have had for years.

MOLASSES.—There is a good steady demand. Stocks here are not heavy and dealers are holding for rather higher prices. Except a little Barbados, Porto Rico is the grade offered.

FISH.—Business is rather quiet. In dry cod the price is unchanged, though the market is hardly as firm. Pollock are firm, as stock is light, but this is not a large market. Smoked herring are held firm at the high prices, and the stock is light, but this is not a large market. Smoked herring are held firm at the high prices and the stock is very small. Dealers in pickled gaspereaux, or "Alewives," as they are called, are rather blue this season, as prices rule low. This is quite a large business here. Pickled herring are unchanged. Finnan haddies move freely. We quote: Haddies, 4 to 5c.; smoked herring, 12 to 12½c.; fresh haddock and cod, 2 to 2½c.; boneless fish, 4 to 5c.; pollock, $1.60 to $1.70 per 100 lb.; pickled herring, $2 to $2.15 per half-barrel; dry cod, $3.50 to $3.55; pickled shad, per half-barrel, $6.

FLOUR, FEED AND MEAL.—In Manitoba flour prices are unchanged. Ontario flour is a little easier. Feed is very scarce. There is a good demand and the prices are high. Cornmeal continues low. In oatmeal full prices are asked, and there is a fair demand. Oats are high. Beans are rather firmer, but the market seems unsettled. Peas are high and scarce: We quote: Manitoba flour, $4.75 to $4.80; best Ontario, $4.20 to $4.25; medium, $3.95 to $4; oatmeal, $4.50 to $4.60; cornmeal, $3 to $3.10; middlings, in small lots, $26 to $28; oats, 40 to 44c.; handpicked beans, $2.35 to $2.40; prime, $2.25 to $2.50; yellow eye beans, $2.80 to $3; split peas, $4.55 to $5.25; barley, $4.25 to $4.40; hay, $9 to $10.

### ST. JOHN NOTES

Mr. Craven, representing Chase & Sanborn, is in the city.

Purves & Graham, St. Stephen, landed a car of dried fruit from The J. K. Armsby Co., last week.

Hall & Fairweather have this week hung in their office a magnificent moose head. It is greatly admired by all.

Importers are at a loss to understand why they pay twice the price on rice from Liverpool they do from London. There is no kick, however, from the London shippers.

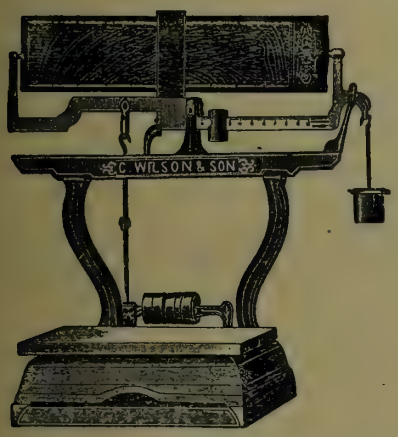
Bowman & Angevine intend to dissolve partnership the first of the year. Mr. Angevine has accepted a position with T. H. Estabrooks. The business will be continued by Mr. Bowman.

At the annual meeting of the Board of Trade the old officers were re-elected. W. M. Jarvis is president and John Sealy, vice-president. There has been a large increase in membership during the year.

# It Wears Well.

To wear well, an article must be good. And the consumer knows a good thing when once tried. **JAMES' "DOME" LEAD** is good and that's why it's lasted more than sixty years, with the sales steadily increasing.

## W. G. A. LAMBE & CO., CANADIAN AGENTS.




## Honesty Goes Hand in Hand With Prosperity.

If you are not honest you may prosper for a short time, but your fall will be swift and sure.

If you are honest and find that you do not prosper your case will stand investigation, and in nine cases out of ten the reason the honest grocer does not prosper is because he uses old and infirm scales in his business, and when he thinks he is selling a pound of sugar or rice, or anything else, he really is parting with about a pound and a quarter for the price of a pound.

Are you prospering as you should?

If not, it might be a good thing to look into the scale question. We have a Ball-Bearing Computing Scale which is HONEST. We guarantee this scale and sell it on easy terms.

Wilson's Scales are "MADE IN CANADA"

**C. WILSON & SON**
69 ESPLANADE ST. E. TORONTO

OUR CUSTOMERS SAY

# Thistle Brand CANNED GOODS



**Are the Best in Canada.**

It looks as though they are right, for our season's pack is sold to them. If your wholesaler hasn't any on hand let us know, for we may be able to put you on the track of these "best" canned fruits and vegetables.

**BRIGHTON CANNING CO.,**
BRIGHTON.




**A TRADE WINNER**

**AND**

**A TRADE RETAINER**

# Bovril

**"THE PERFECT FLUID BEEF"**

has attained its present high position in public favor on account of its unequalled nutritious properties and palatable flavour. It is prepared under the supervision of eminent analysts, so that the quality never varies, thus insuring satisfaction to your customers at all times, and so contributing to

**INCREASED BUSINESS.**

# Raisins Apricots Prunes Peaches

We expect a car to arrive nearly any day. **SELL ONLY TO WHOLESALERS.**

**S. H. EWING & SONS**
**96 KING ST., MONTREAL.**
Telephone Bell Main 65
" Merchants 522.

**Toronto Branch, 87 YORK ST.**
TELEPHONE MAIN 204.
Telephone orders receive prompt attention.


## HINTS TO BUYERS.

**Contributors are requested to send news only not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.**

PRICES on tapioca announced in this paper, brought Grocers' Wholesale Co., Limited, considerable business. They request cash buyers to correspond as they have many other bargains for them.

New Grenoble walnuts are in stock with Davidson & Hay, Limited.

T. Kinnear & Co. report having received Californian seeded raisins in 1-lb. and 12-oz. boxes.

Grocers' Wholesale Co., Limited, Hamilton, have a few cases of Canadian tomatoes still to offer.

Davidson & Hay, Limited, are taking in stock a carload of choice evaporated peaches in bags.

Lucas, Steele & Bristol are making their shipments of holly this week. A few cases are still left.

A shipment of new Marbot walnuts is close to hand for Davidson & Hay, Limited, and should be in stock about December 15.

The shareholders of Grocers' Wholesale Co., Limited, have been getting a snap in walnuts. Samples and quotations when requested.

Direct shipments of Keen's mustard, all sizes, Keen's blue, Rowat & Co.'s pickles, Crosse & Blackwell's pickles, sauces, etc., have recently arrived in store with Grocers' Wholesale Co., Limited.

Lucas, Steele & Bristol are making a specialty of pure Saigon cassia and whole Penang cloves.

A carload of Santa Clara prunes, full assortment, is arriving this week for Davidson & Hay, Limited.

The J. M. Lowes Co., Limited, 109 Front street east, Toronto, are offering a fancy jar of spice for Christmas trade.

The pretty jelly jars and tumblers for dressings and pastry spice sent out by Lucas, Steele & Bristol, are in demand.

L. Chaput, Fils & Cie have now in stock a very nice line of Sultana raisins, high-class goods, which will be found of good value.

Davidson & Hay, Limited, have just received a carload of fancy Japan rice, full-crown, which they are offering at close figures.

The Eby, Blain Co., Limited, have in stock a fine sample of Trinidad sugar, which is just the thing for Christmas baking.

The R. & J. H. Simpson Co., Guelph, are offering special prices for the balance of the year on all kinds of fruits, peels, nuts, etc.

The Eby, Blain Co., Limited, will have a large stock of fancy Malaga raisins in boxes, ¼-flats and 1-lb. cartons, but would advise buyers to place their orders at once, as their stock is being rapidly depleted.

T. Kinnear & Co. report just to hand a shipment of tap figs in serons. These have been scarce and in good demand for some time.

The Eby, Blain Co., Limited, have a large stock of new dates—Fard, Hallowee and Sairs—which they quote at close figures.

Fancy Californian prunes—30-40's, 40-50's and 50-60's—in 100-lb. sacks, are quoted at very attractive figures by The Eby, Blain Co., Limited.

New arrivals of Roquefort cheese are to hand with Lucas, Steele & Bristol. Their icings and red sugar are same as last season; also Sea Island twine for Christmas parcels.

L. Chaput, Fils & Cie have received 1,000 packages of Japan teas, including Nos. 1, 2, 3, 4, 50 and 100 of the well-known Owl Chop brands, being the balance of this Spring's importations.

The R. & J. H. Simpson Co., Guelph, report the arrival of another car of canned salmon, including "Clover Leaf," "Nimpkish River," "Labor" brand and "Totem," of excellent quality.

L. Chaput, Fils & Cie are receiving this week 100 chests of Ceylon teas, which, notwithstanding the recent advance, they are offering at low prices. Samples will be sent on application.


The best selling tea in Canada today is
Blue Ribbon Ceylon
packed and sold by Blue Ribbon Tea Co.
12 Front St. East - Toronto

## CHAT

GEO. BELL, of Bell Bros., millers, Erin, Ont., met with a queer accident the other day. His coat got caught in a shaft revolving at the rate of 212 times a minute. It picked him up and whirled him around a few times and then deposited him in a wheat bin where he was found later unconscious. The machine had stripped him of all but his collar and boots. He escaped with a few bruises although he suffered greatly from the shock.

F. J. Hamilton has opened a grocery store at Halifax, N. S.

Tenders for supplies of groceries and provisions are called for by the Government for the asylum at Selkirk.

Thomas Bray Baker, president of the Western Elevator Co., died suddenly the other day of heart failure at his home in Winnipeg.

Chas. Brechin has sent about five hundred tons of sugar beets from Collingwood to the sugar factory at Wiarton by the tug Saucy Jim.

Franklin C. Gardiner, for years shipper for the Hudson Bay Co., Winnipeg, is dead. Deceased was 48 years of age. He leaves a widow and two children.

A petition has been sent to the Minister of Marine and Fisheries from Cape Breton, suggesting that the Government place seed lobsters in a pound. The petitioners claim that millions of eggs are lost, and want a water enclosure to make lobsters more plentiful.

### QUEBEC TAXES TRAVELLERS.

At a recent meeting of the City Council of Quebec the following by-law was adopted :

1. No commercial traveller, being in the city of Quebec, shall take orders or sell goods in trade or other articles on sample catalogue or price list to persons other than merchants, in the ordinary course of their business, before having obtained for so doing a permit or license from the city of Quebec, which license shall be delivered by the City Clerk.

2. To obtain said license a sum of three hundred dollars shall be paid to the City Treasurer.

3. Any commercial traveller doing said business in the city of Quebec, without having obtained said license, shall be liable to a fine not exceeding forty dollars for each offence, and in default of payment of said fine, with costs and imprisonment for a space of time not exceeding two months.

The by-law will come into force on May 1, 1903.


# A Holiday Suggestion!

**Make a good display of**

## Clark's Meats and Specialties

**and you'll be surprised at the way they sell.**

## 55 VARIETIES.

---

**EPPS'S** GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. **COCOA**

---

**MINCE MEAT.**

Everybody is talking Mince Meat these days, and they all tell you theirs is the best.

We don't talk much, but we get there just the same, as others do the talking for us.

**Capstan Mince Meat once sold is always sold.**

In Packages or in Bulk, from 7-lb. pail to 600-lb. barrel.

CAPSTAN MFG. CO., Toronto.

---

**NEW GOODS JUST ARRIVED.**

Fancy Cape Cod Cranberries
Fancy Malaga Grapes
Fancy Jamaica Oranges
PRICES RIGHT.

**HUGH WALKER & SON,** Direct Importers, **GUELPH, ONT.**

---



We want 100,000 Live Chickens annually for our export trade

We will pay the highest possible market price for really prime well-fed birds

Correspond with

**SCOTT, ASHTON & COMPANY,** MORRISBURG, ONTARIO.

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**GRIMBLE'S** English Malt

Six GOLD Medals **VINEGAR**

*GRIMBLE & CO., Limited, London, N.W., Eng.*

## LICENSED VICTUALLERS' MEET.

AN important meeting of the Licensed Victuallers' Association of Montreal was held on December 3, when, in addition to a large amount of business being transacted, the election of officers for the ensuing year took place. The result of the elections was the unanimous re election of the old officers and directors, who are :

Hon. President—Andrew J. Dawes.
President—Lawrence A. ilson.
Vice-President—Amedee Blondin.
Secretary—L. A. Lapointe.
Treasurer—Victor Bougie.
Directors—H. Dubois, Louis Poire, F. L. Ethier, V. Lemay, B. Lepine, Jrs. McCarrey.
Advisers—Ald. H. Laporte, Ald. H. A. Ekers, Ald. C. Robillard, Ald. Jos. Lamarche, M. Davis, Thos. Kinsella, J. E. Quintal.

Several amendments to the license laws were proposed, among others, one to prevent men who had been arrested for being drunk on Sundays from giving evidence in court as to where they got the liquor, as many of these men, in the hope of having their sentence lightened, gave any name that came into their heads when they really did not know where they had obtained it. Complaint was made of the manner in which certain officers engaged informers to try and entrap liquor dealers.

The treasurer's report showed a good balance on the right side of the ledger, and also a large increase in the membership. The following new members were admitted to the association: H. Girouard, 111 St. Henry street; F. Durand, 260 Notre Dame; D. J. Ouimet, 51 Chaboillez Square; Jules Durand, 249a St. Lawrence; R. Lamoreux, 1235 Ontario; F. X. A. Bouthillier, 485½ Craig; Jules Belanger, 82 Berri; Francis Brophy, 1425 Notre Dame; P. J. Carroll, 97 Wellington; A. Dansereau, 125 Commissioners; Charles Genest, 2130 Notre Dame; F. J. Gallagher, 151 St. James (Freeman's); Raphael Lemieux, 213 St. Lawrence; Patrick Lloyd, 204 St. Antoine; Narcisse Desilets, Grand Mere, Que.; Onesime Octeau, 127 Commissioners; Rosaire Prieur, 1477 Notre Dame; A. Beauvais, 268 Craig; J. B. Poliquin, of Ahuntsic, Que.; C. Castellette, 415 St. James; D. J. White, 473 St. James; Jos. Daigneault, Ste. Angele de Manoir, Que.; F. Arpin, Marieville, Que.; P. Crepeau, 281 Lagauchetiere; Couturier & Gaudreau, 645 Notre Dame; Elie Chapdelaine, 201½ Craig; Theodore Larue, 105 Craig; Larue & Cardinal, 1900 St. Catherine; A. Dompierre, 101 St. James; Fenwick, Laroque & Co., 1299 Notre Dame; Wm. L. Wiseman, 461 Craig; Jos. A. Belereau, 1889 St. Catherine.

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There is such an active demand for pure lard for the Christmas trade that the Canadian packers are unable to fill all their orders, and they say that they will be forced to advance prices.


**TEA.**

**AGENTS REQUIRED** in Canada and United States to sell and obtain wholesale orders for **Ceylon Black and Green Teas** on commission. Apply,

***"COMMISSIONER,"***
CANADIAN GROCER,
**109 Fleet Street, E.C., London, Eng.**

**WELFORD BROS.,**
**LONDON, ONT.**
MANUFACTURERS OF
**Brooms AND Whisks**
**ROPE, LEATHER AND WEB Halters**

Having the most improved Broom Machinery and good workmen we are in shape to give satisfaction.
**UNION LABEL** on all our Brooms.
Sample orders of six dozen or more sent to any address, freight prepaid. **Write for Price List.**

**Dried Apples**
**Evap. "**
**Waste and Chops**
**WE ARE BUYERS.**
Send sample and advise quantity, if you have any to offer.
**THE W. A. GIBB CO.**
**7 Market St., - HAMILTON.**

**Dressed Poultry Wanted**

**THE SIMCOE CANNING COMPANY**
are now open to purchase Dressed, and Dressed and Drawn Chickens, Turkeys, Ducks, Geese (heads and feet off) for which they pay highest prices in ca·h.
SHIP TO
**The Simcoe Canning Co.,**
**York St., HAMILTON, ONT.**
Be sure to see that shipper's name is securely fastened to each package and an invoice sent with each shipment.
**The Simcoe Canning Co.**

**SIMCOE**
**XMAS MARKET**
**Dec. 23 and 24**

Simcoe holds the largest Christmas market of any town in Canada. A grand opportunity for outside buyers to purchase butter, eggs and poultry of every description. For further information, address Box 279, Simcoe, Ont.

IF YOU WANT YOUR
**XMAS FRUITS**
**EARLY** and of finest quality, let us have your order.
Our goods are all in and being shipped. Send for Xmas Price List.
**BASKET HOLLY**
free with each order.
**WHITE & CO.**
Wholesale Fruit. **TORONTO.**

**SEND YOUR NAME** if you have, or will get,
**H AND H**
TRADE MARK
the unequalled cleaner. People who once use it, **want it,** and we will do some sampling for you. **34 Yonge St., Toronto.** All wholesalers sell it.

**FLOUR** **MAGOR'S DELICIOUS PATENT FLOUR.**
**The Purest Flour Made—makes Delicious Bread, Cakes and Pastry.**
Prices For Cash Unequalled.
**JOHN MAGOR & CO., MONTREAL**

**COX'S GELATINE** **Always Trustworthy**
**ESTABLISHED 1725.**
Agents for Canada:
C. E. COLSON & SON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO., Toronto, St. John, N.B., and Montreal

**GOLD MEDAL, PARIS, 1900.**
**Walter Baker & Co.'s**
**PURE, HIGH GRADE**
**Cocoas and Chocolates.**


TRADE-MARK.

**Breakfast Cocoa.**—Absolutely pure, delicious, nutritious, and costs less than one cent a cup.
**Premium No. 1 Chocolate.**—The best plain chocolate in the market for drinking and also for making cake, icing, ice-cream, etc.
**German Sweet Chocolate.**—Good to eat and good to drink; palatable, nutritious, and healthful.

**WALTER BAKER & CO. Ltd.**
**ESTABLISHED 1780.**
**DORCHESTER, MASS.**
**BRANCH HOUSE, 12 and 14 St. John St., MONTREAL.**
**TRADE-MARK ON EVERY PACKAGE.**

Established 1862.

# E. THOMPSON & CO.

LIVERPOOL,

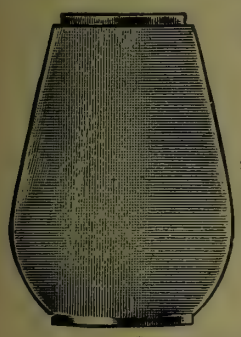
Offices—11 Victoria St. . . . ENG.
Warehouses—48-52 Thomas St.

We solicit correspondence and offers of all kinds of **CANNED GOODS** and **DRIED FRUITS**, etc., suitable for the English and Continental markets. Consignments will receive best attention and advances made when required.

REFERENCE—Canadian Bank of Commerce.

American Agent—
G. H. THOMPSON,
107 Hudson St., NEW YORK.

ARE YOU USING OUR—



Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?

Give them a Trial.
THE SYDENHAM GLASS CO.,
of WALLACEBURG Limited

## California Evaporated Fruits

Apricots, finest in the market. Prunes, all sizes at lowest prices. Peaches, get our prices before buying.

DATES FIGS NUTS
ORANGES, LEMONS

Send for sample packages.

## HUSBAND Bros. & Co.

82 Colborne St., TORONTO.
Phones, Main 54, Main 3428.

BUY

## Star Brand

## COTTON CLOTHES LINES

—AND—

## COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers

See that you get them.

Crocers and Confectioners can rely upon the purity and excellence of

## COWAN'S Cocoa, Chocolate and Famous Blend Coffee.

Cowan's Cake Icings, and Cowan's Pure Confections.

QUEEN'S DESSERT CHOCOLATE. CHOCOLATE CREAM BARS.
CHOCOLATE GINGER, WAFERS, ETC.
COWAN'S SWISS MILK CHOCOLATE.

THESE ARE CHOICE CHRISTMAS GOODS.

THE COWAN CO., Limited - - TORONTO.




## Canadian Maple Syrup

We are putting up what we call the "**EMPRESS BRAND**" Maple Syrup, put up in nice, showy, lithographed cans, and every grocer should have some of it. The article is good and pure and will please your customers. Money refunded if not all we claim for it.

Canadian Maple Syrup Co., TORONTO, Canada.

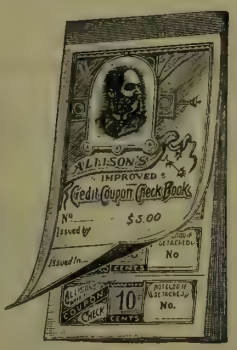
## "ACME" TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50 lb. box.

TORONTO SALT WORKS, Toronto, Ont.
Agents for the Canadian Salt Co., Windsor, Ont.

### If You Have Money to Burn

Why! Go burn it. There is 10 times more satisfaction in burning money than in losing it in driblets, through carelessness of clerks, or disputed accounts. Who that has "pass-book" customers, has not had accounts disputed and partially repudiated? The best way to avoid all complications and misunderstandings is as follows:




IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.

C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO, Manufacturers, Indianapolis, Indiana.

Established 1869.

## BUTTER, CHEESE, EGGS, POULTRY.

Consignments solicited.
Highest prices. Prompt returns.

## A. GIBB & CO.

83 COLBORNE ST., TORONTO

Established 1860.

## Geo. Wells & Matthews

Commission Merchants,
Live Stock, Grain and Produce Salesmen,
SYDNEY, N. S. W., AUSTRALIA.

We are prepared to act as Canadian agents for shippers of flour and all lines of produce. Communications invited, consignments received, and information supplied as to market value here.

Head Office:
Corporation Buildings, Sussex St.,
Cable address, "Wells" Code, A B C. } SYDNEY, N.S.W.

## THE ERIE TOBACCO CO., Limited,

Windsor, - Ontario.

Re-open and Ready for Business 1st December, 1902

Our travellers are now out and orders will receive prompt attention.

# Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

### CIGARS FOR CHRISTMAS TRADE.

FOR the average smoker there is no more acceptable Christmas present than a box of cigars. Grocers should bear this in mind, and through interior and window displays and advertisements remind their customers of the fact. There may be some grocers and general merchants who are not handling tobacco in any shape or form, but there is still time between now and the holidays to secure a stock of cigars and make the necessary arrangements to bring them to the attention of the public.

Any manufacturer of cigars would only be too willing to give retailers information as to prices and suggestions as to how trade may be secured. A card to any of the manufacturers whose advertisements appear in this issue would bring a ready response.

It would, however, be necessary to act promptly if the benefit of the Christmas trade is to be secured.

### AN INJUNCTION GRANTED.

A case exciting considerable interest in the tobacco trade has been decided by Mr. Justice Trenholme in Montreal in favor of the Granda Hermanos Y. Ca. A former partner, Frank Granda, received $14,500 for his share in the business, of which sum $10,000 was for his good-will and agreement to refrain from competing with his old firm.

The judge decided that his identity had been proven in connection with another concern carried on under the name of Jose Granda, and, characterizing his conduct as "a gross violation of the law," issued an injunction restraining him from taking any further part in the business now carried on under the name of Jose Granda, St. Peter street, Montreal.

### CIGARS FOR XMAS PRESENTS.

J. M. Fortier, Limited, of Montreal, manufacturer of cigars, has this season put up his best brands in Xmas parcels, suitable for wholesale mercantile establishments to distribute as presents among their customers or employes. These goods are put up in very attractive form, in lots from 10 to 100, with any name that may be desired printed on each box. The prices range from $35 to $140 per thousand. Samples will be sent free on application to any authorized manager or member of a firm.

### BRITISH TOBACCO TRUST PLANS.

A despatch from Richmond, Va., says: "Rumors are current here to the effect that the American headquarters of The Imperial Tobacco Co., of Great Britain and Ireland, which are located here, will be abolished after this season and that the big British Trust will either resume its old method of securing tobacco through commission men or will effect some arrangement with The American Tobacco Co. whereby the two can work in conjunction in the purchase of the raw weed. No definite confirmation of the rumors was obtainable at the offices of the Imperial."

### IN THEIR NEW QUARTERS.

The Erie Tobacco Co. are now established in their new and commodious quarters in Windsor, Ont., and their business is again in full blast. They are proud of the increasing demand for the "Queen's Navy" and their travellers report a more than satisfactory holiday trade. Mr. Youell, the well-known representative of the concern, is again happy at having the opportunity of sounding the praise of the "Queen's Navee."

### NOTES OF THE TOBACCO TRADE.

The principals of The Houde Co. were in Montreal last week in connection with the Tobacco Commission.

General McAlpin, president of The McAlpin Tobacco Co., was a guest at the Queen's Hotel, Toronto, last week.

E. B. Stewart, representative of The Consumers' Tobacco Co., of Leamington, reports business as booming in the western part of the Province.

Mr. McKay, of The Chatham Planet, is as usual enthusiastically optimistic as to the prospects of tobacco and everything else in the good old County of Kent.

The enterprise of The Erie Tobacco Co. in erecting their large and commodious drying-house at Ruthven is much appreciated by the farmers and growers in the vicinity.

The tobacco growers of the County of Essex are beginning to harvest their crop of 1902. The leaf is in excellent condition as to color, but owing to the wet season it lacks the gum quality that was characteristic of the plant last year.

POPULARITY is the proof of merit, and no brand has ever achieved popularity so quickly as

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

BOBS costs you only 36 cents, and pays a good profit.
BOBS is well advertised.
BOBS is selling well in almost every store from the Atlantic to the Pacific.
BOBS is A BIG PLUG FOR LITTLE MONEY

Made by
THE EMPIRE TOBACCO CO., LIMITED
MONTREAL, QUE.

## Two Standard Brands

The reason why I wish to include one or two hundred each of my "Pharaoh" 10c., and my "Pebble" 5c. Cigars in that "first or trial order," that I have been telling you about, is because, at the prices, they are the best sellers in all Canada.

The quality and workmanship in these two brands has set the standard by which many dealers make sales, claiming that their Cigars are just as good as the "Pharaoh" or the "Pebble." Of course this isn't so—nothing can possibly be as good as the original article.

*J. Bruce Payne, Cigar Mfr.,*
*Granby, Que.*

We are now prepared to ship the trade....

# Tonka

# Beaver

AND # Apricot

**McAlpin Consumers Tobacco Company,**
Limited.
Head Office: TORONTO.
Factories: Leamington and Toronto.

# "Marguerite" Cigars

are a well-known line, but you may not have given them a trial. That's why we keep talking to you about them. We won't be satisfied till we sell you a trial thousand or so. Pretty soon after that you won't be satisfied till you've had a thousand or more.

# "Marguerite" Cigars

**Tuckett Cigar Co., Limited,**
**Hamilton.**

# Sometimes you lose Business

without knowing it. The consumer is pretty well posted, but does not always know the names of Brands, but the consumer does know a good article when using it, and comes back to the store where the best goods are sold. You may not always be asked for ST. LAWRENCE GRANULATED, but it is the most economical Sugar to be had. On account of its fine even grain there is less waste than in any other make. The consumer may not know that he is using

# ST. LAWRENCE

but all the same he appreciates quality and gives repeat orders to the merchant supplying him with the finest Sugar.

# CURRENT MARKET QUOTATIONS

December 11, 1902.

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, St. John, N.B., and Halifax. The prices are solicited for publication, and are of such quantities and qualities as are usually ordered by retail dealers on the usual terms of credit. For Winnipeg market report and prices, see page —.

Goods in large lots and for prompt pay are generally obtainable at lower prices.

All quotations for staple products are under the direct control of the Editors, who call daily upon all the leading houses in the principal centres.

| BUTTER, CHEESE AND EGGS | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| Dairy, choice, large rolls, lb. | $..... | $0 18 | $ 17 | $0 19 | $. .... | $0 16 |
| " " pound blocks | 17 | 18 | 18 | 20 | 16 | 18 |
| " tubs, best | 15½ | 16 | 14 | 15 | 17 | 19 |
| " tubs, inferior | 14 | 15½ | 13½ | 14 | 14 | 16 |
| Creamery, boxes | 22¼ | 22½ | 21 | 22 | 20 | 23 |
| " prints | 22½ | 24 | 21 | 23 | 22 | 24 |
| Cheese, new, per lb | 12 | 12¼ | 13 | 13½ | 11½ | 12 |
| Eggs, new laid, per doz | ..... | 25 | 25 | 26 | 19 | 20 |
| **CANNED GOODS** | | | | | | |
| Apples, 3's | ..... | ..... | 90 | 1 00 | 1 00 | 1 10 |
| " gallons | ..... | 2 50 | 2 25 | 2 50 | 2 00 | 2 20 |
| Asparagus | 2 20 | 2 25 | 2 00 | 2 40 | ..... | ..... |
| Beets | 1 00 | 1 00 | 90 | 1 00 | ..... | 1 10 |
| Blackberries, 2's | ..... | 1 30 | 1 50 | 1 70 | 1 50 | 1 80 |
| Blueberries, 2's | ..... | 1 25 | ..... | ..... | 95 | 1 00 |
| Beans, 2's | ..... | 90 | ..... | 90 | 90 | 95 |
| Corn, 2's | ..... | 95 | 90 | 1 25 | 90 | 1 00 |
| Cherries, red, pitted, 2's | 2 25 | 2 30 | 2 10 | 2 25 | 2 30 | 2 40 |
| " white | 2 25 | 2 30 | 2 00 | 2 25 | ..... | ..... |
| Peas, 2's | ..... | 90 | 90 | 95 | 90 | 1 00 |
| " sifted | ..... | 1 05 | 1 00 | 1 10 | 1 10 | 1 15 |
| " extra sifted | ..... | 1 27½ | 1 30 | 1 50 | 1 20 | 1 25 |
| Pears, Bartlett, 2's | 1 50 | 1 60 | 1 50 | 2 00 | 1 75 | 1 80 |
| " 3's | 1 90 | 2 00 | 2 00 | 2 40 | 2 00 | 2 25 |
| Pineapple, 2's | 2 00 | 2 40 | 2 25 | 2 50 | 2 15 | 2 25 |
| " 3's | 2 25 | 2 40 | 2 50 | 2 60 | 2 50 | 2 60 |
| Peaches, 2's | 1 75 | 1 85 | 1 75 | 1 90 | ..... | 1 75 |
| " 3's | 2 60 | 2 70 | 2 50 | 2 75 | 2 70 | 2 80 |
| Plums, green gages, 2's | 1 30 | 1 35 | 1 10 | 1 25 | 1 30 | 1 60 |
| " Lombard | 1 20 | 1 25 | 1 00 | 1 10 | 1 30 | 1 50 |
| " Damson, blue | 1 00 | 1 25 | ..... | 1 00 | 1 10 | 1 30 |
| Pumpkins, 3's | ..... | 1 00 | ..... | 95 | 90 | 1 00 |
| " gallon | ..... | ..... | 2 10 | 2 25 | 2 10 | 2 25 |
| Raspberries, 2's | 1 40 | 1 50 | 1 60 | 1 80 | 1 70 | 1 75 |
| Strawberries, 2's | 1 50 | 1 75 | 1 60 | 1 75 | 1 50 | 1 75 |
| Succotash, 2's | 1 00 | 1 25 | ..... | 1 15 | 1 10 | 1 15 |
| Tomatoes, 3's | 1 60 | 1 75 | ..... | ..... | 1 50 | 1 75 |
| Lobster, talls | 2 75 | 3 20 | ..... | 3 25 | 2 50 | 3 25 |
| " 1-lb. flats | 3 00 | 3 75 | 3 50 | 3 70 | ..... | 1 25 |
| " ½-lb. flats | 1 75 | 1 85 | 1 75 | 1 80 | ..... | 1 75 |
| Mackerel | 1 00 | 1 10 | 1 15 | 1 25 | 1 35 | 1 45 |
| Salmon, sockeye, Fraser | 1 47½ | 1 52½ | 1 50 | 1 52½ | 1 50 | 1 75 |
| " " Northern | ..... | ..... | 1 40 | 1 45 | 1 15 | 1 25 |
| " " Horseshoe | ..... | ..... | 1 50 | 1 52½ | ..... | ..... |
| " Cohoes | 1 00 | 1 15 | 1 05 | 1 15 | 1 00 | 1 10 |
| Sardines, Albert, ¼'s | 12 | 12½ | 0 15 | 16 | 14 | 15 |
| " " ½'s | 20 | 21 | 22 | 23 | 20 | 21 |
| " Sportsman, ¼'s | 11¼ | 12 | ..... | 14½ | ..... | 12 |
| " " ½'s | 19 | 20 | ..... | 23 | 20 | 21 |
| " key opener, ¼'s | 9 | 11 | 12½ | 13 | 15 | 18 |
| " " ½'s | ..... | 18 | 20½ | 25 | 10 | 11 |
| " P. & C., ¼'s | 20 | 22½ | 25 | 27 | 23 | 25 |
| " " ½'s | 27½ | 30 | 35 | 38 | 33 | 36 |
| " Domestic, ¼'s | 4 | 4¼ | 4 | 4½ | 3½ | 4¼ |
| " " ½'s | 7 | 8 | 9 | 11 | ..... | ..... |
| " Mustard, ¼ size, cases 50 tins, per 100 | 7 50 | 11 00 | 8 50 | 9 00 | 3 50 | 4 00 |
| Haddies | ..... | 1 00 | 1 00 | 1 10 | 85 | 1 00 |
| Kippered Herrings | 1 00 | 1 85 | 1 00 | 1 55 | 85 | 1 00 |
| Herring in Tomato Sauce | 1 00 | 1 55 | 1 00 | 1 70 | ..... | 2 00 |
| **CANDIED PEELS** | | | | | | |
| Lemon, per lb | ..... | ..... | 10 | 12½ | 12 | 13 |
| Orange, " | ..... | ..... | 11 | 13 | 12 | 13 |
| Citron, " | ..... | ..... | 15 | 18 | 15 | 17 |
| **GREEN FRUITS** | | | | | | |
| Oranges, Val., 714s per case | 4 75 | 5 00 | ..... | ..... | ..... | ..... |
| " Jamaicas, per box | 2 00 | 2 25 | 2 50 | 2 75 | 2 50 | 3 00 |
| " Californias | ..... | ..... | 3 75 | 4 25 | ..... | ..... |
| Lemons, Californian, " | ..... | ..... | 4 25 | 5 00 | 4 50 | 4 75 |
| " Messina " | ..... | ..... | ..... | 3 50 | ..... | ..... |
| Bananas, Firsts, per bunch | ..... | 1 75 | 1 25 | 1 75 | 1 00 | 2 25 |
| Apples, per bbl | 1 50 | 3 00 | 1 00 | 2 00 | 1 50 | 3 50 |
| Pears | 1 50 | 5 00 | 0 30 | 0 50 | ..... | ..... |
| Pineapples, per case | ..... | 4 00 | 4 00 | 4 50 | ..... | ..... |
| Jersey Sweet Potatoes, per bbl. | ..... | 3 00 | 2 50 | 2 75 | 3 50 | 4 00 |
| Malaga grapes, per bbl | 5 00 | 7 00 | 5 50 | 7 00 | 5 50 | 6 00 |
| Apples, per basket | 0 20 | 0 30 | 0 10 | 0 25 | ..... | ..... |
| Cranberries, Cape Cod, per bbl | ..... | 10 75 | ..... | 9 50 | 10 00 | 11 00 |
| Cranberries, Nova-Scotian " | ..... | 9 00 | ..... | 9 00 | 6 00 | 7 00 |
| " Fancy Jerseys | ..... | ..... | ..... | 10 50 | ..... | ..... |
| **SUGAR** | | | | | | |
| Granulated St. Law'ce and Red | ..... | 3 80 | ..... | 3 88 | ..... | ..... |
| Granulated, Acadia | ..... | 3 75 | ..... | 3 83 | ..... | 4 05 |
| Paris lump, bbls. and 100-lb. bxs | ..... | 4 35 | ..... | 4 43 | 4 50 | 4 75 |
| " in 50-lb. boxes | ..... | 4 45 | ..... | 4 53 | 4 75 | 5 00 |
| Extra Ground Icing, bbls. | ..... | 4 25 | ..... | 4 33 | ..... | ..... |
| Powdered, bbls | ..... | 4 05 | ..... | 4 13 | 5 50 | 5 80 |
| Phœnix | ..... | 3 60 | ..... | 3 68 | ..... | ..... |
| Cream | ..... | 3 55 | ..... | 3 63 | ..... | ..... |
| Bright coffee | ..... | 3 65 | ..... | 3 73 | ..... | ..... |
| Bright yellow | ..... | 3 50 | ..... | 3 58 | ..... | 3 75 |
| No. 3 yellow | ..... | 3 45 | ..... | 3 53 | ..... | ..... |
| No. 2 yellow | ..... | 3 25 | ..... | 3 33 | ..... | ..... |
| No. 1 yellow | ..... | 3 15 | ..... | 3 23 | ..... | 3 45 |
| Montreal, second quality | ..... | 3 60 | ..... | 3 68 | ..... | ..... |
| Maple Leaf, gran. (Berlin | ..... | 3 88 | ..... | 3 88 | ..... | ..... |
| Crystal, gran. (Wallaceburg) | ..... | 3 80 | ..... | 3 88 | ..... | ..... |

| HARDWARE PAINTS AND OILS | Montreal. | | Toronto. | | St. John Halifax. | |
|---|---|---|---|---|---|---|
| Wire nails, base | ..... | $2 55 | ..... | $2 55 | ..... | $3 20 |
| Cut nails, base | ..... | 2 35 | ..... | 2 50 | ..... | 2 85 |
| Barbed wire, per 100-lb. | ..... | 3 00 | ..... | 3 00 | 3 50 | 3 75 |
| Smooth Steel Wire, base | ..... | 2 60 | ..... | 2 60 | ..... | ..... |
| White lead, Pure | 5 15 | 5 25 | 5 00 | 5 25 | ..... | 6 80 |
| Linseed oil, 1 to 2 bbls., raw | ..... | 66 | ..... | 61 | ..... | 74 |
| " " " boiled | ..... | 69 | ..... | 64 | ..... | 77 |
| Turpentine, single bbls. | ..... | 76 | ..... | 76 | ..... | 78 |
| **SYRUPS AND MOLASSES** | | | | | | |
| Syrups— | | | | | | |
| Dark | ..... | 1⅞ | ..... | ..... | ..... | ..... |
| Medium | ..... | 2½ | 30 | 32 | ..... | ..... |
| Bright | ..... | 2⅝ | 35 | 37 | ..... | ..... |
| Corn Syrup, barrel, per lb. | .... | 3 | ..... | 3 | ..... | ..... |
| " " ½ bbls. " | ..... | 3½ | ..... | 3½ | ..... | ..... |
| " " kegs " | ..... | 3¼ | ..... | 3¼ | ..... | ..... |
| " " 3 gal. palls, each | ..... | 1 40 | ..... | 1 40 | ..... | ..... |
| " " 2 gal. " | ..... | 1 10 | ..... | 1 10 | ..... | ..... |
| Honey | ..... | ..... | ..... | 40 | ..... | ..... |
| " 25-lb. palls | ..... | 1 05 | ..... | 1 00 | ..... | ..... |
| " 38-lb. palls | ..... | 1 0 | ..... | 1 40 | ..... | ..... |
| Molasses— | | | | | | |
| New Orleans, medium | 16½ | 17 | 25 | 30 | 28 | 30 |
| " " Open kettle | ..... | ..... | 40 | 50 | ..... | ..... |
| Barbados | 24 | 25 | ..... | 32 | 24 | 25 |
| Porto Rico | ..... | 38 | 38 | 42 | 30 | 32 |
| **CANNED MEATS** | | | | | | |
| Comp, corn beef, 1-lb. cans | 1 55 | $1 65 | $1 55 | $1 65 | $1 55 | $1 60 |
| " " 2-lb. cans | 2 75 | 3 00 | 2 85 | 3 00 | 2 80 | 2 90 |
| " " 6-lb. cans | 7 90 | 9 60 | ..... | 8 25 | 8 75 | 9 25 |
| " " 14-lb. cans | 16 50 | 23 00 | ..... | 19 50 | 20 00 | 21 00 |
| Minced collops, 2-lb. can | ..... | 2 75 | ..... | 2 60 | 2 50 | 2 80 |
| Lunch tongue, 1-lb. can | 3 00 | 3 90 | ..... | 3 00 | 3 00 | 3 25 |
| " " 2-lb. can | 6 00 | 7 90 | ..... | 7 00 | 6 80 | 7 00 |
| English brawn, 2-lb. can | 2 40 | 2 75 | ..... | 2 45 | 2 75 | 2 80 |
| Camp sausage, 1-lb. can | ..... | ..... | ..... | 2 50 | 2 50 | ..... |
| " " 2-lb. can | ..... | ..... | ..... | 4 00 | 4 00 | ..... |
| Soups, assorted, 1-lb. can | 1 15 | 1 50 | ..... | 1 50 | 1 40 | |
| " " 2-lb. can | 2 40 | 2 45 | ..... | 2 20 | 2 25 | |
| Soups and Bouil, 2-lb. can | 1 75 | 2 50 | ..... | 1 80 | 1 75 | |
| " " 6-lb. can | 3 50 | 5 85 | ..... | 4 50 | 4 25 | 4 50 |
| Sliced smoked beef, ½'s | 1 65 | 1 70 | 1 65 | 1 70 | ..... | 2 00 |
| " " " 1's | 2 75 | 3 10 | 2 80 | 2 95 | ..... | 3 25 |
| **FRUITS** | | | | | | |
| Dried— | | | | | | |
| Currants, Provincials, bbl | ..... | ..... | ..... | ..... | ..... | ..... |
| " Filiatras, cases | ..... | 5¾ | ..... | 5½ | ..... | ..... |
| " " ½-cases | 5½ | 5½ | 5½ | 6 | ..... | ..... |
| " Patras, cases | ..... | 6 | 6¼ | 6½ | ..... | ..... |
| " " ½-cases | ..... | 6 | 6½ | 7 | ..... | ..... |
| Amalias | 6½ | 7 | 7 | 7½ | ..... | 8½ |
| Vostizzas, cases | 6½ | 7 | 7 | 8 | ..... | ..... |
| Dates, Hallowees | 4 | 4¼ | 4½ | 5 | 4½ | 5 |
| " Sairs | .... | 3½ | 4 | 4½ | .. | 4 |
| Figs, Elemes | 10 | 20 | 11 | 15 | 10 | 12 |
| " Mats, per lb | ..... | ..... | 4 | 4½ | ..... | ..... |
| " Tapnets | ..... | 1 20 | 4 | 4½ | ..... | ..... |
| " Naturals | ..... | ..... | ..... | 8 | ..... | ..... |
| Prunes, California, 30's | ..... | 9 | ..... | ..... | 10 | 12 |
| " " 40's | ..... | 8½ | 8½ | 10 | 8½ | 9 |
| " " 50's | ..... | 8¼ | 8 | 8½ | 8 | 8½ |
| " " 60's | ..... | 8 | 7 | 7½ | 7½ | 8 |
| " " 70's | ..... | 7½ | 6½ | 7 | 7 | 7½ |
| " " 80's | ..... | 7 | 6 | 6½ | 6½ | 7 |
| " " 90's | ..... | 6½ | 5 | 5½ | 6 | 6½ |
| " " 100's | ..... | 6 | ..... | 5 | 5½ | 6 |
| " Bosnia, A's | ..... | ..... | ..... | 5 | ..... | ..... |
| " " B's | ..... | ..... | 7½ | 8 | ..... | ..... |
| " " U's | ..... | 5 | 6¼ | 6½ | ..... | ..... |
| " French, 50's | ..... | ..... | ..... | ..... | ..... | ..... |
| " " 110's | ..... | 5 | ..... | ..... | ..... | ..... |
| Raisins, Fine off stalk | ..... | 8 | 7 | 8 | ..... | 8 |
| " Selected | ..... | 8½ | 8½ | 9 | ..... | 8¼ |
| " Selected layers | 8¾ | 9 | 9 | 10 | 8½ | 8¾ |
| " Sultanas | 9 | 10 | 9 | 13 | ..... | ..... |
| " California, 2-crown | 5 | 5½ | ..... | 7½ | ..... | ..... |
| " " 3-crown | 7¼ | 7¾ | 7¼ | 8 | 8 | 8½ |
| " " 4-crown | 7¾ | 8 | 8½ | 9 | 8½ | 9½ |
| " " 1's seeded, 3-cr. | 9¾ | 10½ | 8½ | 10 | 10 | 10½ |
| " Empire clusters | 1 50 | 1 60 | ..... | 2 60 | | 2 00 |
| " Black baskets | ..... | ..... | ..... | 2 25 | 2 00 | 2 25 |
| " Extra clusters | ..... | ..... | ..... | 3 35 | ..... | 2 50 |
| " Denesa clusters | ..... | ..... | ..... | 3 10 | 3 00 | 3 50 |
| " Royal B. clusters | 3 40 | 3 50 | ..... | 5 00 | ..... | ..... |
| " Connoisseurs c'str's | 2 17 | 2 50 | ..... | 2 10 | ..... | ..... |
| " Excelsior clusters | 4 50 | 4 60 | .. | 4 60 | ..... | ..... |
| Evaporated apples | ..... | ..... | 6½ | 7½ | 7 | 7½ |
| Dried " | ..... | ..... | ..... | 4 | ..... | ..... |
| **PROVISIONS** | | | | | | |
| Dry Salted Meats— | | | | | | |
| Long clear bacon | .... | 12 | 11 | 11½ | ..... | ..... |
| Smoked meats— | | | | | | |
| Breakfast bacon | ..... | 15½ | 14½ | 15 | | ..... |
| Rolls | ..... | 12½ | 12 | 12½ | 11 | 12 |
| Medium Hams | ..... | 14 | 13½ | 14 | 14 | 15 |
| Large Hams | ..... | 13 | 12½ | 13 | ..... | ..... |
| Shoulder hams | ... | 13 | 11 | 11½ | ..... | ..... |
| Backs | ..... | 15 | 14½ | 15 | ..... | ..... |
| Meats out of pickle 1c. less. | | | | | | |
| Barrel Pork— | | | | | | |
| Canadian heavy mess | ..... | 23 00 | ..... | 21 50 | 23 00 | 23 50 |
| " short cut | 21 50 | 22 00 | 23 00 | 23 50 | 23 50 | 26 00 |
| Plate beef | 12 50 | 13 50 | | 15 00 | 15 00 | 16 00 |
| Lard, tierces, per lb | ..... | 11¼ | 10¾ | 11 | 11 | 11½ |
| Tubs | ..... | 11⅜ | 11 | 11¼ | 11½ | 12 |
| Pails | ..... | 11⅝ | 11¼ | 11½ | 12 | 12¼ |
| Compounds | ..... | 9⅜ | 8¾ | 10¼ | 10 | 10½ |




# THE DOMINION BREWERY CO., LIMITED

**Brewers and Maltsters**

TORONTO

**Manufacturers of the Celebrated**

# WHITE LABEL ALE



**ASK FOR IT AND SEE THAT OUR BRAND IS ON EVERY CORK.**

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

**WM. ROSS, Manager.**




# DWIGHT'S "COW BRAND" BAKING SODA

is the best and most profitable. Best, because absolutely pure. Most profitable, because, being pure and the strongest, less is required.

## JOHN DWIGHT & CO.

**34 Yonge Street, Toronto, Ont.**


| | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| **COFFEE** | | | | | | |
| Green— | ..... | 24 | 23 | 28 | 25 | 30 |
| Mocha | ..... | 27 | 32 | 30 | 25 | 30 |
| Old Government Java | ..... | 10 | 7 | 12 | 12 | 18 |
| Rio | ..... | ..... | 9½ | 10½ | ..... | ..... |
| Santos | ..... | 29 | 26 | 30 | 29 | 31 |
| Plantation Ceylon | ..... | ..... | 22 | 25 | 24 | 28 |
| Porto Rico | ..... | ..... | 22 | 25 | 24 | 26 |
| Gautemala | ..... | 18 | 15 | 20 | 18 | 22 |
| Jamaica | ..... | 18 | 18 | 18 | 12 | 18 |
| Maracaibo | | | | | | |
| **NUTS** | | | | | | |
| Brazil | 14½ | 15½ | 16 | 17 | 12 | 13 |
| Valencia shelled almonds | 29 | 30 | 30 | 35 | 30 | 35 |
| Tarragona almonds | ..... | 11 | 12½ | 15½ | 12 | 13 |
| Californian almonds | ..... | ..... | .. | 20 | ..... | ..... |
| " soft shell walnuts | ..... | ..... | ..... | 19 | ..... | ..... |
| Canadian chestnuts, per bush | ..... | ..... | ..... | 4 50 | ..... | ..... |
| Formegetta almonds | ..... | ..... | ..... | 11 | ..... | ..... |
| Jordan shelled almonds | ... | 42 | 49 | 52 | ..... | ..... |
| Peanuts (roasted) | 7 | 11 | 8 | 10½ | ..... | ..... |
| " (green) | 6¾ | 7¾ | 8 | 10 | 9 | 10 |
| Cocoanuts, per sack | ..... | 3 25 | ..... | 3 75 | 3 25 | 3 50 |
| " per doz | ..... | ..... | ..... | 60 | ..... | 50 |
| Grenoble walnuts | 12½ | 13½ | 13 | 14 | 10 | 12 |
| Marbot walnuts | ..... | 10 | 11½ | 12 | ..... | ..... |
| Bordeaux walnuts | ..... | 8 | 11½ | 12 | ..... | ..... |
| Sicily filberts | ..... | 9½ | 11 | 11½ | ..... | 10 |
| Naples filberts | ..... | ..... | ..... | 10 | 10 | 11 |
| Pecans | ..... | 15 | 13 | 15 | 14 | 15 |
| Shelled Walnuts | 26 | | 27 | 28 | ..... | 25 |
| **SODA** | | | | | | |
| Bi-carb, standard, 112-lb. keg | 1 65 | 1 80 | 2 00 | 2 25 | 1 70 | 1 75 |
| Sal soda, per bbl | 70 | 75 | 80 | 90 | 85 | 90 |
| Sal Soda, per keg | 95 | 1 00 | ..... | 1 00 | 95 | 1 00 |
| **SPICES** | | | | | | |
| Pepper, black, ground, in kegs pails, boxes | 16 | 18 | ..... | 18 | 14 | 15 |
| " in 5-lb. cans | 14 | 17 | ..... | 19 | 15 | 16 |
| " whole | 15 | 17 | ..... | 19 | 12 | 13 |
| Pepper, white, ground, in kegs pails, boxes | 26 | 27 | 26 | 27 | 24 | 25 |
| " 5-lb. cans | 25 | 26 | 25 | 26 | 20 | 22 |
| " whole | 23 | 25 | 23 | 25 | 20 | 22 |
| Ginger, Jamaica | 19 | 25 | 22 | 25 | 20 | 25 |
| Cloves, whole | 12 | 30 | 14 | 35 | 18 | 20 |
| Pure mixed spice | 25 | 30 | 25 | 30 | 25 | 30 |
| Cassia | 13 | 18 | 20 | 40 | 16 | 20 |
| Cream tartar, French | ..... | 25 | 24 | 25 | 20 | 22 |
| " " best | ..... | 28 | 25 | 30 | 25 | 30 |
| Allspice | 10 | 15 | 13 | 16 | 16 | 18 |
| **WOODENWARE** | | | | | | |
| Pails No. 1, 2-hoop | ..... | 1 65 | ..... | 1 55 | ..... | 1 90 |
| " " 3-hoop | ..... | 1 80 | ..... | 1 70 | ..... | 2 05 |
| " half, and covers | ..... | 1 65 | ..... | 1 60 | ..... | 1 75 |
| " quarter, jam and covers | ..... | 1 15 | ..... | 1 10 | ..... | 1 45 |
| " candy, and covers | 2 50 | 2 90 | ..... | 2 40 | ..... | 1 20 |
| Tubs No. 0 | 10 00 | 10 15 | ..... | 8 50 | ..... | 11 00 |
| " 1 | 8 00 | 8 15 | ..... | 7 00 | ..... | 9 00 |
| " 2 | 7 00 | 7 15 | ..... | 6 00 | ..... | 8 00 |
| " 3 | | 6 15 | ..... | 5 25 | ..... | 7 00 |

| | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| **PETROLEUM** | | | | | | |
| Family Safety, in bbls | ..... | ..... | ..... | 19½ | ..... | ... |
| Canadian water white | ..... | 19¼ | 17 | 17½ | ..... | ..... |
| Sarnia water white | ..... | 20 | ..... | 19 | ..... | 20 |
| Sarnia prime white | ..... | 21 | ..... | 17 | ..... | 19½ |
| American water white | ..... | 23 | 18½ | 19 | ..... | 20½ |
| Pratt's Astral (barrels extra) | ..... | 24 | ..... | 19 | ..... | 21½ |
| Lily White (Canadian) | ..... | ..... | ..... | 17 | ..... | ..... |
| Silver Light (American) | ..... | ..... | ..... | 19 | ..... | ..... |
| Crystal Spray (W. W. Amer.) | ..... | ..... | ..... | 20 | .... | ..... |
| Pennoline in bbls | ..... | ..... | ..... | 22 | ..... | 24½ |
| Gosoline | ..... | ..... | 21¾ | 22¾ | ..... | ..... |
| Benzine | ..... | ..... | ..... | 19¼ | ..... | 22½ |
| **TEAS** | | | | | | |
| Black— | | | | | | |
| Congou—Half-chests Kaisow, Moning, Paking | 13 | 60 | 12 | 60 | 11 | 40 |
| Caddies Paking, Kaisow | 17 | 40 | 19 | 50 | 15 | 4 |
| Indian—Darjeelings | 35 | 55 | 35 | 55 | 30 | 50 |
| Assam Pekoes | 25 | 40 | 20 | 40 | 15 | 40 |
| Pekoe Souchong | 18 | 25 | 19 | 25 | 17 | 24 |
| Ceylon—Broken Pekoes | 35 | 42 | 36 | 42 | 34 | 39 |
| Pekoes | 20 | 30 | 27 | 30 | 20 | 30 |
| Pekoe Souchong | 17½ | 40 | 17 | 35 | 17 | 35 |
| China Greens— | | | | | | |
| Gunpowder-Cases, extra first | 42 | 50 | 42 | 50 | ..... | ..... |
| Half-chests, ordinary firsts | 22 | 25 | 22 | 25 | ..... | ..... |
| Young Hyson—Cases, sifted extra firsts | 42 | 50 | 42 | 50 | ..... | ..... |
| Cases, small leaf, firsts | 35 | 40 | 35 | 40 | ..... | ..... |
| Half-chests, ordinary firsts | 22 | 38 | 28 | 38 | ..... | ..... |
| Half-chests, seconds | 17 | 19 | ..... | 23 | ..... | ..... |
| " thirds | 15 | 17 | 16 | 18 | ..... | ..... |
| " common | 13 | 14 | ..... | 15 | ..... | ..... |
| Pingsueys— | | | | | | |
| Young Hyson, ½-chests, firsts | 28 | 32 | 23 | 32 | 30 | 30 |
| " " " seconds | 16 | 19 | 18 | 19 | ..... | ..... |
| " Half-boxes, firsts | 28 | 32 | 28 | 32 | ..... | ..... |
| " " seconds | 16 | 19 | 18 | 19 | ..... | ..... |
| Japans— | | | | | | |
| ½-chests, finest May pickings | 38 | 40 | 38 | 40 | ..... | ..... |
| Choice | 32 | 36 | 33 | 37 | ..... | ..... |
| Finest | 28 | 30 | 30 | 32 | ..... | ..... |
| Fine | 25 | 27 | 27 | 30 | ..... | ..... |
| Good medium | 22 | 24 | 25 | 28 | ..... | ..... |
| Medium | 19 | 20 | 21 | 23 | ..... | ..... |
| Good common | 16 | 18 | ..... | 20 | ..... | ..... |
| Common | 13 | 15 | ..... | 19 | ..... | ..... |
| Nagasaki, ½-chests, Pekoe | 16 | 22 | ..... | ..... | ..... | ..... |
| " " Oolong | 14 | 15 | ..... | ..... | ..... | ..... |
| " " Gunpowder | 16 | 19 | ..... | ..... | ..... | ..... |
| " " Siftings | 7½ | 11 | ..... | ..... | ..... | ..... |
| **RICE, SAGO, ETC.** | | | | | | |
| Rice—Standard B | 3 00 | 3 10 | ..... | 3½ | 3 25 | 3 40 |
| Patna, per lb | 4 25 | 4 50 | 4¾ | 5 | 5 | 6 |
| Japan | 4 40 | 4 90 | 5½ | 6 | 5 | 6 |
| Imperial Seeta | 4 60 | 4 90 | 4¾ | 5½ | 5 | 6 |
| Extra Burmah | ..... | ..... | 4¼ | 4¾ | 4 | 5 |
| Java, extra | ..... | 5¾ | 6 | 6½ | 6 | 7 |
| Macaroni, dom'lc, per lb., bulk | 3¼ | 4¼ | ..... | 7½ | ..... | ..... |
| " Imp'd, 1-lb. pkg., French | 8 | 12 | 9 | 10 | ..... | ..... |
| " " " Italian | 8 | 10 | 11 | 12½ | ..... | ..... |
| Sago | 3¼ | 3⅜ | 3¾ | 4 | 4¼ | 5 |
| Tapioca | ..... | 3⅛ | 3¼ | 3¾ | 4½ | 5 |

# Borden's

## Brands of Condensed Milk and Evaporated Cream at Canadian Prices.







We beg to announce that we have established a branch factory at Ingersoll, Ont., and that we are now prepared to fill all orders for the Canadian trade promptly, and at considerably reduced prices, owing to the establishment of the Canadian Branch. Our **Eagle Brand Condensed Milk, Gold Seal Brand Condensed Milk** and **Peerless Brand Evaporated Cream,** unsweetened, can be obtained through our local representatives.

## BORDEN'S CONDENSED MILK CO.

Originators of Condensed Milk. Established 1857.

Selling representatives in Canada: **F. W. Hudson & Co., Toronto. W. H. Dunn, Montreal. Erb & Rankin, Halifax. W. S. Clawson & Co., St. John, N.B., also Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.**

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# JUST A MINUTE

**Have you Sampled lately**

## Epicure Beans in Tomato Sauce, and Epicure Tomato Catsup?

**IF NOT, YOU DON'T KNOW WHAT YOU'RE UP AGAINST.**

The quality and price are attracting attention of the live men of the trade, whose orders are keeping us working night and day, **SIX DAYS IN THE WEEK.**

We have no old stock kicking around. Please note—we guarantee the quality equal to the best brands on this continent.

As for price. Well, compare quality and price, and let us hear from you.

## Delhi Canning Co., Limited, -:- Delhi, Ont.

---

# Gillard's Sauce Gillard's Pickle

Is still the best and cheapest. The most delicious English pickle made.

AS SUPPLIED TO

HIS MAJESTY THE KING

AND

HIS ROYAL HIGHNESS THE PRINCE OF WALES, K.G., Etc.

Sole Proprietors:

## GILLARD & CO., Limited, LONDON, ENG.

---

# SODA BISCUITS

Our Cream Sodas in 3-lb. Tins ("The Round Cornered Tin") are all right.

## The Canada Biscuit Co., LIMITED

KING ST. WEST AND BATHURST ST., CARS PASS OUR WORKS.

**KING** and **BATHURST STS., TORONTO.**

## BUSINESS CHANGES.

### DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

THE creditors of Bedingfield & McCusker, wholesale grocers and provision merchants, Ottawa, had a meeting on December 6.

A. E. Paxman, grocer, St. Catharines, Ont., has assigned.

The Parkdale Cigar Co., Toronto, has assigned to W. E. Bullock.

Alphonse Poirier, hay merchant, of Ste. Madeline, Que., has assigned.

Joseph Leduc, general merchant, of St. Isidore de Prescott, Ont., is offering to compromise.

J. B. Castagne, cigar dealer, etc., Hull, Que., has assigned, and his creditors will meet on December 18.

Lamarche & Benoit are curators of J. N. Bisaillon, general merchant, Ste. Angele de Monnoir, Que.

A. Dalphe, general merchant, Varennes, Que., has assigned, and his creditors held a meeting on December 9.

David Rogers & Son, wholesale and retail merchants, Summerside, P.E.I., have assigned to A. C. Saunders.

The chattel mortgage against David W. Wright, grocer and crockery dealer, of Madoc, Ont., has been foreclosed.

The creditors of J. C. T. Arsenault, late grocer, Chatham, Ont., have accepted a compromise offer of 40 per cent.

The creditors of W. S. Macgowan, late merchant, New Westminster, B.C., are to file their claims on or before January 3, 1903.

J. J. Gawley, general merchant, Belmont, Ont., has assigned to Albert Snyder, and his creditors will meet on December 15.

Theodore Meunier, hotelkeeper and butter factory, St. Johns, Que., has assigned and his creditors held a meeting on December 10.

### PARTNERSHIPS FORMED AND DISSOLVED.

Springstead Bros., bakers, of Hamilton, Ont., have dissolved; E. M. Springstead continues.

### SALES MADE AND PENDING.

The assets of H. Robert & Co., grocers, Adrien, Que., have been sold.

The assets of Allard & Allard, confectioners, Que., are to be sold.

The assets of J. B. Montiminy, trader, St. Malo, Que., are to be sold.

A. Mainer, confectioner, Toronto, is advertising his business for sale.

The assets of R. G. Black, flour and feed merchant, Ottawa, are to be sold.

The assets of W. A. Patterson, general merchant, Brysonville, Que., are to be sold.

E. G. Brassey, grocer and baker, Oak River, Ont., is advertising his business for sale.

W. L. Quinette, general merchant, of Londesboro', Ont., is advertising his business for sale.

The assets of A. A. Dugas, general merchant, Ste. Anne des Monts, Que., are to be sold on December 18.

### CHANGES.

Milloy & Co., cigars, etc., Montreal, have registered.

V. Lacasse & Cie, grocers, of Quebec, have registered.

Liberman & Schachter, peddlers, etc., Montreal, have registered.

Drake & Co., grocers, of Halifax, N.S., have discontinued business.

Choquette & Frere, grocers, Maisonneuve, Que., have registered.

F. Robertson, grocer, Manitou, Man., has sold out to W. J. Lackey.

Sevigny & Bergeron, general merchants, St. Flavien, Que., have registered.

Geo. T. Higginbotham, grocer, Sarnia, Ont., has sold out to J. W. Barker.

McElroy & Sons, general merchants, of Richmond, Ont., have sold out to Lewis Bros.

Alberta Daly, general merchant, of Strathcona, N.W.T., has sold out to W. Brunelle.

George N. Howland, peddler, etc., of Millville, N.B., has removed to St. Marys.

Brownstone & Steinburg, general merchants, Rosenfield, Man., are retiring from business.

John C. Constable, confectioner, etc., St. Marys, Ont., has sold out to J. B. Billings.

Crozier Bros., clothing, boot and shoe dealers, Wolseley, N.W.T., are adding groceries.

C. C. West, general merchant, of Hopewell Hill, N.B., has sold out to G. W. Newcombe.

W. H. Johnston & Co., confectioners, of Hartney, Man., have sold out to Oswald & Johnston.

Wm. Thomson, general merchant, of Thurso, Que., has changed his style to Thomson & Son.

Noel Philomene, general merchant, of St. Flavien, Que., has ceased doing business under his present style.

James Wilson & Co., grocers and liquor merchants, London, Ont., are retiring from the grocery business.

Boivin, Wilson & Co., importers of wines, glass, etc., Montreal, have registered; J. M. Wilson, proprietor.

La Societe de Fabrication de Beurre et de Fromage de la Paroisse de St. Marthe, St. Marthe, Que., has registered.

The London Coffee and Spice Co., Limited, London, Ont., is succeeded by The Canada Spice and Grocery Co., Limited.

### FIRES.

E. N. Breckenridge, general merchant, Aylmer, Que., was burned out; partially insured.

J. E. Hogan, liquor merchant, of St. John, N.B., has sustained slight damage through fire.

R. R. Crowe, confectioner, of Kentville, N.S., has suffered loss by fire, which is covered by insurance.

### DEATHS.

Jeremiah Tracy, jr., general merchant, Tracy Station, N.B., is dead.

F. X. Gadreau, grocer, Batiscan, Que., is dead; his business is continued by his widow.

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## A PEACH PEELING MACHINE.

C. J. Vernon, of Fresno, Cal., is the inventor of a peach-peeling machine which, it is said in a Californian paper, will prove invaluable to the canning industry. The machine has been subjected to a practical test at the San Jose plant of The California Fruit Canners, and it has been pronounced a success. The capacity of the plant has been largely increased by the introduction of this machine. The work is done without waste and without marring the round surfaces of the fruit.

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## EXPORTS FOR WEST INDIES.

PICKFORD & BLACK steamers are getting good freights for their Windward Island service at present. All the outward steamers from Halifax are being well filled and homeward cargoes are much larger than in any previous season. In the latter case the condition is due to increased sugar purchases at Demerara and other places by Canadian refineries and it is hoped that next season will witness a great expansion in the imports of this article.

"We are getting about all the freight we can handle of a certain class," said Mr. Hensley to The Maritime Merchant, "but would like to see a greater variety. We have made a special effort these several years to interest Canadian manufacturers in the West Indies as a field for their products, but so far have not induced them to do very much. They nearly all admit that there is a chance for a profitable business, but that the home demand is so great at the present time they find it impossible to take up with foreign trade. Of course we are in hopes that these conditions will not be permanent, as nearly all the manufacturers are increasing their output, and, then, again, new people are starting who will compete for trade in the home field, thus making it necessary for others to look for business in outside markets. We think, therefore, that, though slow in coming, when once begun, sales to the West Indies will develop rapidly. We have a standing offer to manufacturers with regard to passenger rates for travelling representatives. We offer them a reduction of 25 per cent. on regular prices, or, in other words, a man can make the round trip to Demerara, 42 days, and have first-class accommodation and meals for $97.50, and will have time enough to do business at Bermuda, Trinidad, all the Windward Islands and Demerara. This just about covers the cost of carrying him, but we consider it worth while, as we are very anxious to develop the export business in all classes of Canadian goods." Mr. Hensley reports numerous inquiries from people who purpose taking a cruise to the tropics this winter. Some are going to remain over a few weeks at Trinidad, and others will come back on the steamer on which they go out. The trip is certainly a delightful one and all who can afford the time should take it."

Established 1845 MODERN MACHINERY, UP-TO-DATE METHODS Established 1845



1 and 2-lb. Tins.

S. H. & A. S. EWING'S
HIGH-GRADE
COFFEE and SPICES

"The goods that have stood the test of time."
"The perfected products of 57 years' study and experience."
(Have you seen the new ¼ Spice package "Prince of Wales'" brand? Write for sample.)

S. H. & A. S. EWING, Montreal Coffee and Spice Steam Mills, 55 Cote St., MONTREAL, P.Q.

WE HAVE RECEIVED INTO STORE THIS WEEK:

Filiatras Currants (D. Schisas) Quarter-Cases.
Filiatras Currants - " Half-Cases.
Vostizza Currants, Half-Cases.
Bevan's Three-Crown Loose Muscatels.
Griffin & Skelley Santa Clara Prunes.

F. J. CASTLE - OTTAWA.

Xmas HOLIDAY ORANGES 1902.

JAMAICA
MEXICAN
FLORIDA
VALENCIA
CALIFORNIA

You will be wise to obtain our prices before purchasing elsewhere. Can furnish any quantity.
We are in better position than ever to quote

*LOWEST MARKET PRICE.*

WIRE, WRITE, or call us by TELEPHONE
Warehouse 'Phone, Main 3394. Office 'Phone, Main 645.

McWILLIAM & EVERIST
25 and 27 Church Street TORONTO.

# A CORNER FOR CLERKS.

MEN of great achievement are characterized by their ability to grasp situations quickly and to seize opportunities, says a writer in Success. Their vision is clear ; they understand conditions thoroughly; they act without hesitancy or doubt of results; hence, in most instances, they carry their purposes to a successful issue.

Those who accomplish great things do not do so by unusual straining or an exhausting output of mental or physical energy. J. Pierpont Morgan, for example, in the execution of his colossal schemes, does not seem to exert any great effort. He achieves his ends with apparent ease because of the lucidity of his ideas and his strong grasp upon situations.

The steel tools driven by the great cams in our shipbuilding yards go through solid steel plates with as much ease, seemingly, as the fingers of a cook go through yielding dough, because of the huge balance wheels whose mighty momentum, without jarring or straining, overcomes all obstacles. So, great workers compass vast results by the momentum of their intellects, their clear comprehension of conditions, and their ready mastery of complicated situations.

Such minds as these are self-contained, self-reliant, confident. They do not buttonhole every friend or acquaintaince they chance to meet, and ask his advice or opinion in regard to their plans. They do not consult subordinates or equals ; they simply look over the ground and study it carefully, as a skillful general studies his plan of the battleground before he leads his army to action, and then they act.

A noticeable example of this stamp of mind is General Kitchener, one of the most remarkable personalities of our time. Silent, stern, immovable, when a purpose is once formed, this hero of many hard-won battles is a sphinx-like type of concentrated power. He forms his plans unaided and executes them with the precision and force of a huge engine. His chief of staff was the only one who knew anything of his intended movements when he started one day on an important expedition during the recent war in South Africa. He simply ordered a locomotive, a guard van, and a carload of "Tommies." Orders were given to clear the track. Everything had to stand aside for him. No warning was allowed to be telegraphed ahead. He arrived on the spot without previous notice, and no general in the army knew when or where he might appear.

Another incident of his South-African campaign is strikingly characteristic of the man. About six o'clock one morning he paid an unheralded visit to the Mount Nelson Hotel, Cape Town, scanned the register, and found there the names of officers who should have been on duty. Without a word to anyone, he went personally to the rooms of the offenders and left the following notice: "A special train leaves for the front at 10 a.m.; the troopship leaves at 4 p.m. for England; you have your choice, sir." He would listen to no excuses, no parleying, no apologizing; that was his ultimatum, and every officer knew what he meant.

He wields an absolute power over those under him, because of his positiveness, his self-possession, his consciousness of being equal to any emergency, whatever it may be. Everything about him is indicative of strength, largeness, and breadth of make-up. Free from petty vanity or any desire for praise or flattery, he has a frank contempt for all social distinctions and frivolities. His personality has all the impressiveness of some great natural force, working out its purpose silently, effectively, and with the certainty of doom.

The conquering General is not an endearing character, it is true, his subordinates fearing rather than loving him ; neither is he, any more than that other forceful character, J. Pierpont Morgan, a model type of man in every respect ; but both men possess in an eminent degree those qualities of self-confidence, concentration, firmness, promptness, decision and ability to grasp sitkations which everyone who would be successful must cultivate, the measure of one's success and ability to grasp situations which he develops these indispensable qualities.

Men who have a wide grasp of intellect and firmness of decision are always positive. They know what they want and are never on the fence. They do not waste their time shilly-shallying, seeking advice, balancing opinions, or splitting hairs. They decide upon a course of action, and then pursue it without hesitation or wavering.

## A TEA FIRM'S NEW WAREHOUSE.

T. H. Estabrooks, St. John, N.B., the packer of "Red Rose" tea, has purchased the Wilson and Scovil lots on Mill street, opposite Rankine's biscuit factory; and G. Ernest Fairweather, architect, is preparing plans for a five or six-storey brick warehouse to cover the whole of the two lots. The price paid for the lots is not stated, but it is understood to have been a large figure.

When the new warehouse is erected Mr. Estabrooks will have three times the space he at present has in the big warehouse on North Wharf, and he will have one of the largest and best equipped tea-blending and packing establishments in Canada.

Two and a half years ago Mr. Estabrooks occupied only about half the warehouse to which he had moved on North Wharf. The new departure is an important event in the Canadian tea trade, and the new warehouse will be a notable addition to the big commercial structures of St. John.

## AFTER THE SHUTTERS ARE UP.

IRATE Individual : Confound it ; waiter, didn't I tell you I was in a hurry, and only wanted one egg ? Why the dickens did you bring me two ?

Waiter (rather hurt) : I thought as you was in a hurry, sir, I'd bring two, 'cos one of 'em might be bad !

* * *

The proprietor of a German menagerie keeps caged together a lion, a tiger, a wolf and a lamb, which he labels "The Happy Family." When asked confidentially how long these animals had lived together, he answered :

"Ten months, but the lamb has to be renewed occasionally.—The Philadelphia Times.

* * *

Mrs. Youngbride.—I've come to complain of that flour that you sent me.

Grocer.—What was the matter wi h it ?

Mrs. Youngbride.—It was tough. I made a pie with it, and it was as much as my husband could do to cut it.—Philadelphia Press.

* * *

This story was told by the prototype of Captain Joe, the hero of F. Hopkinson Smith's novel, "Caleb West."

An Irishman once applied to him for a job on board his ship.

"Well," said the Captain, "where are your recommendations ?"

"Shure, an' I haven't enny, Sur."

"Can't take you, then—got a German here with fine recommendations—have to give the job to him."

Pat begged so hard, however, that the Captain finally agreed to take him and the German both on a trial trip, the best man to have the permanent job.

They were well out at sea when a storm arose one day while Pat and the German were scrubbing the deck. A big wave came along and swept the German overboard with his bucket. Pat immediately picked up his bucket and started after the Captain, whom he found below.

"Well, Pat, what's the matter now ?"

"Faith, sur, ye know that German what had such foine ricommindations ?"

"Yes ; what of him ?"

"Begorra, sur, an' he's gore off with one o' your buckets."—New York Times.

# Salmon . . .

**RED SOCKEYES**
"Nimpkish"
"Griffin"
"Sunset"
"Lowe Inlet."

**COHOES**
"Eagle"
"Golden Net"
"Harlock"
"Empress."

We have yet on hand a few brands of Salmon—some of which are given herewith. A full list of our brands will shortly be published.

We are **Packers of Canned Salmon** and dealers in all classes of

**FROZEN, SALTED and PICKLED FISH.**

**The British Columbia Packers' Association**

**Cold Storage Plants in New Westminster, B.C.** **VANCOUVER, B.C.**

---

## Best Materials Put Together By People Who Know How.




In a broom quality seems everything, but good, careful workmanship also counts. For nearly half a century we have made a study of "Broomology" with the pleasurable result that all progressive Canadian dealers handle, and all discerning Canadian purchasers ask for

## Boeckh's Bamboo-Handled Brooms.

You, as well as the dealer, recognize that the key to wealth is right buying. We realized this fact years and years ago, since then our highest aim has been to please both dealer and consumer.

—OUR 1903 CATALOGUE WILL SOON BE READY.
—SEND US YOUR NAME AND ADDRESS ON A POST CARD.

OPERATING:
Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

**UNITED FACTORIES,**
Head Office: TORONTO. LIMITED.

MONTREAL BRANCH: 1 and 3 DeBresoles St. LONDON BRANCH: 71 Dundas St.

WHY ARE

# Southwell's




## Jams

superior to all other Imported Lines?

**Because** each Jam has the individual flavor of its own fruit.

Many imported Jams taste all alike.

## Southwell's Don't.

WRITE FOR PRICE LIST, ETC.

## FRANK MAGOR & CO.

16 St. John St., MONTREAL.

DOMINION AGENTS

# MAGIC BAKING POWDER




PURE AND WHOLESOME.
ONE POUND CAN 25 ¢

E. W. GILLETT COMPANY LIMITED
TORONTO, ONT.


# Current Market Quotations for Proprietary Articles

December 11, 1902.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. of a change is made, either an advance or decline, it is referred to in the market reports, as a matter of news whether manufacturers request it or not.

### BAKING POWDER.

| Cook's Friend— | Per doz. |
|---|---|
| Size 1, in 2 and 4 doz. boxes | $ 4 40 |
| " 10, in 4 doz. boxes | 2 10 |
| " 2 in 6 " | 80 |
| " 12, in 6 " | 70 |
| " 3, in 4 " | 45 |
| Pound tins, 3 doz. in case | 3 00 |
| 12oz. tins, 3 " " | 2 40 |
| 5-lb. tins, ½ " " | 14 00 |

| Diamond— | W. H. GILLARD & CO. |
|---|---|
| 1 lb. tins, 2 doz. in case | per doz. 2 00 |
| ½ lb. tins, 3 " " | " 1 25 |
| ¼ lb. tins, 4 " " | " 0 75 |

IMPERIAL BAKING POWDER.

| Cases. | Sizes. | Per Doz. |
|---|---|---|
| 4 doz. | 10c. | $0 85 |
| 3 " | 6-oz. | 1 75 |
| 1 " | 12-oz. | 3 50 |
| 2 and 3 doz. | 12-oz. | 3 40 |
| 2 and 3 doz. | 16-oz. | 4 35 |
| ½ doz. | 2½-lb. | 10 50 |
| 1 doz. | 2½-lb. | 10 40 |
| ¼ and 1 doz. | 5-lb | 19 50 |

MAGIC BAKING POWDER




| Cases. | Sizes. | Per Doz. |
|---|---|---|
| 4 doz. | 5c. | $ 40 |
| 4 " | 4-oz. | 60 |
| 4 " | 6-oz. | 75 |
| 4 " | 8-oz. | 95 |
| 4 " | 12-oz. | 1 40 |
| 2 " | 12 oz. | 1 45 |
| 4 " | 16-oz. | 1 65 |
| 2 " | 16-oz. | 1 70 |
| 1 " | 2½-lb. | 4 10 |
| 1 " | 5-lb | 7 30 |
| 2 " | 6-oz. } Per case. | |
| 1 " | 12-oz. } | $4 55 |
| 1 " | 16-oz. } | |

JERSEY CREAM BAKING POWDER

| | |
|---|---|
| ⅛ size, 5 doz. in case | 40 |
| ¼ size, 4 doz. in case | 75 |
| ½ " 3 " " | 1 25 |
| 1 " 2 " " | 2 25 |

VIENNA BAKING POWDER.

| | Per doz. |
|---|---|
| 1 lb. tins, 4 doz. in box | $2 25 |
| ½ lb. tins, 4 " " | 1 25 |
| ¼ lb. tins, 4 " " | 75 |
| 3 oz. in paper, 4 doz. in box | 70 |
| 5 " " 4 " " | 35 |

### BLACKING.

SHOE POLISH.

HENRI JONAS & CO.

| | Per gross |
|---|---|
| Jonas' | $9 00 |
| Froments | 7 50 |
| Military dressing | 24 00 |

### BLUE.

| | |
|---|---|
| Keen's Oxford per lb | $0 17 |
| In 10 box lots or case | 0 16 |
| Reckitt's Square Blue 12-lb. box | 0 17 |
| Reckitt's Square Blue, 5 box lots | 0 16 |
| Gillett's Mammoth, boxes, 1 gross | 9 00 |
| Nixey's "Cervus" in squares, per lb. | 0 16 |
| " " in bags, per gross | 1 25 |
| " " in pepper boxes, according to size | 0 02 0 10 |

### BLACK LEAD.

| | |
|---|---|
| Reckitt's per box | 1 15 |
| Box contains either 1 gro., 1 oz. size: ½ gro., 2 oz. or ¼ gro. 4 oz. | |
| Nixey's refined, per 9-lb. box of 12 1 doz. chip boxes | 1 50 |
| Nixey's, as supplied the King, per 9-lb. box of 12 doz. block | 1 50 |
| Nixey's Silver Moonlight Stove Polish, in blocks 13-3 and 6-oz. size. Full price list on application. | |

### BOECKH'S CORN BROOMS.

| UNITED FACTORIES, LIMITED. | doz. net. |
|---|---|
| Bamboo Handles, A, 4 strings | 4 35 |
| " " B, 4 strings | 4 10 |
| " " C, 3 strings | 3 85 |
| " " D, 3 strings | 3 60 |
| " " F, 3 strings | 3 35 |
| " " G, 3 strings | 3 10 |
| " " I, 3 strings | 2 85 |

### BISCUITS.

CARR & CO. LIMITED.
Frank Magor & Co., Agents

| | |
|---|---|
| Cafe Noir | 0 15 |
| Ensign | 0 12¾ |
| Metropolitan mixed | 0 09 |

### CANNED GOODS.

MUSHROOMS.

HENRI JONAS & CO.

| | |
|---|---|
| Mushrooms, Rione | $15 50 |
| " 1st choice Duthell | 18 50 |
| " 1st choice Lenoir | 19 50 |
| " extra Lenoir | 22 00 |

Per case, 100 tins.

FRENCH PEAS—DELORY'S

HENRI JONAS & CO.

| | |
|---|---|
| Moyen's No 2 | $9 00 |
| " No. 1 | 10 50 |
| ½ Fins | 12 50 |
| Fins | 14 00 |
| Tres fins | 15 00 |
| Extra fins | 16 50 |
| Sur extra fins | 18 00 |

FRENCH SARDINES.

HENRI JONAS & CO.

| | |
|---|---|
| ¼ Trefavennes | $9 50 |
| ¼ Rolland | 9 50 10 00 |
| ¼ Delory | 10 50 |
| ¼ Club Alpins | 2 50 |

### CHOCOLATES & COCOAS.

Cocoa—THE COWAN CO LIMITED.

| | |
|---|---|
| Hygienic, 1-lb. tins, per doz. | $7 25 |
| " ½-lb. tins " | 3 75 |
| " ¼-lb. tins " | 2 25 |
| " fancy tins " | 0 90 |
| Hygienic, 5-lb tins, for soda water fountains, restaurants, etc. per lb | 0 55 |
| Perfection, ½-lb. tins, per doz. | 3 00 |
| Cocoa Essence, sweet, ½-lb. tins, per doz | 2 25 |

| Chocolate— | per lb. |
|---|---|
| Queen's Dessert, ½'s and ½'s | $0 40 |
| " 6's | 0 42 |
| Mexican Vanilla, ¼'s and ½'s | 0 35 |
| Royal Navy Rock " " | 0 30 |
| Diamond " " | 0 25 |
| " 8's | 0 28 |

| Chocolate— FRY'S. | per lb. |
|---|---|
| Caracoas, ¼'s, 6-lb. boxes | 0 42 |
| Vanilla, ¼'s | 0 43 |
| "Gold Medal" Sweet, ¼'s, 6 lb. bxs | 0 29 |
| Pure, unsweetened, ½'s, 6 lb. bxs | 0 42 |
| Fry's "Diamond," ¼'s, 14 lb. bxs | 0 24 |
| Fry's "Monogram," ⅛'s 14 lb. bxs | 0 24 |

| Cocoa— | per doz |
|---|---|
| Concentrated, ¼'s 1 doz. in box | 2 40 |
| " ½'s, " " | 4 50 |
| " 1 lbs. " | 8 25 |
| Homoeopathic, ¼'s 14 lb. boxes | |
| " ½ lbs. 12 lb. boxes | |
| Epps's cocoa, case of 14 lbs., per lb. | 0 35 |
| Smaller quantities | 0 37½ |

JOHN P. MOTT & CO.'S
R. S. McIndoe, Agent, Toronto.

| | |
|---|---|
| Mott's Broma per lb | 0 30 |
| Mott's Prepared Cocoa | 0 28 |
| Mott's Homeopathic Cocoa (¼'s) | 0 32 |
| Mott's Breakfast Cocoa (in tins) | 0 40 |
| Mott's No. 1 Chocolate | 0 30 |
| Mott's Breakfast Chocolate | 0 28 |
| Mott's Caracoas Chocolate | 0 40 |
| Mott's Diamond Chocolate | 0 33 |
| Mott's French-Can. Chocolate | 0 18 |
| Mott's Navy or Cooking Chocolate | 0 28 |
| Mott's Cocoa Nibbs | 0 35 |
| Mott's Cocoa Shells | 0 05 |
| Vanilla Sticks, per gross | 0 90 |
| Mott's Confectionery Chocolate | 0 21 0 43 |
| Mott's Sweet Chocolate Liquors | 0 19 0 30 |

CADBURY'S.
Frank Magor & Co., Agents.

| | per doz. |
|---|---|
| Cocoa essence, 3 oz. packages | $1 65 |
| Mexican chocolate, ¼ and ½ lb. pkgs. | 0 40 |
| Rock Chocolate, loose | 0 40 |
| " 1-lb. tins | 0 42 |
| Nibs, 11-lb. tins | 0 35½ |

WALTER BAKER & CO., LIMITED.

| | per lb. |
|---|---|
| Premium No. 1 chocolate, 12-lb boxes | $ 32 |
| Vanilla chocolate 6-lb boxes | 47 |
| German sweet, 6-lb. boxes | 37 |
| B'kfast cocoa, ½-lb. tins, plain; 6-lb. boxes | 51 |
| Cracked cocoa, ½-lb. pkgs. 12-lb. bxs. | 35 |
| Caracas sweet chocolate, 6-lb. boxes | 37 |
| Soluble chocolate (hot or cold soda) 1-lb. cans | 45 |
| Vanilla chocolate wafers, 48 to box, per box | 1 56 |

### COCOANUT.

L. SCHER & CO.

| | per lb |
|---|---|
| 1-lb. packages, 15 and 30-lb. cases | $0 26 |
| ½-lb. " " " " | 0 27 |
| ¼-lb. " " " " | 0 28 |
| ½ and 1-lb. pkgs., assorted, 15 and 30-lb. cases | 0 26½ |
| ¼ and ½-lb. pkgs. assorted, 15 and 30-lb. cases | 0 27½ |
| 5c. package, 4 doz. in case, per doz. | 0 45 |

UNEEDA.

| | |
|---|---|
| Imperial—Large size jars, per doz. | $ 3 25 |
| Medium size jars | 4 50 |
| Small size jars | 2 40 |
| Individual size jars | 1 00 |
| Imperial Holder—Large size | 18 00 |
| Medium size | 15 00 |
| Small size | 12 00 |
| Roquefort—Large size, per doz. | 2 40 |
| Small size | 1 40 |

# Edwardsburg Syrup

## EDWARDSBURG QUALITY.

20-lb. Tins, 3 in case, **$2.55**

10-lb. TINS, 6 in case, **$2.65**

5-lb. TINS, 12 in case, **$2.70**

2-lb. TINS, 24 in case, **$2.15.**

FREIGHT PAID ON 5-CASE LOTS.

**The best seller we have had ! ! !**

## EDWARDSBURG STARCH CO'Y, Limited

**Established 1858.**

53 Front St. East, TORONTO, ONT.

Works: CARDINAL, ONT.

164 St. James St., MONTREAL, QUE.


### COFFEE.

| JAMES TURNER & CO. | per lb. |
|---|---|
| Mecca | 0 32 |
| Damascus | 0 28 |
| Cairo | 0 20 |
| Sirdar | 0 17 |
| Old Dutch Rio | 0 12½ |

| E. D. MARCEAU, Montreal. | per lb. |
|---|---|
| "Old Crow" Java | 0 25 |
| " Mocha | 0 25 |
| "Condor" Java | 0 30 |
| " Mocha | 0 30 |
| 15-year-old Mandheling Java and hand-picked Mocha | 0 50 |
| 1-lb. Fancy tins choice pure coffee, 48 tins per case | 0 20 |
| Madam Huot's Coffee, 1-lb. tins | 0 31 |
| " " " 2-lb. tins | 0 30 |

100 lb. delivered in Ontario and Quebec.

### CONDENSED MILK.




| Borden's Condensed Milk Co. | |
|---|---|
| "Eagle" Brand | $1 65 |
| "Gold Seal" Brand | 1 30 |
| "Peerless" Brand Evaporated Cream | 1 20 |

### CLOTHES PINS.

UNITED FACTORIES LIMITED.

Clothes Pins (full count), 5 gross in case, per case ..... 0 57
4 doz. packages 12 to a case) ..... 0 72
6 doz. packages (12 to a case) ..... 0 92

### COUPON BOOKS—ALLISON'S

For sale in Canada by—The Eby, Blain Co., Limited, Toronto C. O. Beauchemin & Fils, Montreal

$1, $2, $3, $5, $10 and $20 books.

| | Unnumbered | Covers and Coupons numbered. |
|---|---|---|
| In lots of less than 100 books. 1 kind assorted | 4c. | 4½c. |
| 100 to 500 books | 3½c. | 4c. |
| 500 to 1,000 books | 3c. | 3¼c. |

Allison's Coupon Pass Book

| | |
|---|---|
| 1 00 to 3 00 books | 3 cents each |
| 5 00 books | 4 cents each |
| 10 00 books | 5½ cents each |
| 15 00 books | 6½ cents each |
| 20 00 books | 7½ cents each |
| 25 00 books | 8 cents each |
| 50 00 books | 12 cents each |

### EXTRACTS.

| HENRI JONAS & Co. | Per gross. |
|---|---|
| 8 oz. London Extracts | $6 00 |
| 2 oz. " " (no corkscrews) | 5 50 |
| 2 oz. " " | 9 00 |
| 2 oz. Spruce essence | 6 00 |
| 2 oz. " " | 9 00 |
| 2 oz. Anchor extracts | 12 00 |
| 4 oz. " " | 21 00 |
| 1 oz. " " | 36 00 |
| 1 lb. " " | 70 00 |
| 1 oz. Flat " | 9 00 |
| 2 oz. Flat bottle extracts | 18 00 |
| 2 oz. Square " | 21 00 |
| 4 oz. " " corked) | 36 00 |
| 8 oz. " " | 72 00 |

| | Per doz. |
|---|---|
| 8 oz. " glass stop extracts | 3 50 |
| 8 oz. " " " | 7 00 |
| 2½ oz. Round quintessence extracts | 2 00 |
| 4 oz. Jockey decanters " | 3 50 |

### FOOD.

| | Per doz. |
|---|---|
| Robinson's Patent Barley ½ lb tins | 1 25 |
| " " " 1 lb. tins | 2 25 |
| " " Groats, ½ lb. tins | 1 25 |
| " " " 1 lb. tins | 2 25 |

### GINGER ALE & SODA WATER

| | per doz. |
|---|---|
| Cantrell & Cochrane's Imported Ginger Ale and Club Soda Water | $1 40 |

### JAMS AND JELLIES.

SOUTHWELL'S GOODS. Frank Magor & Co., Agents.

| | per doz |
|---|---|
| Orange Marmalade | 1 50 |
| Clear Jelly Marmalade | 1 80 |
| Strawberry W. F. Jam | 2 00 |
| Raspberry " " | 2 00 |
| Apricot " " | 1 75 |
| Black Currant " | 1 85 |
| Other Jams, W. F. | 1 55 1 90 |
| Red Currant Jelly | 2 75 |

Pure Fruit Jams— T. UTTON & CO.

| | |
|---|---|
| 1-lb. glass jars 2 doz. in case, per doz | 0 95 |
| 2½-lb. tin pail, 2 doz. in crate, per lb. | 0 06½ |
| 5 and 7-lb. tin pails, 8 and 9 pails to crate ..... per lb. | 0 06 |
| 7, 14 and 30-lb. wood pails, " | 0 06 |

Pure Fruit Jellies—

| | |
|---|---|
| 1-lb. glass jars, 2 doz. in case, per doz | $0 95 |
| 7, 14 and 30-lb. wood pails, per lb | 0 06 |

Home Made Jams—

| | |
|---|---|
| 1-lb. glass jars (16-oz. gem.) 1-doz. in case, per doz | 1 50 |
| 5 and 7-lb. tin pails, per lb | 0 09 |
| 7, 14 and 30-lb. wood pails, per lb. | 0 09 |

### LICORICE.

YOUNG & SMYLIE'S LIST.

| | |
|---|---|
| 5-lb. boxes, wood or paper, per lb | $0 40 |
| Fancy boxes (36 or 50 sticks) per box | 1 25 |
| "Ringed" 5 lb. boxes, per lb | 0 40 |
| "Acme" Pellets, 5 lb. cans, per can | 2 00 |
| "Acme" Pellets, fancy boxes 40) per box | 1 50 |
| Tar, Licorice and Tolu Wafers, 5 lb. cans, per can | 2 00 |
| Licorice Lozenges, 5 lb. glass jars | 1 75 |
| " " 20 5 lb. cans | 1 50 |
| "Purity" Licorice 10 sticks | 1 45 |
| " " 100 sticks | 0 73 |
| Dulce large cent sticks, 100 in box. | |

### LIQUORS.

COGNAC IN CASES. Ph. Richard.

| | |
|---|---|
| S.O. Quarts, 12's | $22 50 |
| F.C. " " | 15 00 |
| F.C. 1-15 bottles, 180's | 12 00 |
| V.S.O.P. " | 12 00 |
| V.S.O.P. pints, 24's | 13 00 |
| V.S.O.P. ½-pints, 48's | 14 00 |
| V.S.O.P. 1-15 bottles, 180's | 20 00 |
| V.S.O. quarts, 12's | 10 00 |
| V.S.O. 1-15 bottles, 180's | 18 00 |
| V.O. quarts, 12's | 8 50 |
| V.O. pints, 24's | 9 50 |
| V.O. ½-pints, 48's | 10 50 |
| V.O. 1-15 bottles, 180's | 14 00 |
| V.O. decanters, 12's | 10 50 |
| V.O. " pints, 20's | 13 00 |
| V.O. flasks, Imp. pints, with thumblers | 9 75 |
| V.O. " Reputed " " 24's | 10 50 |
| V.O. " " no " 24's | 9 50 |

Chas. Couturier.

| | |
|---|---|
| Quarts, 12's | 7 00 |
| ½ bottles, 24's | 8 00 |
| ¼ " 48's | 9 00 |
| 1-15 bottles, 180's | 13 50 |
| Flasks, 24's | 8 00 |
| ½ Flasks, 48's | 9 00 |
| Flasks Imperial pints, Copsule, 16's | 8 00 |

F. Marion & Cie.

| | |
|---|---|
| Quarts, 12's | 6 00 |
| ½ bottles, 24's | 7 00 |
| ¼ " 48's | 8 00 |
| Flasks, reputed 24's | 7 00 |
| Flasks, ½-pints, 48's | 8 00 |
| 1-15 bottles, 180's | 12 50 |
| Flasks, Imp. pints with thumblers, 16's. | 8 00 |

Cognac In Wood. Ph. Richard.

| | Gals. | Oct's. | Oct's. | Bbls. | Hhds |
|---|---|---|---|---|---|
| Couturier | $4 00 | $3 95 | $3 85 | $3 80 | .... |
| Marion | 3 75 | 3 60 | 3 50 | 3 40 | .... |
| Ph Richard V.S.O.P | 5 50 | 5 35 | 5 25 | 5 00 | .... |
| Richard V.O. proof. | 4 25 | 10 | 4 00 | 3 90 | 3 |
| Richard 5 up. proof V. O. | 4 00 | 3 80 | 3 70 | 3 50 | 3 40 |
| Richard Fine champagne | 6 00 | 5 90 | .... | .... | .... |

Gin—Pollen & Zoon, in Cases.

| | |
|---|---|
| Red, 15's | $10 00 |
| Green, 12's | 5 00 |
| Poney, 12's | 2 50 |

Gin Pollen & Zoon, in Wood.

| | Gals. | Oct's. | Oct's. | Bbls. | Hhds. |
|---|---|---|---|---|---|
| Gin, P. & Z. | $3 15 | $3 05 | $3 05 | $3 00 | $2 95 |

Mitchell Bros. Limited - Scotch.

| | 1 case. | 5 cases. |
|---|---|---|
| Heather Dew, ordinary qts. 12's | $ 7 00 | $ 6 75 |
| Heather Dew, stone jars, Imperial, 12's | 12 50 | 12 25 |
| Heather Dew, oval flasks, quart, 12's | 11 25 | 11 00 |
| Special Reserve, oval, pts. 24s. | 11 75 | 11 50 |
| " " ordinary qts., 12's | 9 00 | 8 75 |
| Special Reserve, ½ bottles, pints, 24s | 10 00 | 9 75 |
| Extra Special Liqueur, flagon, 12's | 9 50 | 9 25 |
| Extra Special Liqueur, ordinary bottles, 12's | 9 50 | 9 25 |
| Heather Dew, flasks, 48's | 12 00 | 11 75 |
| " " ½ flasks, 60's | 9 00 | 8 75 |
| Mullmore, Imperial oval quart flasks, 12's | 10 00 | 9 75 |
| Mullmore, flasks, Imperial pints, 24's | 10 50 | 10 25 |
| Mullmore, flasks, ordinary pints, 24's | 7 75 | 7 50 |
| Mullmore, ½ flasks, ordinary, 48's | 9 00 | 8 75 |
| Mullmore, ordinary quarts, 12's | 6 50 | 6 25 |
| Mullmore ordinary pints 24's | 7 50 | 7 25 |

Scotch Whiskey in Wood.

| | Gals. | ½ Oct's. 9 gals. | Oct's. 17 gals. | Bbls. 40 gals. |
|---|---|---|---|---|
| Special Reserve | $4 50 | $4 25 | $4 15 | $3 90 |
| Heather Dew "A" | 4 00 | 3 85 | 5 | 3 65 |

| | | | | |
|---|---|---|---|---|
| Extra Special Liqueur | 5 00 | 4 90 | 4 80 | 4 75 |
| Old Scotch | 3 75 | 3 70 | 3 65 | 3 50 |

Whiskey in Cases.
Mitchell Bros., Limited—Irish.

| | |
|---|---|
| Cruiskeen Lawn, stone jar, 12's | $12 50 |
| Old Irish, flasks, Imp. quarts, 12's | 11 25 |
| " Special, quarts, 12's | 9 00 |
| " " Imp. pints, 24's | 11 75 |
| " round bottl s, quarts, 12's | 6 50 |
| " round ½-bottles, pints, 24's | 8 00 |
| " 10-o . flasks, 48's | 12 00 |
| " 5-oz. flasks, 60's | 9 00 |

Irish Whiskey in Wood.

| | Gal. | ½-Oct. | Oct. | Bbl. |
|---|---|---|---|---|
| Mitchell, "Special Old" | $4 50 | $4 40 | $4 25 | $4 10 |
| Mitchell, "Old" | 4 00 | 3 90 | 3 75 | 3 65 |
| " "B" | 3 50 | 3 40 | 3 30 | 3 25 |
| " "C" | 3 00 | 2 | 2 80 | 2 75 |

Champagne Wine in Cases.

| | |
|---|---|
| Duc de Pierland, quarts, 12's | $14 00 |
| " " pints, 24's | 15 00 |
| Cardinal, quarts, 12's | 12 50 |
| " pints, 24's | 13 50 |
| Vve. Amiot Carte d'Or, quarts, 12's | 16 00 |
| " " " pints, 24's | 17 00 |
| " " d'Argent, quarts, 12's | 10 50 |
| " " " pints, 24's | 11 50 |

Blandy Bros Wine.
Blandy's Madeira Wine, in cases.

| | |
|---|---|
| Very Superior, quarts, 12's | 8 50 |
| Special Selected, quarts, 12's | 10 00 |
| London Particular, quarts, 12's | 13 00 |

Blandy's Malaga, in cases.

| | |
|---|---|
| Pale Sweet Blue Label, quarts, 12's | 7 50 |
| " White Label, quarts, 12's | 10 00 |

Blandy's Sherry, in cases.

| | |
|---|---|
| Manzanilla, quarts, 12's | 8 50 |
| Morosa, quarts, 12's | 11 00 |

Blandy's Port Wine, in cases.

| | |
|---|---|
| Good Fruity, quarts, 12's | 7 50 |
| Invalid Special, quarts, 12's | 12 00 |

Blandy Bros'. Wine in Wood.

| | Gal. | Octave. |
|---|---|---|
| Madere, No. ½ | $3 50 | $3 00 |
| " No. ¾ | 4 50 | 4 00 |
| Malaga Pale Sweet | 3 00 | 2 75 |

Canadian Whiskies.

| | In barrels. per gal. |
|---|---|
| Gooderham & Worts, 65 O.P. | $ 4 50 |
| Hiram Walker & Sons " | 4 50 |
| J. P. Wiser & Son " | 4 49 |
| J. E. Seagram " | 4 49 |
| H. Corby " | 4 49 |
| Gooderham & Worts, 50 O.P. | 4 10 |
| Hiram Walker & Sons " | 4 10 |
| J. P. Wiser & Son " | 4 09 |
| J. E. Seagram " | 4 09 |
| H. Corby " | 4 09 |
| Rye, Gooderham & Worts | 2 20 |
| " Hiram Walker & Sons | 2 20 |
| " J. P. Wiser & Son | 2 19 |
| " J. E. Seagram | 2 19 |
| " H. Corby | 2 19 |
| Imperial, Walker & Sons | 2 90 |
| Canadian Club, Walker & Sons | 3 60 |

Less than one bbl. per gallon.

| | |
|---|---|
| 65 O. P. | $4 55 |
| 50 O. P | 4 15 |
| Rye | 2 25 |

## LYE (CONCENTRATED).

GILLETT'S PERFUMED.

| | Per case. |
|---|---|
| 1 case of 4 doz | $ 3 60 |
| 3 cases " | 3 50 |
| 5 " | 3 40 |

## MINCE MEAT.

| | |
|---|---|
| Wethey's Condensed, per gross net | $12 00 |
| " per case of doz. net | 3 00 |

## MUSTARD.

COLMAN'S OR KEEN'S.

| | |
|---|---|
| D. S. F., ¼ lb. tins, per doz. | $1 40 |
| " ½ lb. tins, " | 2 50 |
| " 1 lb. tins, " | 5 00 |
| Durham 4 lb. jar, per jar | 0 75 |
| " 1 lb. " " | 0 25 |
| F. D., ½ lb. tins, per doz. | 0 85 |
| " ½ lb. tins | 1 45 |

HENRI JONAS & Co.

| | Per gross |
|---|---|
| Pony size | $7 50 |
| Imperial, medium | 9 00 |
| Imperial, large | 12 00 |
| Tumblers | 12 00 |

| | Per gross |
|---|---|
| Mugs | 13 20 |
| Pint jars | 18 00 |
| Quart jars | 4 00 |

E. D. MARCEAU, Montreal.

| | | |
|---|---|---|
| "Condor," 12-lb. boxes— | | |
| ¼-lb. tins | per lb. | 0 35 |
| ½-lb. tins | " | 0 33 |
| 1-lb. tins | " | 0 32½ |
| 4-lb. jars | per jar | 1 20 |
| 1-lb. jars | " | 0 35 |
| "Old Crow," 12-lb. boxes— | | |
| ¼-lb. tins | per lb. | 0 25 |
| ½-lb. tins | " | 0 23 |
| 1-lb. tins | " | 0 22½ |
| 4-lb. jars | per jar | 0 70 |
| 1-lb. jars | " | 0 25 |

## OLIVE OIL

| | per case |
|---|---|
| Barton & Guestier's quarts | $8 00 |
| " " pints | 9 00 |

## ORANGE MARMALADE.

T. UPTON & CO.

| | |
|---|---|
| 1-lb. glass jars. 2 doz. case, per doz | 0 95 |
| Home made, in 1-lb. glass jars " | 1 50 |
| In 5 and 7-lb. tins and 7-lb. pails, per lb | 0 06 |

## PICKLES.

STEPHENS'.

A. P. Tippet & Co., Agents.

| | |
|---|---|
| Patent stoppers (pints) per doz. | 2 30 |
| Corked (pints), " | 1 90 |

## SODA.—COW BRAND.




Case of 1 lbs. containing 60 pkgs. per box, $3.00
Case of ½ lbs. (containing 120 pkgs. per box, $3.00.
Case of lbs. and ½ lbs. (containing 30 1 lbs. and 60 ½ lb. packages) per box, $3.00.
Case of 5c. pkgs (containing 96 pkgs) per box, $3.00.




EMPIRE BRAND.

Brunner, Mond & Co.

Case 120 ½-lb. pkts. (60 lb.) per case $2 70.

Case 96 10-oz. pkts. (60 lb.) per case $2.80.

"MAGIO" BRAND.

| | | per case |
|---|---|---|
| No. 1, cases, 60 1-lb. packages | | 2 75 |
| " 2, " 120 ½-lb. packages | | 2 75 |
| " 3, " | (30 1-lb. packages (60 ½-lb. packages | 2 75 |

## SOAP




A. P. TIPPET & CO., AGENTS

Maypole Soap, colors per grs., $10.80, black
Maypole Soap, per grs., $15.30, per gross, Oriole Soap, per gross, $10.20.

Gloriola Soap, per gross $12 00
Straw Hat Polish, per gross 10 20

## STARCH.

EDWARDSBURG STARCH CO., LTD.

| | per lb. |
|---|---|
| Laundry Starches— | |
| No. 1 White or Blue, 4-lb carton | 0 06½ |
| No. 1 " 3-lb. " | 0 06½ |
| Canada Laundry | 0 05½ |
| Silver Gloss, 6-lb. draw-lid boxes | 0 08 |
| Silver Gloss, 6-lb. tin canisters | 0 08 |
| Edwards'g Silver Gloss, 1-lb. pkg. | 0 08 |
| Kegs Silver Gloss, large crystal | 0 07 |
| Benson's Satin, 1-lb. cartons | 0 08½ |
| No. 1 White, bbls. and kegs | 0 05¾ |
| Benson's Enamel, per box, $1 50 to | 3 00 |
| Culinary Starch— | |
| Benson & Co.'s Prep. Corn | 0 07¼ |
| Canada Pure Corn | 0 05¾ |
| Rice Starch— | |
| Edwardsburg No. 1 white, 1-lb. car | 0 10 |
| Edwardsburg No. 1 White or Blue, 4-lb. lumps | 0 08½ |

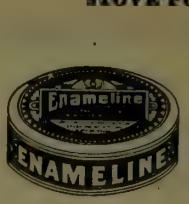
BEE STARCH.

| | |
|---|---|
| Cases, 64 pkgs. 48's | $5.00 |
| ⅛ Cases, 32 pkgs. 24's | 2.50 |
| Packages 10c. each. | |

BRANTFORD STARCH WORKS, LIMITED.
Ontario and Quebec.

| | |
|---|---|
| Laundry Starches— | |
| Canada Laundry, boxes of 40 1 lbs. | $0 05½ |
| Acme Gloss Starch— | |
| 1-lb. cartons, boxes of 40 lbs. | 0 06 |
| Finest Quality White Laundry— | |
| 3-lb. Canisters, cases of 48 lbs. | 0 06½ |
| 4-lb. " " " | 0 06½ |
| Barrels, 200 lbs. | 0 05¾ |
| Kegs, 100 lbs. | 0 05¾ |
| Lily White Gloss— | |
| 1-lb. fancy cartons cases 30 lbs. | 0 08 |
| 6-lb. toy trunks, 8 in case | 0 08 |
| 6-lb. enameled tin canisters, 8 in case | 0 08 |
| Kegs, ex. crystals, 100 lbs | 0 07 |
| Brantford Gloss— | |
| 1-lb. fancy boxes, cases 36 lbs. | 0 08½ |
| Canadian Electric Starch— | |
| Boxes of 40 fancy pkgs, per case | 3 00 |
| Celluloid Starch— | |
| Boxes of 45 cartons, per case | 3 10 |
| Culinary Starches— | |
| Challenge Prepared Corn— | |
| 1-lb. packages, boxes 40 lbs. | 0 05¾ |
| No. 1 Brantford Prepared Corn— | |
| 1-lb. packages, boxes 40 lbs. | 0 07¼ |
| Crystal Maize Corn Starch— | |
| 1-lb. packages, boxes 40 lbs. | 0 07¼ |

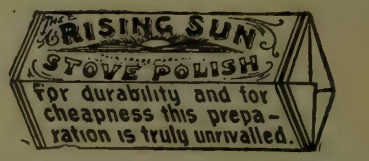
## STOVE POLISH.







No. 4—3 dozen in case, per gross 4 80
" 6—3 dozen in case, " " 8 40




| | Per gross |
|---|---|
| Rising Sun 6-oz. cakes, ⅓-gross bxs | 8 50 |
| Rising Sun, 3-oz. cakes, gross boxes | 4 50 |
| Sun Paste 10c. size, ⅓ gross boxes | 10 00 |
| Sun Paste, 5c. size, ¼ gross boxes | 5 00 |

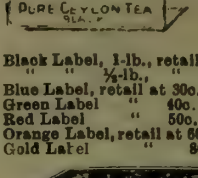



## TEAS.



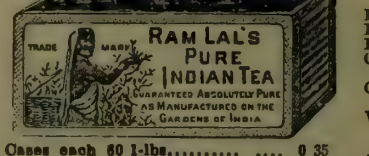

SALADA CEYLON.

| | Wholesale | Retail |
|---|---|---|
| Brown Label, 1's | 0 20 | 0 25 |
| " " ½'s | 0 21 | 0 26 |
| Green Label, 1 and ½'s | 0 22 | 0 30 |
| Blue Label, 1s, ½s, ¼s and ⅛s | 0 30 | 0 40 |
| Red Label, 1s and ½s | 0 36 | 0 50 |
| Gold Label, ½s | 0 44 | 0 60 |




Ceylon Tea, in 1 and ⅛ lb. lead packages black or mixed.

| | |
|---|---|
| Black Label, 1-lb., retail at 25c | 0 19 |
| " " ½-lb., " " " | 0 20 |
| Blue Label, retail at 30c | 0 22 |
| Green Label " 40c | 0 28 |
| Red Label " 50c | 0 35 |
| Orange Label, retail at 60c | 0 42 |
| Gold Label " 80c | 0 55 |




| | | |
|---|---|---|
| Cases each | 60 1-lbs. | 0 35 |
| " " | 60 ½-lbs. | 0 35 |
| " " | 30 1-lbs. | |
| " " | 120 ¼-lbs | 0 36 |




LUDELLA CEYLON, 1's AND ½'s PKGS.

| | | |
|---|---|---|
| Blue Label, s | 0 18½ | 0 25 |
| Blue Label, ½'s | 0 19 | 0 25 |
| Orange Label, 1's and ½'s | 0 21 | 0 30 |
| Brown Label, 1's and ½'s | 0 28 | 0 40 |
| Brown Label, ¼'s | 0 30 | 0 40 |
| Green Label, 1's and ½'s | 0 35 | 0 50 |
| Red Label, ½'s | 0 40 | 0 60 |

TETLEY'S INDIAN AND CEYLON TEAS.
"Elephant" Brand.

| Blacks— | Wholesale | Retail |
|---|---|---|
| Tetley's Extra Quality | 0 65 | 1 00 |
| " No. 1 " | 0 50 | 0 70 |
| " Special " | 0 42 | 0 60 |
| " No. 2 " | 0 35 | 0 50 |
| " No. 3 " | 0 30 | 0 40 |
| " 30c. " | 0 22 | 0 30 |
| " No. 4 " | 0 20 | 0 25 |

These teas are packed in cases containing either 60 1-lb. packets, or 120 ½-lb. packets, or assorted. No 3 is also packed in cases containing 240 ¼-lb. packets.

| Ceylon Greens— | Wholesale | Retail |
|---|---|---|
| No. 1 | 0 35 | 0 50 |
| No. 2 | 0 30 | 0 40 |
| No. 3 | 0 20 | 0 25 |

Packed same as blacks.

CROWN BRAND

| | Wholesale | Retail. |
|---|---|---|
| Red Label, 1-lb. and ½'s | 0 35 | 0 50 |
| Blue Label, 1-lb. and ½'s | 0 28 | 0 40 |
| Green Label, 1-lb. | 0 19 | 0 25 |
| Green Label, ½'s | 0 20 | 0 25 |
| Japan, 1s | 0 19 | 0 25 |

E. D. MARCEAU, Montreal.

| | |
|---|---|
| Japan Teas— | |
| "Condor" I 40-lb. boxes | 0 40 |
| EMD AAA 40-lb. boxes | 0 37½ |
| "Condor" II 40-lb boxes | 0 36 |
| " II 80-lb. " | 0 35 |
| " III 80-lb. " | 0 32½ |
| " IV 80-lb. " | 0 30 |
| " X 80- b. " | 0 30 |
| " V 80-lb. " | 0 2½ |
| " XXXX 80-lb. boxes | 0 25 |
| " XXXX 30-lb. " | 0 26 |
| " XXX 80-lb. " | 0 22¼ |
| " XXX 30-lb. " | 0 23½ |
| " XX 85-lb. " | 0 20 |
| " LX lead packets | |
| " Assorted cases (1 and ½ lb.) to retail at 40c. | 0 28½ |
| " L lead packets | |
| " Assorted cases (1 and ½ lb.) to retail at 25c. | 0 19½ |
| Black Teas—"Nectar," in lead packets— | |
| Green label retails 0 26 at | 0 20 |
| Chocolate label " 0 35 " | 0 25 |
| Blue label " 0 50 " | 0 36 |
| Maroon label " 0 60 " | 0 45 |
| Fancy tins—Chocolate, 1-lb. | 0 32½ |
| " " —Blue, 1-lb. | 0 42½ |
| " " —Maroon, 1-lb. | 0 50 |
| " " —Maroon, 1-lb. | 1 50 |
| Black Teas—"Old Crow" Blend— | |
| Bronzed tins of 10, 25, 50 and 80 lb. | |
| No. 1 per lb. | 0 35 |
| No. 2 " | 0 30 |
| No. 3 " | 0 25 |
| No. 4 " | 0 20 |
| No 5 " | 0 17½ |

LIPTON'S TEA (in packages).

| | Price per lb |
|---|---|
| No. 1, cases 50 lb., (50 ½-lb. pkgs. | $0 35 |
| No. 1, cases 50 lb., (25 1-lb pkgs | 34 |
| No. 1, cases 50 lb., in 5-lb. tins | 35 |
| No. 2, cases 50 lb., (50 ½-lb. pkgs. | 29 |
| No. 2, cases 50 lb., (25 1-lb. pkgs. | 28 |
| No. 2, cases 50 b., in 5-lb. tins | 29 |
| No. 3, cases 50 lb., (50 ½-lb. pkgs. | 23 |
| No. 3, cases 50 lb., (25 1-lb. pkgs. | 22 |
| No. 3, cases 50 lb., in 5-lb. tins | 23 |
| Green Ceylon, No. 1, (50 ½-lb. pkgs | 35 |
| Green Ceylon, No. 1, (25 1-lb. pkgs | 34 |
| Green Ceylon, No. 2, (50 ½-lb. pkgs. | 29 |
| Green Ceylon, No. 2, (25 1-lb pkgs. | 28 |

## TOBACCO.

THE EMPIRE TOBACCO CO., LIMITED.

| | |
|---|---|
| Smoking—Empire, 3½s. 5s and 10s | 0 39 |
| Royal Oak, 2 x 3, Solace, 8s | 0 52 |
| Something Good, 7s | 0 48 |
| Chewing—Bobs, 5s and 10s | 0 36 |
| Currency, 13¾ oz. bars, spaced 5s | 0 39 |
| Currency, 6s and 10s | 0 39 |
| Old Fox, narrow 10s | 0 39 |
| Snowshoe, 1-lb. bars, spaced 6s | 0 43 |
| Pay Roll, 6s | 0 44 |

## VINEGARS.

E. D. MARCEAU, Montreal.

| | Per gal |
|---|---|
| EMD, pure distilled, highest quality | 0 30 |
| Condor, pure distilled | 0 25 |
| Old Crow | 0 20 |

Special prices to buyers of large quantities

MICHEL LEFEVRE.

| | |
|---|---|
| Bull Dog, quadruple strength, regist'd | 0 55 |
| Lion "L" brand, registered | 0 38 |
| Imperial, triple strength, registered | 0 33 |
| Cote D'Or, extra super, registered | 0 30 |
| " household vinegar, registered | 0 28 |
| Crystal Pickling, extra | 0 28 |
| " " ordinary | 0 23 |
| White Wine, XXX | 0 25 |
| " " XX | 0 20 |
| " " X | 0 17 |
| Cider, XXX | 0 27 |
| " XX | 0 22 |
| " X | 0 17 |
| Pure English Malt, triple strength | 0 45 |
| " " " double strength | 0 35 |
| " " " single strength | 0 25 |
| Distilled white malt vinegar | 0 50 |

JOHN HOPE & Co., MONTREAL.

| | |
|---|---|
| Sir Robert Burnett & Co.'s English Malt Vinegar | 0 60 |

## WOODENWARE

UNITED FACTORIES, LIMITED.

| | |
|---|---|
| Washboards, Leader Globe | 1 45 |
| " Improved Globe | 1 55 |
| " Standard Globe | 1 75 |
| " Solid Back Globe | 1 90 |
| " Jubilee (perforated) | 1 90 |
| " Crown | 1 30 |
| No. 1 2-hoop pails Per doz. | 1 55 |
| " 1 3 " " | 1 70 |
| " 0 Tubs | 8 50 |
| " 1 " | 7 00 |
| " 2 " | 6 00 |
| " 3 " | 5 25 |

## YEAST.

| | |
|---|---|
| Royal yeast, 3 doz. 5c pkgs. in case | 1 00 |
| Gillett's Cream yeast, 3 doz | 1 00 |
| Jersey Cream yeast cake, 3 doz. 5c | 1 00 |
| Victoria " " 3 doz. 5c | 1 00 |
| " " " 3 doz. 10c | 1 80 |

NIXEY'S REFINED BLACK LEAD

By Appointment to H.M. the KING of the British Empire.

Sole Manufacturer of "Cervus" Square and Bag and Pepperbox Blues, and "Silver Moonlight" Stove Polish.

W. G. NIXEY, 12 Soho Square, LONDON, ENG. Canadian Representative: MR. H. T. BAKER.

OUR TRADE MARK A

AUER LIGHT MANTLES
LONGEST LIFE & BRIGHTEST

OUR TRADE MARK A

## A Statement of Facts.




We make the strongest mantles.
Our mantles gives the most light.
We use the purest and most costly chemicals.
We anneal our mantles with pressure gas.
Our mantles won't shrink or fray out.
Our trade mark A is on the best mantles.




We make mantles with any private mark on them, your own name if you desire.

WE MAKE

| | |
|---|---|
| Coal Gas Mantles. | Coal Oil Mantles. |
| Oil Gas Mantles. | Gasolene Mantles. |
| High-Pressure Mantles. | Acetylene Mantles. |

In single, double or triple weave.

Lowest prices on Mantles, Shades, Chimneys and Sundries.

*Write us if you are interested.*

AUER LIGHT CO., - - MONTREAL.

# "Empire" Soda

BEST FOR BAKING.

Made in England by

BRUNNER, MOND & CO.

Used in Canada by

All Careful Housekeepers.

WHY ISN'T IT IN YOUR STOCK?

WINN & HOLLAND,

SOLE AGENTS FOR CANADA,

MONTREAL.

The American Coffee Co.

IMPORTERS AND JOBBERS, TORONTO.

Special Blends:

"GOLDEN EAGLE," "MANHATTAN," "MONTERY."

Correspondence Solicited.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

# BASKETS

We make them in all shapes and sizes. We have

*Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,*

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.

Oakville, Ont.

# BUSINESS NEWS

of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

Write us, giving us particulars of what you want and where you want it from, and we will quote you prices by return.

"Clippings from any Canadian paper on any subject."

CANADIAN PRESS CLIPPING BUREAU,

232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.

10 Front St. E., Toronto. Telephone Main 2701.

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S

COOK'S FRIEND

BAKING POWDER.

The Best Grocers make a point of Keeping it always in Stock.




**Don't use this kind of a light**

but write us for prices on any kind of Lamps or fittings.

We manufacture lamps and can suit you.

**LAMP CHIMNEYS**

WITH THESE LABELS

**ARE THE BEST.**

For Lime Flint. For Lead Flint.

# GOWANS, KENT & CO.

Wholesale

**Crockery and Glassware**

**China and Lamp Goods**

TORONTO and WINNIPEG.

# DELICIOUS PIES



Everybody who has tried it declares our Mince Meat to be the best they ever put into a pie. It ought to be, we're very careful in preparing it. Only the choicest and finest meats and fruits are employed and spiced so that

# Wethey's Mince Meat

is the most delectable ever placed before an epicure. If your customer likes good eating, you can't go wrong in recommending our brand. . . .

Convenient. Absolutely clean. Put up in attractive "brick" package. (4)

Prepared only by

**J. H. Wethey, Limited, St. Catharines, Ont.**

# Crosse & Blackwell's Candied Peels.

# Crosse & Blackwell's Candied Ginger.

# Crosse & Blackwell's Plum Puddings.

## C. E. COLSON & SON, MONTREAL.

CHAS. F. CLARK, President. JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

# BRADSTREET'S

**Capital and Surplus, $1,500,000.** **Offices Throughout the Civilized World.**

**Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.**

**THE BRADSTREET COMPANY** gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants by the merchants, for the merchants. In procuring, verifying and promulgating information, no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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**—OFFICES IN CANADA—**

| | | | |
|---|---|---|---|
| HALIFAX, N.S. | HAMILTON, ONT. | LONDON, ONT. | MONTREAL, QUE. |
| OTTAWA, ONT. | QUEBEC, QUE. | ST. JOHN, N.B. | TORONTO, ONT. |
| VANCOUVER, B.C. | | WINNIPEG, MAN. | |

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

# OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters.

**JOHN OAKEY & SONS, LIMITED**

MANUFACTURERS OF

**Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.**

**Wellington Mills, London, England.**

Agent:

**JOHN FORMAN, 644 Craig Street**

MONTREAL

VOL. XVI MONTREAL AND TORONTO, DECEMBER 19, 1902 NO. 51

PUBLISHED EVERY FRIDAY

THE CANADIAN GROCER AND GENERAL STOREKEEPER

CIRCULATES IN EVERY PROVINCE

SELL ONLY THE BEST!

In Competition with the World we have received the

Highest Awards Made . . .

These substantiate our claim that : : : : :

Colman's Mustard

IS THE BEST IN THE WORLD

PLUM PUDDING TIME

is here, and here to stay as long as you have the right plum pudding. Don't go groping about in the darkness of doubtful makes. Take hold of our

Plum Pudding in Key Tins

1 and 2-lb. Packages



You'll find them as good as our biscuits and just as popular—that's saying a good deal.

DROP US A LINE FOR A TRIAL DOZEN.

Christie, Brown & Co., Limited, TORONTO and MONTREAL.

If your customers desire a really fine, pure Table Salt; give them

# Rice's Pure SALT.

It gives Universal Satisfaction.

R. & J. RANSFORD,

Established 1886 Clinton, Ont.




# LICORICE . . .

We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, plain and corrugated; Acme Licorice Pellets; Y. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLIABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and Golf-Sticks, 100 to box; Blow Pipes, 200 and 300 to box; Manhattan Wafers, 2¾-lb. boxes Curved Stem Pipes, 200 to box. Write for illustrated catalogue.

YOUNG & SMYLIE

Established 1845. BROOKLYN, N.Y.

The best grocers keep the best Imported Biscuits.

Try an assorted case of

# CARR'S




They will bring you additional trade, and mark you as

*One of the live grocers of Canada.*

FRANK MAGOR & CO.,

Agents for the Dominion. 16 St. John St., MONTREAL

C. E. JARVIS & CO, Vancouver, Agents for B.C.

IT IS NOT TOO EARLY TO BEGIN YOUR INQUIRIES ABOUT THAT TRIP YOU ARE GOING TO TAKE TO THE

# British West Indies

this winter. We have just issued a booklet telling what some people saw and did on the same voyage last winter, and if you write us we will send you one.

THERE IS NO MORE DELIGHTFUL WAY OF SPENDING SIX OR SEVEN WEEKS THAN ON SUCH A TRIP AS THIS. THE WHOLE COST FROM HALIFAX AND RETURN IS $130.00.

Pickford & Black - Halifax.

# Griffin & Skelley's Dried Fruits.

This is the one famous brand of California Fruits that never varies in its one standard of quality—***the highest.*** Seeded Raisins, Prunes, Dried Apricots and Evaporated Fruits of all kinds. Sell the "Griffin" Brand and you sell the best. Sell it and you'll hold your trade. Sell it and you'll gain new trade—***you'll gain it and you'll keep it.***

## Prunes.

**"Griffin" Brand.**

Large, black, meaty Prunes with small stones and fine flavor. Cured and packed with the greatest care. Packed in the vineyards where they grow. "Fine goods"—fine because of the great regularity with which they maintain their high reputation. Not packed in bulk and then re-packed, but sent right through in the original package.

**"Easter" Brand.**

## Seeded Raisins.

Clean and perfectly cured. Sound fruit always. You should place your orders ***now*** for prompt delivery. Ask your wholesaler. Insist on having the "Griffin" Brand. ***They satisfy!***

*Sold by Leading Wholesalers.*

ARTHUR P. TIPPET & CO., AGENTS,

8 Place Royale, Montreal.

High-Grade

**Wrapping Papers**

are always the cheapest, because there is less waste. Our Brown and Manilla Papers are good, because they are strong and durable.

Full Count. Full Weight.

**CANADA PAPER CO., Limited**

TORONTO and MONTREAL.




**Downweight is a Thief**

**Stealing Your Profits Every Time You Use Your Scales. . . .**

The Toledo Springless, Automatic, Computing Scale, **"The Scale with Brains,"** is the only scale in the world that positively stops the giving of **DOWNWEIGHT.** It is the only Automatic Computing Scale in the world without springs. No hand operation in weighing; no prices to set; no levers to move; no weights to lift; no poises to shift; you simply place the article to be weighed on the scale, and the scale instantly and automatically shows in plain figures:

1. The weight of the article in pounds and ounces.
2. The price per pound.
3. The total value of the article in dollar and cents.

It is a mechanical wonder, marvelous in its Simplicity, Sensitiveness, Accuracy and Rapidity of Operation. Made in many styles and sizes for all kinds of stores. Write to-day for illustrated catalogue.

**Toledo Computing Scale Co.**

**DEAN & McLEOD,**
Canadian Agents, HAMILTON, ONT.

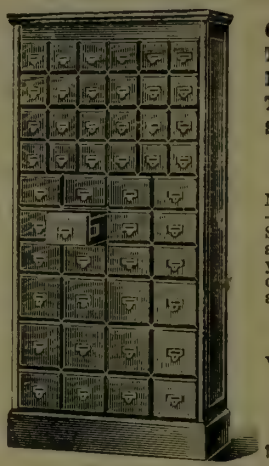
MOTT'S DIAMOND CHOCOLATE
JOHN P. MOTT & CO
HALIFAX, N.S.
ESTABLISHED 1844
IS THE BEST.

**For Sale Everywhere.**

—:o:—

ASK FOR

**MOTT'S.**



Bennett's Grocery Cabinet.

**OUR GOODS SELL THEMSELVES BECAUSE THEY GIVE SATISFACTION.**

"Pincher Creek, N.W.T., August 25th. —Please forward one Spice Cabinet, same as the one got from you recently, the first one has proved such an accommodation. "SCHOFIELD & Co."

WRITE NOW for Price List.

**J. S. BENNETT,**
Patentee and Mnfr.,
15 Marion St., Toronto.

**REFRIGERATORS.**



This cut represents No. 13.

Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches.

Write for our catalogue, guarantee test and testimonials which are free.

**Eureka Refrigerator Co.,**
Wilbert Hooey, Manager.
54 Noble St., TORONTO.
Phone Park 513.

# Salmon . . .

**RED SOCKEYES**
"Nimpkish"
"Griffin"
"Sunset"
"Lowe Inlet."

**COHOES**
"Eagle"
"Golden Net"
"Harlock"
"Empress."

We have yet on hand a few brands of Salmon—some of which are given herewith. A full list of our brands will shortly be published.

We are **Packers of Canned Salmon** and dealers in all classes of

**FROZEN, SALTED and PICKLED FISH.**

**The British Columbia Packers' Association**

Cold Storage Plants in New Westminster, B.C.

**VANCOUVER, B.C.**

The
Dominion Canister Company
Limited

MANUFACTURERS OF

The "Perfection" Canister

SOME OF ITS ADVANTAGES:

1. It has the new friction or "penny" top and the cap can be made in sizes to suit customers.
2. If you use it, you do not give "down" weight.
3. Your advert sement on a neat label on every package you sell.
4. It's neat; it's attractive; it's cheap; it's best.

WRITE FOR SAMPLES. GET PRICES.

The Dominion Canister Company, Limited

DUNDAS, ONTARIO, CANADA.

MINCE MEAT

THAT IS RELIABLE.

A Grocer should only sell reliable goods. Our Mince Meat is made from fresh meats and fruits and is the most wholesome article on the market. Now is the time to sell it.

Put up in convenient sized fibre and wooden pails.

T. A. LYTLE & CO.

124-128 Richmond St., West, TORONTO.

THE POPULARITY OF

JAPAN TEA

is in a large measure attributable to its *strength and delicacy of flavor.*

It comes from a country where modern ideas prevail—where the soil is most adaptable to the growing of such healthy, strengthening tea.

Japan Tea is a Winner.

# Last Call for Christmas Goods

Below we give a list of our Crystallized Goods remaining, and those who have not yet ordered can do so at once:

| | | | |
|---|---|---|---|
| 1 | box Pineapple Glace. | 7 | boxes Assorted Fruits. |
| 8 | boxes Apricots. | 4 | " Brochettes. |
| 2 | " Limes. | 25 | " Angelique. |
| 3 | " Yellow Plums. | 36 | " Candied Cherries. |
| 5 | " White Pears. | 76 | " Glace Cherries. |
| 3 | " Pink Pears. | 25 | " Small Acid Cherries. |
| 4 | " Green Gages. | 8 | doz. Fancy Cartons, 1-lb each. |

## COMPLIMENTS OF THE SEASON!

Our new and old customers kindly receive our compliments for the favors you have shown us during the year 1902.

## Henri Jonas & Co.

389-391 St. Paul St. - Montreal.

# STANDARD GRANULATED SUGAR.

A truly Canadian Product.
Made in a Canadian Factory.
Made from Canadian Sugar Beets.
Grown by Canadian Farmers.
Produced by Canadian Labor.



New 700-ton Beet Sugar Factory of the

## WALLACEBURG SUGAR CO., LIMITED

at WALLACEBURG, ONT.

**Substantially built and equipped with the most modern and improved machinery in the world at a cost of over $600,000.**

THE MERITS AND SUPERIORITY OF

# CEYLON TEA

## BLACK AND GREEN

are the principal factors that have led to the growing desirability among the public for this **healthy, pure, clean, delicious** tea. Facts and figures prove that it is the leading and best-selling tea of to-day. Its high-quality will always retain the position of LEADER it now holds.




# IMPERIAL MAPLE SYRUP

The Standard from Ocean to Ocean.

**Merit Acknowledged**
**Superiority Admitted.**

## YOUR MONEY BACK

IF NOT SATISFACTORY.

ROSE & LAFLAMME, Agents
**Montreal.**

---

YOU WILL FIND IT

IN THE LAUNDRY EVERYWHERE.

# Ivory Gloss Starch

is the POPULAR BRAND because we have made it our primary aim to PLEASE THE CUSTOMER. You can recommend it with perfect safety and it will prove a money-maker.

Brands also manufactured for kitchen purposes.

**THE ST. LAWRENCE STARCH CO.,**
LIMITED
**PORT CREDIT, ONT.**

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# THE AUER GAS LAMP



**"Turns night-time into day-time"**

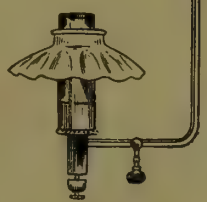
NEW MODELS. LOWER PRICES.

**We offer you** the best made lamp on the market, built scientifically.

**We offer you** a lamp that will light your store for half the cost of kerosene.

**We offer you** a lamp that is safer than a coal oil one.

**We offer you** a lamp which you can sell at a good profit.



No. 25
100 Candle Power.

**Do you want the Agency for it?**

**THEN WRITE FOR OUR CATALOGUE AND DISCOUNTS.**

EVERY LAMP GUARANTEED.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

---

# SYRUP

We are now putting on the market a very fine Cane Sugar Syrup, which is one of the best things offered to the trade for some while.

***If interested send for Samples and Prices. Wholesale only.***

...THE...

## Dominion Molasses Co.,

Limited

Halifax - Nova Scotia.

**IN STORE Comadre Figs, In TAPNETS**

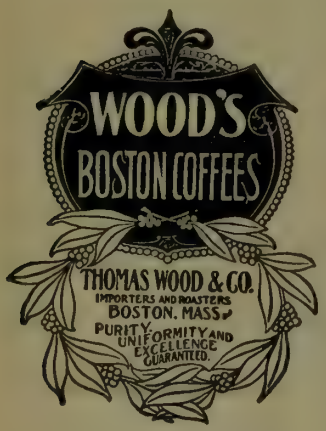


**Choice Eleme Figs,** 2 to 2¾ inches. 10, 20 and 24-lb. boxes.

***ARRIVING :*** Another carload of those choice SANTA CLARA PRUNES, in 50-lb. boxes, at 3¾c. A rare chance. Price subject to advance at any moment.

**W. H. GILLARD & CO.,** Wholesale Grocers, **HAMILTON.**

---




## AT A STANDSTILL

This cannot be—you are moving either forward or backward.

# WOOD'S COFFEES

Will give you a great impetus

**FORWARD**

if you join issues with us for the Winter trade.

**THOMAS WOOD & CO., 428 St. Paul St., Montreal**

---

TRADE MARK — GROCERS' WHOLESALE CO., LIMITED — UNITY AND QUALITY — HAMILTON. — REGISTERED

# TEA

TRADE MARK — GROCERS' WHOLESALE CO., LIMITED — UNITY AND QUALITY — HAMILTON. — REGISTERED

We offer the following, which are not only suitable for every-day use, but admirably adapted to bestow on a friend as a Christmas or New Year's Gift : Choicest Golden Tip Assam in chests, Ceylons in chests and half-chests, British India, including Darjeelings, in chests, Oolong and Scented Orange Pekoes in cads, China Young Hyson in half-chests, Japans in half-chests, and Ceylon Green Teas in chests.

The good housekeeper knows that the best goods are not only most satisfactory, but most economical, and the merchant or his assistant who urges upon the housekeeper a tea at 25c. per lb. when she is looking for and prepared to pay 75c. per lb., provided it is value, not only insults her intelligence, but proclaims his own.

The above goods are not only first-class quality, but the best value on the market. We will be glad to send samples of any of these to independent buyers who are looking for values.

## Grocers' Wholesale Company, Limited, Hamilton.

**CORRESPONDENCE SOLICITED.**

# The Canadian Grocer

AND GENERAL STOREKEEPER.

Vol. XVI. MONTREAL AND TORONTO, DECEMBER 19, 1902. No. 51.


## GOOD ADVERTISING.

Notes by Miss Nora Laugher, Toronto.

MAKE up your mind to turn a new leaf and to put a bright ad. on that new leaf. Start the new year with the idea that you are going to handle the advertising proposition in an intelligent and businesslike way. See wherein business can be pushed most profitably, and put all the vigor and vim you can into advertising to bring that business. You have doubtless gained much experience in the past year, so that the foundation is well laid. Take stock mentally, as it were, look back to the many old mistakes and rectify them. Off with the old stereotyped formulae. Don't be conventional, stiff, unnatural in your wording of ads. any more than you would be in your talk. Talk to your neighbor. That's the finest and best way to convince him.

* * *

Off with the old, on with the new—new ideas, new announcements, progressive methods, more modern business plans. This is pre-eminently the age of progress, and the firm that lags and loiters in the race for business will soon be forced to drop out and the place will be filled by those with 20th century methods. You should start the new year with the intention of making a success with your advertising. Start early and stay persistently with it until the end.

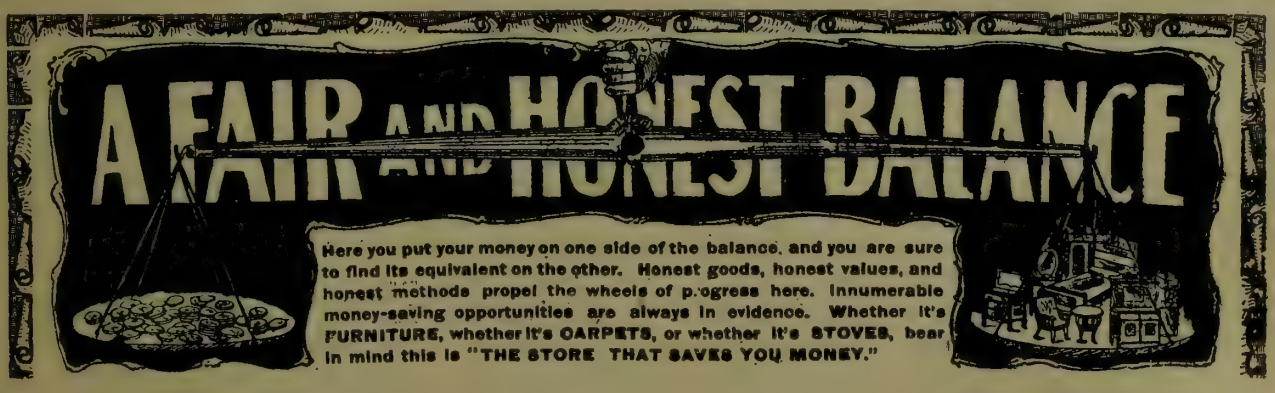
Your advertising must be better this year than it was last year to be as good as it was last year, because everything in all lines is growing better and better. Every year must show an improvement. This is evolution. Remember nothing can stand still. If your advertising is not going forward it is going backward.

* * *

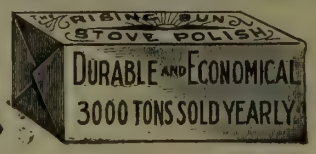
If 90 years ago advertising had been the science it is to-day, hundreds of people in the coal trade would have retained their wealth instead of losing it in their efforts to introduce anthracite coal. At that time a few blacksmiths in the Alleghany Mountains knew that the hard "stone coal," as it was called, could be burned, but people in Philadelphia, the likeliest market for the new product, could never succeed in getting the coals lit. Many barge loads of the stubborn stuff were sold, but as no one could make use of his purchase, the seller was arrested for fraud and the coal dumped into the street and used for macadam. So soft coal remained in favor. After much money and time had been wasted thus, a man who believed in advertising went to Philadelphia with a barge full of anthracite from his own mine, built fires in the common grates and stoves in public buildings, and invited everybody to come round and learn how the trick was done. Furthermore, he distributed circulars explaining the process. "Put wood under the coals, light it, then leave the fire alone," was his motto, for folks had sought to make hard coal blaze like pine kindlings. As a result, a few people began using the commodity and real merit got its reward—by advertising for it. Not how to burn coal, but how not to burn it is the burning question of to-day when coal and coal advertisements are at a premium.

* * *

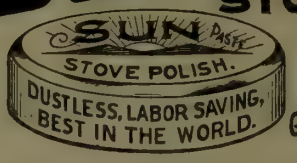
Marvellous changes have been wrought in the business world during the last decade, and these changes well illustrate the passing of the middleman. Half a century ago the manufacturer marketed his product through the jobber; the jobber then sold to the wholesaler, the wholesaler to the retailer, and the retailer to the consumer. The producer and the consumer were as widely apart as though they belonged to different hemispheres. The manufacturer was crippled in a helpless, hopeless position, while the producer was at the mercy of the jobber. While the middleman is to-day hardly as extinct as the buffalo, yet producer and consumer have gravitated towards each other, and this change has been brought about solely by the advertisement. It is the little ad. that has exploded the old idea of big



RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE




SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE




Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market

MORSE BROS., Proprietors. Canton. Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

profits and small volume. Small profits and large volume are the chickens hatched by the good old advertising hen.

"Ring out the old—ring in the new," especially in the case of old-style or shop-worn goods. Wise merchants prefer to see their store full of bargain-hunters carrying off goods at cost rather than to give shelf-room year after year to old relics of bygone fashions. Move the goods on. Get into stock the goods there is demand for, but above all present them to the public by means of crisp, natural talk-to-people kind of advertising.

## BUSINESS CHANGES.

### DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

THE creditors of Celestin Beaulieu, general merchant, of St. Agathe des Monts, Que., have held a meeting.

J. A. Beaudette, grocer, Quebec, has assigned.

John Bone, general merchant, Minden, Ont., has assigned to R. Lee.

Charles Armer, grocer, Chesley, Ont., has assigned to Matthew A. Halliday.

Beaudoin & Croteau, general merchants, Black Lake, Que., have assigned to A. Faucher.

C. Audet, general merchant, Roberval, Que., is offering to compromise at 35c. on the dollar cash.

Zazaire Laliberte, general merchant, of St. Nicholas, Que., has assigned, and V. E. Paradis is provisional guardian.

Holdengraber & Rosenberg, general merchants, of Bathurst, N.B., are offering to compromise at 40c. on the dollar.

Bedingfield & McCusker, wholesale grocers and provisions dealers, Ottawa, are offering to compromise at 35c. on the dollar.

### PARTNERSHIPS FORMED AND DISSOLVED.

The Chas. A. Bull Produce Company, of Montreal, has dissolved.

Beaucage & Patenaude, grocers, etc., of Montreal, have dissolved.

Jones Bros., general merchants, Sweetsburg, Que., have dissolved.

Trott & Colwell, grocers, St. Thomas, Ont., have dissolved; W. W. Trott continues.

Jackson & Carroll, bakers and confectioners, Kamloops, B.C., have dissolved; Thos. Carroll continues.

Rowan Bros. & Co., manufacturers of ginger ale, Montreal, have dissolved, and a new partnership has been registered.

Husband Bros. & Co., wholesale fruiterers, etc., Toronto, have dissolved; J. M. C. Husband has retired, and the business is continued by H. M. Mulholland and J. W. Sanderson; style unchanged.

### SALES MADE AND PENDING.

Alex. Barclay, grocer, Toronto Junction, has sold out.

Mary Close, grocer, Toronto, is advertising her business for sale.

The assets of J. E. Heon, general merchant, St. Eulalie, Que., are to be sold.

The assets of J. N. Bisaillon, general merchant, Ste. Angele de Manoir, Que., are to be sold.

### CHANGES.

Wm. Love & Co., traders, Montreal, have registered.

H. G. Reed, grocer, Chatham, Ont., has sold out to I. M. Taylor.

A. Guay & Co., [illegible] and provision merchants, Montreal, have registered.

A. McRae & Co., general merchants, of Elva, Man., have removed to Lyleton.

E. N. Sicotte, general merchant, of La Rochelle, Man., has removed to St. Malo.

Allan McLean, confectioner, of Gladstone, Man., is succeeded by Menno Baer.

E. J. Rose, baker and confectioner, of Macgregor, Man., is succeeded by J. J. Pierce.

Andrew Sipes, general merchant, Drinkwater, N.W.T., is succeeded by Sipes & Coventry.

J. C. A. Bock, saw and grist miller, St. Andre, Avelin, Que., is adding a general store.

The Torono Candy Co. (J. E. Ramshaw), bakers, Vancouver, B.C., are out of business.

H. Law, dealer in seeds and grain, of Beeton, Ont., has sold out to G. T. Somers & Co.

J. R. Kelly, general merchant, Glenboro', Man., has sold out to Hazlewood & Benedeckson.

H. E. Maycock, fruiterer and confectioner, Chilliwack, B.C., has disposed of his bakery business to Thomas Legg.

### FIRES.

H. McCall, baker, Prince Albert, N. W. T., has sustained loss by fire.

H. Jacobs, cigar manufacturer, Montreal.; has been burned out; insured.

R. P. Saunders, confectioner, Annapolis, N.S., was burned out; insured.

H. Skelton, flour and feed merchant, of Prince Albert, N.W.T., has been burned out.

M. Garland, confectioner, of Prince Albert, N.W.T., has sustained loss by fire.

D. Lacerte, general merchant, of Prince Albert, N.W.T., has sustained loss by fire.

C. J. Greene, general merchant, Bath, N.B., had his premises and stock damaged by fire.

Welford Bros., manufacturers of ropes and brooms, London, Ont., sustained loss by fire; insured.

J. V. Boudrais, tea merchant, etc., of Montreal, had his stock slightly damaged by fire and water; insured.

Mrs. Isidore Voyer, grocer and liquor merchant, Que., had her stock partially damaged by water; insured.

George E. Snedden, grocer and dealer in crockery, Liverpool, N.S., has been partially burned out; insurance, $1,900.

### DEATHS.

Wm. Ashfield, produce merchant, of Ottawa, is dead.

---

There is no truth in the rumor that some cattle were found at Toronto with the hoof and mouth disease. The story created some excitement, but was reported unfounded by the health officials.

# If Wanting Anything

in a **hurry** for Xmas, wire, phone,
at our expense. Will rush goods.

**The highest price paid for Dried Apples. Write us if you have any.**

## LUCAS, STEELE & BRISTOL, Wholesale Grocers, Hamilton

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

**THE ONLY YEAST WITH CREAM IN IT.**

| | | | |
|---|---|---|---|
| Keen's Blue, 3's, - | $ 15 | Washboards, "Globe," - - | $1 35 |
| Clothespegs, 5 gross Box, - | 45 | Washboards, "Globe," heavy back, | 1 50 |
| Dome Lead, "Royal" per gross | 1 25 | Salmon, best new Sockeye, - | 1 25 |
| Epsom Salts, per pound, - | 1 | Salmon, Pink or Cohoes, - - | 1 00 |
| Sulphur per pound, - | 1¼ | Salmon, Humpbacks, - | 85 |
| Nutmegs, best brown, 110's, - | 25 | Mackerel, - - - - | 85 |
| Kilgour's or Eddy's Bags, 50 p.c. list prices. | | Starch, 10 per cent. trade list prices. | |

**WRITE—WIRE—PHONE:** Above quotations are only good in this way.

We thank the trade for inquiries as to price lists—they will come.

## LUMSDEN BROS., HAMILTON AND TORONTO.

JERSEY CREAM YEAST CAKES—THE ONLY YEAST WITH CREAM IN IT.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

# Fruit Jars, Season 1903

Now is the most opportune time to book Fruit Jars for the coming year; our travellers will give you full particulars of prices, dating, etc., etc.

For our Western friends in New Ontario, Manitoba, the Territories and British Columbia, our representatives will arrange car rates, 5th class, to the usual distributing centres.

Send us your requirements, either through our travellers, when they call, or by mail direct. Our Western friends will require to do so by mail at once to

## JAMES TURNER & CO.

Wholesale Grocers, HAMILTON, ONT.

# Season's Greetings

## THOS. KINNEAR & CO.,

**Wholesale Grocers,** **49 Front St. East, TORONTO**


### HINTS TO BUYERS.

**Contributors are requested to send news only not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.**

T. KINNEAR & CO. report having received a shipment of new Grenoble walnuts and also Bordeaux. These nuts have been late this year.

New Bordeaux walnuts are in stock with The Eby, Blain Co., Limited.

T. Kinnear & Co. are offering cluster raisins at exceptionally low prices.

Davidson & Hay, Limited, are offering special prices on canned peaches in 2's and 3's.

Apple butter in 1-lb. screw top jars may be procured from Lucas, Steele & Bristol.

"Not a Bone" codfish—a pure codfish, 1's, is in store with The Eby, Blain Co., Limited.

The stringless and French kidney beans for sale by Lucas, Steele & Brstol, are said to be attractive lines.

The Eby, Blain Co., Limited, have a snap in new jams, put up in 6/7's, which they quote away low in round lots.

Lucas, Steele & Bristol are offering three or four lines of choice seeded raisins in packages—Californian goods.

E. D. Marceau has on hand some siftings in 1, 3 and 5-lb. packages, and two lines of bulk siftings, high-grade, which he is offering at reasonable prices.

When buyers are looking for coffee their first consideration is quality, and price comes next. If you want both right why not try "Unity and Quality" blends which you can get from Grocers' Wholesale Co., Limited, put up in tins or barrels, as desired ?

E. D. Marceau has in stock about 500 packages of Indian and Ceylon green teas, bought before the advance, which he is offering at a price almost as low as they could be imported at; also to arrive 350 packages of low-grade Indian and Ceylons to be sold as low as the present import price.

Davidson & Hay, Limited, have secured the Canadian agency for New Brunswick's "Easybright" cleaner. This is put up in 6 oz., quarts and gallon tins, compressed lid tops. This is unquestionably the finest cleaner and polisher on the market, and its effect on brass, silverware, plated ware, glass and high polished furniture is nothing short of marvellous.

English rock candy and druggists' horehound; also shaker salt, are offered cheap by Lucas, Steele & Bristol.

Grocers' Wholesale Co., Limited, offer a very complete list of teas, and buyers would do well to see their samples, as the goods are certainly first-class quality.

When an article of merchandise is criticized adversely it is well for the party not directly interested, but who may want supplies of this particular article, to get all the information he can, as frequently the adverse criticism comes from the superiority of the article, thereby interfering with the sale of some line of goods that have held popular opinion for a period, and the owners are apt to consider that a better article is nothing short of an infringement of their rights. If retail merchants ask Grocers' Wholesale Co., Limited, for samples of teas and coffees they will realize the cause of many adverse criticisms. Grocers' Wholesale Co., Limited, will be glad at all times to furnish samples and descriptions of such and attend to the buyers' request without delay.





This merchant has been cheated.
So will you if you handle
imitations of

**MacLaren's Imperial Cheese**

A. F. MacLaren Imperial Cheese Co., Limited.
Toronto.

IF SHORT OF ANY REQUIREMENTS FOR YOUR CHRISTMAS TRADE

WRITE
WIRE OR
PHONE

At Our Expense

Prompt Shipment Assured

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers. TORONTO.

## EXPERIENCES OF A SEA VOYAGE TO THE TROPICS.

TWO days after leaving Halifax on a voyage to the West Indies the traveller encounters warm summer weather. He opens the windows of his cabin to let in the balmy breezes, and when he goes on deck without an overcoat he has no feeling of chill or discomfort. Bye-and-bye he reaches Bermuda and invests in a big straw hat and, perhaps, a few white waistcoats, unless perchance he has brought them with him. He spends the day at Bermuda in visiting at least two or three of the Island's great natural curiosities, and in the evening when the ship has put to sea he opens up the box of cigars which he bought at Hamilton, for less money than cigars of equal quality ever cost him before, and complacently settles himself in his own deck chair and talks about the enjoyment of it all to the man at his right or left. Yes, indeed, it is a delightful sensation and one that those of us who have passed through it will always remember as one of the delights of our lives.

For people who need a rest, or change of climate, and for the man or woman in search of a good time at a moderate expense, the round trip to Demerara and return by the ss. Orinoco of the Pickford & Black Line, which sails on December 29, and calls at 13 different ports, is all that could be desired.

The passenger list for this sailing is already well filled, and those who think of going, but have not yet booked their passage, should wire or write at onceto Pickford & Black, Halifax, N.S., or R. M. Melville, Toronto, Ont.

## A MANUAL OF BUSINESS.

The Manual of Business. By Sydney P. Johnston. Daniel Stern, Publisher, Chicago.

This work is intended to prove a work of ready reference to business men in regard to many forms of business usage and correspondence employed by them in the conducting of their vocation. Instruction is given on the various details in connection with the office, and the general business forms, laws and regulations are fully dealt with. Valuable technical information is also given on various subjects directly related to the management of the office, the store and the factory. Also what will be useful to many a business man. Parliamentary rules and forms of resolutions are included in the matter of this book, and at the back are lists of business terms, business abbreviations and business maxims.

## BRIGHTEN UP!

The Brunswick-Balk-Collender Co. are introducing to the Canadian trade their famous "Easybright" cleaner. This article commands a large sale in the United States where its merits have been well proved, and there is no question a proportionately large business can be done in it here as soon as it is once in the hands of consumers. The Davidson & Hay, Limited, have secured the wholesale agency for this polisher and cleaner, and before taking hold of it submitted "Easybright" to the severest possible tests, not only as to its merits as a cleaner and polish, but rather to find if it contained any injurious acids or ingredients which would detract from its value as a cleaner of fine fabrics. "Easybright" will clean almost everything without injury to the article upon which it is used—silver, plated ware, brass, glass, furniture, lace curtains, gloves, carpets, etc. As a window cleaner it is what every householder has been looking for in vain. For full particulars, sizes, prices, etc., write The Davidson & Hay, Toronto.




The mistakes of others should protect every grocer from similar blunders. There are a few grocers who wish they had purchased

UPTON'S

Jams, Jellies and Marmalade

in place of some unknown brand.

A. F. MacLaren Imperial Cheese Co., Limited, 51 Colborne Street, Toronto,

AGENTS.

# THE PROVISION TRADE

AND COLD STORAGE NEWS.

## THE GUELPH WINTER FAIR.

THE Ontario Provincial Winter Fair opened at Guelph December 9, and lasted for two days. It was one of the most successful winter fairs yet held. Two thousand spectatocs passed through the doors the first day, and five thousand the second day. The capacity of the hotels was taxed, but private houses provided for the overflow. Some of the prominent men present were : Hon. Sidney Fisher, Minister of Agriculture for the Dominion; Hon. J. Dryden, Minister of Agriculture of Ontario; I. Ferris, Commissioner of Agriculture for the Northwest Territories; Prof. Clark, Agricultural Department, Ottawa; Prof. C. C. Curtiss, State Agricultural College, Iowa; Secretary Greig, Winnipeg; Live Stock Association of Manitoba; J. R. Anderson, Deputy Minister of Agriculture, British Columbia; Archibald McNeillage, of Glasgow, one of the foremost agriculturists of Great Britain.

The main building was the scene of activity during the Fair. This structure is a two storey building, 310 ft. long and 50 ft. wide, with a recent addition of 100 x 50 ft. The display of hogs was the largest in the history of the Association, containing 96 pens and some 250 animals. The sheep exhibit was above the average, and the poultry exhibit was large, including almost everything known as such by the Canadian fancier. The dairy tests were carried on in the presence of hundreds of spectators, eager to see everything. About eighty splendid specimens of Canada's best product, the bovine class, were in the stalls.

Dairy cattle attracted most attention the first day, owing to the dairy tests, but breeders and beef cattle were largely represented. Apparently the shorthorn is still the favorite of the Canadian farmer in cattle as they outnumbered all other species exhibited. The Ontario cattle which were at the Chicago Exhibition were on the grounds the first day and were a big attraction of the Fair.

There were 39 animals entered in the dairy class. The famous Ayrshires and Holsteins were chiefly conspicuous. The awards were made on a basis of butter, fats, solids, and days of milking after calving.

An interesting feature of the Exhibition was the lectures. Many lectures of the greatest practical value to the Canadian farmer were delivered in the lecture hall. Hon. John Dryden presided at these meetings. Two were delivered the first day and three the second. The subject of the first address by J. E. Brethour, of Brantford, " Correct type of Bacon Hog," was discussed by C. F. Hodges, of Brantford, and many questions on the subject were answered. The address was made very interesting by the introduction of life-sized pictures of the animals, their different parts, showing the profit derived from certain portions of the animal, and how to obtain the best results. The conclusion was that by careful breeding and feeding an animal may be marketed under 200 lb. at a better profit than is secured from heavier hogs.

The second address was by Prof. G. E. Day, O.A.C., Guelph, on " Selection and Breeding of Bacon Hogs." This subject was discussed by P. C. Anderson, of Guelph, and attracted much attention.

On Tuesday afternoon Prof. G. E. Day addressed the farmers on " Conformation and Finish of Export Cattle," and the discussion was carried on by Prof. C. F. Curtiss, of the State Agricultural College of Ames, Iowa. Later in the afternoon the other discussion took place. The first of these was entered into by Mr. McNeillage on " Canadian Live Stock Products Exported to England, and How to Improve Trade." He advocated the farmers producing the highest quality in every line, and assured them that England was ready to take all their surplus products when they reached the highest state of improvement. The last paper was, "Sheep and their Breeding." It occupied the crowd from four to six o'clock the second day. Wednesday evening a public meeting was held and many prominent men, competent to speak on agricultural topics, addressed the meeting.

Hon. Sidney Fisher closed the speaking and had in particular the following to say : " We must see to it that the quality of the goods we export is of the highest. If our cheese, bacon, and other products command such a high figure in the markets of the Old World, it is because of their superior quality. It is said the present prosperity cannot continue much longer ; that the healthy condition will fall off in the near future. If this prediction is true, then it is the inferior products from the farm that will suffer first. Let the Canadian farmers see to it that their products are not the first to suffer. Let the competition in this direction continue keen, if you want to keep on the top wave of prosperity."

### $2.10 PER LB. FOR BEEF.

The sale of the carcasses was a notable feature of the Fair. The sweepstakes bullock, "Bobs," shown by James Leask, of Greenbank, was sold to A. Barber, of Guelph, at $2.10 per lb. for 1,200 lb. Another carcass, weighing 814 lb., was bought by T. Allison & Son. of Galt, at 60c. per lb. Some fancy prizes were realized in poultry. A block of 40 turkeys were bought at 20c. per lb. All the hog carcasses, 62 in number, were bought by J. & R. McHardy, Guelph, at $8.10.

### THE QUESTION OF ABATTOIRS.

At the meeting of farmers and stockmen held at Guelph on December 10 great attention was paid to the present state of the cattle export trade. Hon. Sidney Fisher said that all precautions were taken, but that the present state of affairs calls our attention to the vital necessity for the establishment of abattoirs upon such a scale as will enable the live stock trade to take advantage of them on wholesale lines in an emergency.

Hon. Mr. Dryden immediately arose and said that he appreciated the importance of the statements of Mr. Fisher, and hoped that the stockmen would consider them seriously. " However," he continued, " I can say that great interests are now moving in the direction mentioned by Mr. Fisher, and I believe I can promise at the next annual gathering here to announce the location of capital in this business on a sufficient gigantic scale to handle the surplus live stock products, and enable the export live stock trade on slight notice to be turned into the channels of the dead meat trade."

This announcement was greeted with applause among those present, indicating, as it does, that capitalists of large resources are now in communivation with the highest officials of the Government, negotiating for the investment in this line of business.

### HOG AR A MONEY-MAKER.

In a discussion of the above subject Mr. Mason said that but a few years ago we were importing more pork than we were exporting. Ten or twelve years ago we were deriving $540,000 from this source. Last year the trade went up to $13,000,000. The market for pork is increasing and the prospects are very bright. In the

# "TOMAHAWK"
## BRAND
## Hams and Bacon

Are rapidly cutting their way into popular favor.

The secret of their success is their uniformly excellent quality and flavor.

Grocers and Butchers are fast recognizing these facts, and orders are correspondingly on the increase.

If you are not handling the "Tomahawk" Brand do so at once and gain the thanks of your customers.

**The Farmers' Co-Operative Packing Co.**
**of Brantford, Limited.**

When you have any

# BUTTER OR EGGS

to offer, write or wire us. We are buyers.

**The J. A. McLean Produce Co., Limited**
75-77 Colborne Street
Telephone Main 2491. Toronto.

# MINCE MEAT

We are pleased to tell you that our sales for Mince Meat are larger than ever. We regret some little delay in shipping orders, owing to the non-arrival of Choice California Raisins. These are now to hand and we can fill all orders. We say our Mince Meat is the finest on the market. Try it and see for yourself.

**PUT UP IN**
**Kegs, 70 lbs.**
**Pails, 5, 12 and 27-lbs. each.**

**F. W. FEARMAN CO.**
**(Limited)**
**HAMILTON, ONT.**

# Fresh Pork Sausage.

You will please your customers and increase your trade by handling ***Our Celebrated Pork Sausage.***

Delicious in flavor and always fresh made. Once used always kept in stock. Expressed to all parts of Canada. Try a Sample Basket.

**The Park, Blackwell Co., LIMITED**
**PORK PACKERS,**
TORONTO, ONT.

United States there is a great shortage in hogs and the shortage is becoming greater every year. This gives the Canadian farmer an assured market. The demand of the packing industry is something to be very carefully considered. The home consumption of hogs is 25 per cent. and the export 75 per cent. The packers are asking for hogs running about 160 to 220 lb. They want the lengthy, fleshy hog. With a high price for grain and a good price for hogs it is well to sell the hogs as soon as they are about the weight the packers are calling for. A first cross between two thoroughbreds is the best, but after the first cross the results are not so good. For summer conditions the best results are obtained by feeding on pasture. The hog raised under these conditions has better digestive organs and is stronger constitutionally, being out in the open and not confined to the pens.

Prof. J. H. Grisdale gave the results of experiments made at the Ottawa Farm in the production of firm bacon. He wished, at the start, to state that the fat hog is not necessarily a soft hog. Often a fat hog gives a good hard side of meat. The speaker also warned those engaged in hog raising against rushing their hogs too much and also against marketing them before they are matured. Hogs should have lots of room and be kept in clean quarters; they should be given variety in feeding. A small amount of skim milk, say, 10 or 15 per cent. to the ration of corn, gives good results. Sugar beets and mangolds are favorite roots for feeding.

### CANADIAN HEREFORD BREEDERS' ASSOCIATION.

The Canadian Hereford Breeders' Association held their annual meeting at Guelph on Wednesday, December 10. The twelfth annual gathering was presided over by W. H. Hunter. The president said that the line of Hereford had largely increased in Canada and elsewhere of late. The report of the secretary explained that Ontario members of the Association will be made members of the Dominion Cattle Breeders' Association. Four hundred and thirteen pedigrees were registered and 213 changed during the year. The Society has 51 members, 11 more than last year. The second volume of the herd book has been issued, and shows 2,517 pedigrees. Receipts for the year were $881, all of which was expended. The new officers are: President, W. H. Hunter; vice-president, R. L. Michie, Oshawa; vice-presidents for Provinces—Ontario: J. A. McDiarmid; Quebec, H. D. Smith; Manitoba, J. E. Mailes; Maritime Provinces, W. W. Black; Assiniboia, J. P. Van Veer. Delegates to Exhibitions—Toronto, W. H. Hunter, A. J. MacPhie; Ottawa, Samuel Gamble; London, H. Wade and R. Stutt; Winnipeg, J. A. Chapman.

### DEAR CHRISTMAS POULTRY.

A despatch from Philadelphia says: "Poultry for Christmas will probably cost from 20 to 23c. per lb. this year. The big Western meat houses, whose trade combination affects poultry as well as the larger carcasses, are in control of the turkey market. All manner of fowls are being bought by agents of the Trust, who go into the farming sections of the United States and Canada, and make their purchases in lots running from 100 to 1,000. As fast as fowls are bought they are killed, dressed and stored in the refrigerators of the Trust. Plump and tender turkeys brought 16c. per lb. at last year's Christmas markets. This year, according to both wholesale and retail dealers, they will range in price from 20 to 23c. per lb. Prime chickens and ducks will bring 25c. per lb. Beef is 3c. per lb. lower than it was in the spring, but pork is higher. All hog products are advanced in price, and are going higher."

### THE PROVISION MARKETS.

TORONTO.

There is little change in the market. The demand continues good. There is not as much activity as there has been during the past few weeks, but for this time of the year the market is exceptionally good. Dressed hogs have been a little easier. Our quotations are as follows: Dressed hogs, $7.25 to $7.50 per 100 lb.; No. 1 beef, $7.00 to $7.50 per 100 lb.; hind quarters, $7.50 to $8.00 per 100 lb.; front quarters, $4.50 to $5.00 per 100 lb.; veal, $6.50 to $9.00; lamb, $6.75. Choice export cattle, $5.00 to $5.50; medium cattle, $4.50 to $5.50; other grades of cattle, $2.40 to $3.00; live hogs, selects, 6c. per lb., and fats and lights, $5.75 per 100 lb.

Along the line of provisions the demand

CENTRAL Business College
STRATFORD, ONT.
One of the best Commercial Schools on this Continent. Write for Catalogue.
W. J. ELLIOTT, - Principal.

FISH AND OYSTERS
WHOLESALE.
The F. T. JAMES CO., Limited
76 Colborne Street, TORONTO.

SEASON 1902.
Butter Tubs
Order now—ship when required. Best goods—fair price.
WALTER WOODS & CO.
HAMILTON.

Subscribers wanting goods or special quotations on anything anywhere in Canada, at any time, can get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto or Montreal.

BRITISH BUSINESS CHANCES.
Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for
FREE INSERTION
in "Commercial Intelligence," to the Editor
'SELL'S COMMERCIAL INTELLIGENCE,'
Temple House, Tallis St., Temple Avenue, London, E.C.
"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.
N.B.—A free specimen copy will be sent on receipt of a post card.

Perkins, Ince & Co.
Wholesale Grocers
FRONT STREET EAST,
Toronto.

Sovereign Molasses Candy
100% PROFIT FOR THE GROCER.
A new and delicious Taffee put up in neat boxes to retail at 10c.
Free Sample.
THE GLOBE MFG. CO., 103 Adelaide St. West, TORONTO.




We have a limited number of the clocks shown in above cut, and during the balance of the month we will send one *free of charge* with each case of either

# Richards V O Brandy

or *** **White Brandy.**

Send your orders in now, as we cannot duplicate the supply of these clocks. They are an ornament that will be appreciated wherever they are seen.

---

*LAPORTE, MARTIN & CIE,*

*St. Peter Street,* *MONTREAL.*

continues good. There is no apparent decline in prices. We quote: Long clear bacon, 10¾ to 11c.; smoked breakfast bacon, 14 to 15c.; roll, 11½ to 12c.; medium hams, 13½c.; large hams, 12½c.; shoulder hams, 11 to 11½c., and backs 14½ to 15c.; heavy mess pork, $21.50 to $22.00; short cut, $23.00 to $23.50; lard, in tierces, 10¾ to 11c. per lb.; tubs, 11 to 11¼c., and pails, 11¼ to 11½c.; compounds, 8¼ to 10c.; plate beef, $15.00 per 200-lb. bbl.

MONTREAL.

The rapid decline in Canadian Wiltshire bacon on the English market during the first part of the month was about 26s., prices drizzling from 74s. down to 48s. This, however, was followed by a steadier feeling in London, where an advance of 1s. per cwt. was made on leanest selections. On the other hand, the Liverpool market declined 4s. more, but according to mail advices from Liverpool, under date of December 6, it was expected that arrivals would fall off somewhat, and result in a steadier market. A Bristol advice of the same date reported business on spot as very slow, the low prices of Canadian bacon not having any effect on the trade; but when the customer got the full benefit of the reduction a good demand was looked for.

Provisions on the Montreal market during the week have been moving fairly well. The trade in cured meats for the coming holidays has been brisk, at almost former quotations.

Fresh killed abattoir dressed hogs are 25c. per 100 lb. higher than at our last quotations, and a fair trade is now doing at $8.25 to $8.50. Supplies of frozen stock have been arriving freely, and prices have accordingly declined, and frozen stock is now quoted at $7.75 in jobbing lots; carload lots $7.50 per 100 lb. At these prices good sales were made.

In lard there has been a good demand, the movement being active in both pure and compound brands. Quotations are as follows: Pure Canadian lard, $2.30 to $2.32½ per pail; Fairbank's "Boar's Head" lard compound, 9⅜c. tierce basis, with extras as follows: 60-lb. tubs, ¼c. over tierce; 20-lb. tin pails, ¼c.; 20-lb. wood pails, ½c.; 10-lb. tins, ¾c.; 5-lb. tins, ⅞c.; 3-lb. tins 1c. Snow White and Globe compound, $1.80 to $1.90 per pail; Cottolene, 11¼c. for 20-lb. pails, and 11⅛c. for 60-lb. tubs, for Quebec and Ontario; hams, 12 to 14c.; heavy Canadian short cut mess pork, $24.50 to $25; Canadian short cut clear pork, $23.50 to $24; American short cut clear pork, $24 to $24.50; American fat back, $24.50 to $25; bacon, Wiltshire, 13 to 14c. per lb.; extra plate beef, $14.50 to $15 per bbl.

ST. JOHN, N.B.

In pork, the market is again firm. Local dealers are still selling at the lower prices. The demand is light. In beef, prices have shown little change. The high figures have led to cheaper goods being used. Lard is firmly held. Pure in particular has come forward very slowly. Some orders are two months behind. Fresh beef is offered, and the price of domestic light beef is low. Lamb and mutton are plentiful. Pork is firmer here. Poultry is more freely offered, but prices are firmly held. We quote as follows: Mess pork, $21.50 to $23.50; clear pork, $22.00 to $26.00; plate beef, $15 to $16; mess beef, $12.50 to $13.00; domestic beef, 5 to 7c.; Western beef, 7 to 9c.; lamb, 5 to 6c.; mutton, 5c.; veal, 5 to 7c.; pork, 7½ to 8c.; pure lard, tubs, 12c.; pails, 12½c.; compound, tubs, 9¼c.; pails, 9½c.; Fairbank's refined, tubs, 10¼c.; pails, 10½c.

A car of Fairbank's refined lard was distributed to the trade this week.

The regulations prohibiting the Canadian Pacific Railway from bringing cattle through the extreme northern part of Maine, because some of the New England cattle have been quarantined, causes much unfavorable comment here. The more so as New York is left open as a shipping point. However, the winter port boats are receiving their cattle over the Intercolonial, and facilities here are equal to looking after all the business that offers.

WINNIPEG.

CURED MEATS. — The market is very active and prices are firm at last week's list. We quote: Hams, sugar cured, 14½c. per lb.; breakfast bacon, bellies, 15¼c.; backs, 14¾c.; spiced rolls, 12¾c.; smoked long clear, 13c.; dry salt long clear, 12½c.; barrel pork, heavy mess, $20; pork sausage, 9c.; bologona, 7½c.; pickled pigs' feet, in kits, $1.25.

LARD. — Tierces, 12⅞c.; 50-lb. tubs, $6.05; 20-lb. pails, $2.40; tins in cases, $7.75.

DRESSED MEATS.—The market is firmer in all lines. Beef is advancing, and there is an excellent demand for Christmas beef; 6 to 6½c. has been paid during the week for tops. Mutton is unchanged at 8 to 9c.; lambs are worth 12½c., and hogs 7 to 7½c.

POULTRY—The outlook for a plentiful supply of Christmas turkeys is not good. Manitoba has produced even fewer than usual, and Ontario is not this year in a position to supplement the shortage. Prices are firm and will advance during the week, but it is not so much a question of high prices as actual shortage of supply. Turkeys are now quoted at 13c.; chickens, 10 to 12c.; ducks and geese, 10 to 12c.

PROVISION NOTES.

White Bros., of Morrisburg, shipped 235 hogs to Stratford on Monday.

Graham & Moore, of Morrisburg, shipped 86 hogs to Toronto on Tuesday.

J. Ogden Armour, the president of Armour & Co., Chicago, has formed plans for a Lolita Armour Institute of Bloodless Surgery, which he has endowed with the sum of $3,000,000.

A. White, who is buying for Snell & Brown, of Galt, shipped Saturday morning two loads of export cattle to go via Intercolonial. He expected to ship five loads, but the embargo prevented it.

There is every probability that a pork factory will be established at Belleville, Ont., shortly. It will be co-operative and capitalized at $250,000. The scheme has been endorsed by the county council.

The International Live Stock Exposition at the Union Stock Yards, Chicago, opened November 30. Although the packers did not take as much interest in the show this year as last, still the exhibits of this year were finer than last year's.

During the earlier part of the month, owing to the events in New England, Buffalo experienced a live stock glut. Thousands of them halted at Buffalo. They were disposed of by killing some of them and diverting the rest to the Southern States.

The officers and members of the Guelph Fat Club Stock Club, the originators of the Provincial Winter Fair, banqueted the visiting stockmen Thursday evening, December 11. The banquet was held in the city hall and surpassed all affairs of its kind ever held in the Royal City.

C. F. Fawcett from Guelph last week shipped a carload of Shorthorn cattle to his home, the Round Hill Stock Farm, in New Brunswick; also a Yorkshire sow, purchased from the Ontario Agricultural College. The cattle were bought from some of the leading breeders around Guelph, and are all pedigreed stock.

George Menzie, cheese and buttermaker, lately of Milton, Iowa, was in Galt about a week ago endeavoring to secure a building suitable for a plant. He intends conducting the manufacture of butter and ice cream, and the sale of milk and cream, but he almost abandoned the idea owing to the lack of the necessary building.

The Canadian Produce Corporation, according to W. R. Nursey, a director of the company, will begin operations next June. It is the intention of the Corporation to buy only Canadian goods, and to sell the goods as such to the English people. It is further the purpose of the Corporation to do away with the middleman.

A new firm will start business in Vancouver at the first of the year in the wholesale grocery, produce and commission trade. The firm will be known as The Baker, Lesson Company. E. A. Baker, formerly of Oppenheimer Bros., now with F. R. Stewart, and E. W. Lesson, formerly of Vancouver, will be the principal members.

Canada was blamed for a short while for the foot and mouth epidemic. In placing the blame on another's shoulders it was lodged, first, against Alberta, and afterwards against Montreal. But on examination of the docks at Montreal it was found that the statement was untrue and Canada has emphatically denied that she was the cause of the outbreak.

The Montreal Stock Company will continue its building operations. The city is to pay the company $3,000 a year during the continuance of their contract, toward the construction, maintenance, housing and insurance of all live stock in the company's yards. On the other hand, The Montreal Stock Company is to pay the city in cash, or in 4 per cent. bonds, the sum of $15,000.

The big annual Fat Stock Show at Ottawa, is now an assured fact. Hon. John Dryden, Ontario Minister of Agriculture, has written H. B. Cowan, of The Journal, secretary of the Live Stock Association, approving of the use of The Ottawa Forwarding Company's buildings at the canal basin for the purpose of the show. The show will be held the second week in February.

# Many Consumers Complain

but there are many who don't complain. They get an article that does not please and yet make no complaint. But they don't come back. They go to the other Merchant who gives them better quality.

# St. Lawrence Extra Granulated

is the best Granulated made in the world. Absolutely no blueing whatever is used in the manufacture of **ST. LAWRENCE GRANULATED,** and still it is the perfection of whiteness.

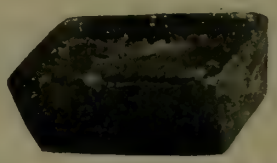
A modest profit is all we aim to make on teas. We bought heavily previous to the recent advance of from two to three cents per pound, and we have not advanced our selling prices. Send us samples you want to match. We can save you at least twenty per cent. Recently, in competition with every local tea house of any importance, we made one sale to a Toronto retail merchant of 143 chests of Ceylons and Indians. It is evident this merchant was not slow to recognize value.

*Warren Bros. & Co.*
*TORONTO.*




PURE MAPLE SUGAR.
Best "O.K." Brand.

We guarantee this brand to be absolutely pure and of select quality.
Wrapped and packed 30 lbs. to case, in 1-lb. or ¼-lb. blocks; full weight.
Price per lb., 10c.



"LOG CABIN" BRAND MAPLE SUGAR.

This sugar gives good general satisfaction. Put up in 1-lb. blocks only (unwrapped), 30 lbs. to case.
Price per lb., 9c.



MAPLE PATTIES.

Are made in scolloped cakes, run about 15 pieces to the lb. and are sold at 1 cent each or by weight.

30 lbs. to case..... per lb., 9c.
5-lb. boxes, 10 boxes to case .... per lb., 10c.

More than 1,000 retailers in Montreal handle these goods. Why not you?

For sale by wholesale grocers everywhere.

THE GROCERS' MFG. & TRADING CO., LIMITED, Montreal

# Canadian Meats

## CHEESE and BUTTER.

Consignments handled in

London, Liverpool, Glasgow,

OR SOLD COST FREIGHT AND INSURANCE.

WHITELEY, MUIR & CO., Head Office, 15 Victoria Street, LIVERPOOL, ENGLAND.

If you are in need of——

# VALENCIA RAISINS

Fine Off-Stalk Selects and Layers—All Well-known Brands

**You should get our quotations and we will get your orders.**

THE EBY, BLAIN CO., LIMITED WHOLESALE GROCERS, ETC., TORONTO.

## ONE MORE SUGAR FACTORY.

A FOURTH beet-sugar factory has been added to the list of Canadian refineries in the completion of the Wiarton Sugar factory which started running on December 12. The mill is now grinding 350 tons of boets per day, and it will take till next March to turn into sugar the 14,000 tons of beets the company has in its sheds, and on the docks and railway sidings.

The four factories are Berlin, Wallaceburg, Dresden and Wiarton.

In his manifesto to the electors, Hon. G. W. Ross says :

"During the year, and since the elections in May, four sugar-beet factories have been completed and are now running. From 12,000 to 15,000 acres of beets have been cultivated, which will yield to the farmer a clear profit, after paying all expenses of labor, from $20 to $25 per acre—say, $250,000. We are looking to the production of at least 25,000,000 pounds of the best quality of refined sugar in the Province this year. The investment in these four refineries will probably exceed two millions of dollars. This venture of the Government has also been successful and will, no doubt, lead to the establishment of other refineries in the near future."

## APPLES TURNED OUT WELL.

Fred Gooderham, of The Dawson Commission Co., Toronto, has just come back from a three weeks' stay at Cooksville, Ont., where he was buying apples for his firm. During that period he purchased between 3,000 and 4,000 barrels of apples for export to the Old Country. The crop in that section of the country, he says, has never been larger and the quality throughout has turned out fairly satisfactory.

## CAPT. ADAMS BURNED OUT.

There was a great amount of damage done by water to the stock of groceries in the store of Capt. James Adams, of Dundas, Ont., on December 15, and he is now out of business. A fire originated in the office of W. E. S. Knowles, above the store, and the water thrown on the flames to extinguish them did the work of destruction on the property beneath.

## KELLY BROS. ROBBED.

The grocery store of Kelly Bros., 90 Queen street east, Toronto, was entered by robbers last Tuesday night, December 16, and $250 in notes and cash was taken from the safe. The thieves entered by the skylight, and quieted the dog inside by giving him a leg of turkey. This is the fourth time Kelly Bros. have been robbed.

The "Salada" Tea Co. received one day this week orders from their New York manager, James A. McGuane, for over 60,000 lb. of "Salada" Ceylon tea. These were all for New York City and the New England States.

## BACK FROM THE SOUTH.

W. G. A. Lambe, of W. G. A. Lambe & Co., Toronto, has returned from a trip through Baltimore, Philadelphia, West Virginia and other points in the Southern States. Mr. Lambe says that business is active over all that country, and that the only drawback at present experienced by business men there as well as here is that the transportation facilities are entirely inadequate to attend to the business of the country. There is a great scarcity of cars on all the railways and a lack of motive power. This state of affairs has been much felt by merchants in both Canada and the United States, says Mr. Lambe, getting shipments forwarded from the Pacific Coast, and he himself states he has had goods consigned to him on November 20, which are side-tracked somewhere between Toronto and San Francisco and can be located nowhere on the line.

## BREADSTUFFS IN TRINIDAD.

Regarding breadstuffs, Gordon Grant & Co., Trinidad, report as follows, under date of December 3 : "The ss. Grenada, from New York, is the only recent arrival, but the steamers Korona, Maraval and Maracas are all shortly expected with large supplies. Demand has not been at all active during the fortnight and prices have become slightly easier—especially for the lower grades of flour, which are still in excess of requirements."

Buyers of Eleme figs should communicate with H. P. Eckardt & Co. who are offering some of the choicest quality.

*"Best in the World."*

HILL, EVANS & CO'S (WORCESTER, ENG.)

PURE ENGLISH

MALT VINEGAR

Delicate in Flavor and Aroma.
Splendid keeping properties.

ROBERT WATERS' QUININE WINE

Quinine in a palatable form –50 years' reputation.

Export Agents :
Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

# Every Little Helps

Salt is a little thing but it can do your trade a lot of harm or good as you elect —"the trifles make perfection." The woman who finds impurity in the salt she buys or the woman who loses her temper because the salt "cakes" isn't going to think pleasantly of the grocer who sold her that salt.

## Windsor Salt

is as good as a Salt *can* be, because it is prepared in the only safe way—by the *Vacuum process.* Every drop of moisture is dried out of it by intense heat—it can't possibly cake. Even the smallest particle of impurity would deprive Windsor Salt of its right and title to that standard saying "as pure as Windsor Salt."

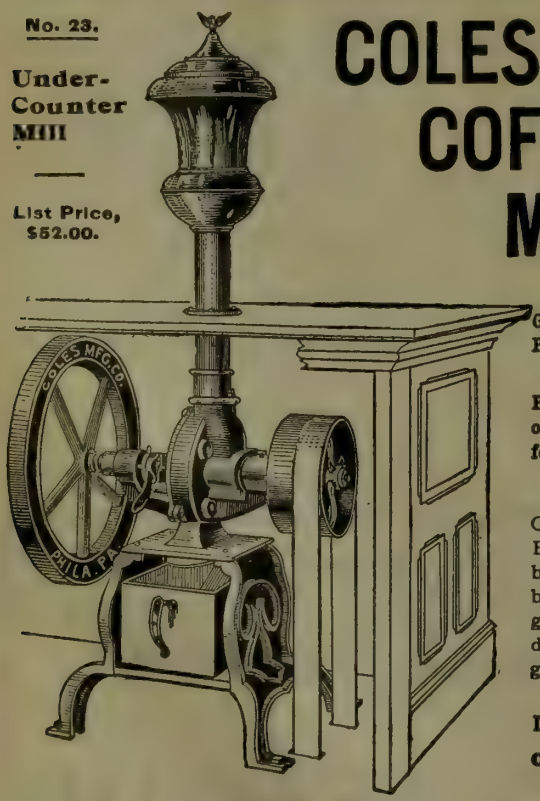
Sold by leading wholesalers everywhere.

***THE CANADIAN SALT CO., Limited,***
***Windsor, Ontario.***

No. 23.

**Under-Counter MIII**

List Price, $52.00.




# COLES COFFEE MILLS

**None better for Granulating or Pulverizing.**

**Our mills will Pulverize without heating Coffee.**

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

**A GREAT LABOR-SAVER.**

**Our Grinders wear longest.**

**Agents** { TODHUNTER, MITCHELL & CO., Toronto.
DEARBORN & CO., St. John, N.B.
FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont.

**COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.**



## Good Value to Your Customer

## *Paterson's Worcester Sauce.*

ROSE & LAFLAMME,
Agents, Montreal.

## Large Profit To You.



THE CANADIAN GROCER

*President:*
*JOHN BAYNE MacLEAN,*
*Montreal.*

**The MacLean Publishing Co.**
**Limited**

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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## EXIT (?) OF THE WHOLESALER AND RETAILER.

ONE sometimes hears it remarked that the day of the wholesaler is departing and that the time is coming when the manufacturer will send his products direct to the retailer. Now we are told that the retailer is to join the wholesaler in the exodus from the commercial field, and that the manufacturer is to pass over the heads of both in getting his products to the consumer.

The author of this startling declaration is Mr. T. M. Humble, the Toronto representative of La Presse. Mr. Humble has taken upon himself the task of educating manufacturers up to his ideal in regard to advertising. And this argument is one of the links in the chain which he is endeavoring to weld by which he proposes to pull them away from the columns of the trade journals.

A chain, we are told, is no stronger than its weakest link. If this be true, and no one has ever questioned it, La Presse's representative has welded a pretty weak chain indeed.

He is not a wise man who would design to say what the future will not bring forth. We are living in an age when great things are happening, when science is working wonders, when what was considered impossible yesterday is being accomplished to-day. It is possible that in the future the housekeeper may, by pressing a button, be able to obtain not only light and heat, but her food, clothing and general household supplies as well. But even then it would by no means follow that she would no longer require the retail dealer or that the latter in turn would no longer have need of the wholesaler.

Neither the wholesale nor the retail business is a sinecure. Each has its place in commerce. Each is a centre for facilitating the distribution of the products of the farm and factory. It was this work of facilitating the movement of merchandise that brought each into existence. When one or the other fail to perform this office it will disappear from the commercial world. But the tendency of the times does not indicate that either are likely to disappear. Retail stores and wholesale warehouses may be relatively fewer in number. But in size and importance they are likely to be relatively larger. At any rate, that is the tendency of to-day in trading as well as in manufacturing concerns. And, of course, the larger they are the greater will be their utility.

We are tending more and more towards specialization. The merest schoolboy recognizes this. The conditions would have to be of the very opposite in order to force the retailer and the wholesaler out of business. As the size and importance of the retail stores and wholesale warehouses increase, the number of lines they carry in stock will naturally multiply. And thus both the consumer and the retailer will be able to have more of their wants supplied under one roof than under the old conditions. In other words, the wholesale houses and the retail stores will possess greater facilities for doing business, and, consequently, show even greater reason for their existence.

## A STANDARD FOR VINEGAR.

At a recent meeting of the Retail Merchants' Association in Toronto resolutions were passed to approach the Government re a standard for vinegars. Such a standard has become necessary, as of late there have been large quantities of worthless vinegars sold to retailers; and they can get no redress. This could be obviated by a proper standard for the goods, and we hope to see a measure in operation at no very distant date.

## BUSINESS MEN IN CIVIC BODIES.

OUR municipal governing bodies are weak because their members are deficient in the strength which men of practical business experience bring.

Society influence and political pull are all too powerful factors on election day to expect anything else as long as the business men in the various municipalities do not use their influence and mark their ballots in favor of men of the desired type.

We would not for one moment advocate the election of business men because they are business men. We only do so because they are the best qualified for the duties appertaining to municipal administration. Those who would successfully govern a city and make and unmake its laws must of necessity be possessed of the quality of business commonsense. No sane man would for one moment question that. And yet, while in the abstract we acknowledge this to be good doctrine, in practice our actions take a contrary course. In other words, we preach one thing and practice another. We acknowledge the fitness of the business man, but we choose Barabbas the ward heeler, the political partizan, the man who is merely using his position or his party as a stepping-stone to civic or civil service.

A few weeks hence the electors of the different municipalities in Ontario will be electing their representatives to the local governing bodies. The duty devolving upon them if they desire good civic government is obvious.

## NATIONAL ASSOCIATION OF GROCERS.

An effort is being made to induce the National Grocers' Association of the United States to hold their convention in January, 1904, at Niagara Falls, N. Y.

Should the convention be held there it would certainly excite more interest among the grocery trade in Canada than any other gathering of the National Association has hitherto.

## THE QUESTION OF RECIPROCITY WITH THE UNITED STATES.

IT is to be hoped that no one in Canada anticipates the realization of closer and better trade relations in the near future between this country and the United States because at Detroit last week the National Reciprocity League of the United States adopted a resolution favoring reciprocity with Canada. It is quite true the resolution was strongly worded, urging that "the Government of the United States should take immediate steps to secure closer and more advantageous trade relations with Canada, and that reciprocal relations beneficial to both countries should preferably follow the general lines of the removal by both countries of the duties on the natural products of each, and such mutual extensions of the free list and reductions and changes of the duties on the manufactured products of both as will give to each a low rate of duty as is given to any other country."

The language used by some of the speakers at the convention was even stronger than the words of the resolution, part of which is quoted above. Mr. E. N. Foss, of Boston, a director of three large manufacturing concerns and the owner of extensive iron works, made the bold statement that "the New England manufacturers required reciprocity in raw materials with Canada to save their workshops and factories from being closed. * * * If Canada does raise her tariff to our tariff against her, then many of our New England mills and factories must close down."

"In Canada," declared ex-Governor Lind, of Minnesota, "they can raise all the products of the northern zone, and they have what the people of the States require, and it is not right to prevent the free exchange of these commodities. * * * The sensible course for the United States is to treat Canada as if she were in the Union."

What a difference from some of the utterances in Congress in 1864, when the Bill to abrocate the treaty of 1854 was being discussed! Nothing scarcely unkind enough or derogatory enough could be said. Canada was of no consequence. We had no market in Great Britain. And Representative Baxter declared: "They (the Canadians) have nowhere else to go but to our (the United States) markets."

Again, at the Reciprocity Convention, held in Detroit in July, 1865, Hon. J. W. Potter, United States Consul at Montreal, declared: "It is not the policy of Americans to continue the treaty. And within two years after its repeal Canadians themselves will apply for admission to the United States." This was 37 years ago, and still Canada has not sought admission to the United States.

But in spite of the change in sentiment toward Canada, the dissipation of much of the ignorance that abounded in regard to this country, and the resolution adopted at the recent convention, the politicians in the United States are far too strongly entrenched in their opposition for the most ardent advocates among the commercial class in both countries to expect a realization of their hopes for at least some years to come.

The reciprocity treaty of 1854, which provided for free interchange of the products of the sea, the soil, the forest and the mine, was the result of many years of agitation more or less continuous. Away back in 1816, President Madison brought the subject before Congress in a special message; and the Administrations of Munro, John Quincy Adams and General Jackson also interested themselves in the question. In 1847 the British Minister at Washington made a proposal for a reciprocity arrangement with Canada, and in the same year our own Parliament authorized the admission, free of duty, of natural products of the United States as soon as Congress had passed a similar measure.

The New York Chamber of Commerce took the question up in 1852, and the treaty of 1854, which was adopted by the United States in 1865, was the outcome. Webster, Everett, Douglass, Eward, Marcy, Dix, Clayton, Cushing and other such political stalwarts were supporters of reciprocity with Canada. But where is there to-day in the United States such advocates of the cause? Echo answers, where?

One thing we do know, and that is that the opposition of certain interests in the United States has so far been able to burk all attempts at reciprocal arrangements with Cuba, Jamaica and Trinidad. And if these can succeed what can we expect should a treaty between Canada and the United States come before Congress for ratification? It does not require the vision of a prophet in order to anticipate what the result would be.

While it may be in the distant future, we believe that ultimately the trade relations between the two countries will be more equable. The politicians will not be able to have their way always. The business men in the United States are awakening to the fact that the inequality in the two tariffs cannot be maintained except to the injury of their own country. And the more they realize this the more will they exert themselves to remove or modify the cause.

In the meantime it is the duty of Canada to sit still and await results. There must be no more importuning. They must come to us, not we go to them.

**Notice To Advertisers.**

Thursday next being Christmas Day the forms of THE CANADIAN GROCER will go to press one day earlier than usual for the issue of December 26.

Will advertisers please note that all new copy and changes must be in our hands on **MONDAY, 22nd** inst? We cannot guarantee to change advertisements after that date.

THE PUBLISHERS.

### SITUATION IN HOG PRODUCTS.

IN the past week packing in the West, according to advices from Chicago, is estimated at 595,000 hogs, with 775,000 for the corresponding week last year. Total packing since November 1 is estimated at 2,895,000 hogs, as against 3,770,000 during the same period last year, a shortage of 875,000.

It may be seen, therefore, that the stocks of lard continue to show a decrease. As a result to be expected, cotton-seed oil has advanced over 1c. per gallon during the past few days, with a firm market and possibility of higher prices, which must increase the cost of cotton-oil products. The foreign trade continue to buy in the States at ½ to 1c. per pound more than they could buy a better grade of goods for in Canada. This changed condition has suddenly come upon the Canadian producers, which they do not seem to be taking advantage of, to secure export business of lard.

### OUR NEW YORK OFFICE.

The MacLean Publishing Co.'s New York office has been changed from Room 443 to Room 802, New York Life Building, 346 Broadway.

Mr. W. T. Robson, the New York correspondent of THE CANADIAN GROCER is now better able than ever to keep our readers posted on what is being done by the most up-to-date business men in New York.

Any of our subscribers who happen to be visiting the great United States metropolis will find our own and other Canadian newspapers on file.

## COMMERCIAL TRAVELLERS' ANNUAL.

THE Dominion Commercial Travellers' Association held its 28th annual meeting in Montreal on Saturday evening, December 13, with the president, James Robertson, in the chair.

The president's report made pleasant reading. The financial condition of the association was shown to be in the best of shape. The report went on to say:

"Negotiations have been carried on with the transportation companies, with a view to having the week-end tickets apply to all points, or at least to certain cities which were not included in places to where week-end tickets could be obtained. We regret to say the companies did not see their way clear to adopt our suggestion, and our request was respectfully declined.

"The Prince Edward Island tax on commercial travellers has continued to occupy the attention of the board. Conferences have been held with sister associations, and all have ageeed to make a combined effort to test the legality of this obnoxious law should the opinion now being obtained warrant us in so doing. With this object in view, the best legal advice in Canada is being sought, and we are now awaiting a report which we hope to receive in the course of a few days.

MORE COMMODIOUS ROOMS.

"Our present rooms not proving as attractive as they might be, the directors have decided to return to the Board of Trade building, where more commodious and convenient accommodation can be obtained. Rooms have already been secured, which we expect to occupy as soon as the new building is completed. The death claims were confined almost altogether among members of long standing. The amount paid under our mortuary benefit scheme to the beneficaries of deceased members was $32,300, representing 32 claims. Average age of deceased members was 51 years, their membership averaging 16 years.

"Three different sums, amounting to $26,000, have been invested in first mortgages on real estate, bearing 5 and 5½ per cent. Total amount now invested: First mortgages, $183,500; harbor bonds, $15,237; Board of Trade second mortgage bonds, $5,000.

"The total received on revenue account was $49,773. Of this amount $32,300 has been paid for claims arising from the death of 32 members. The working expenses amounted to $4,358. The net surplus for the year was $14,028. This amounth as been added to capilal account, which now aggregates $203,004.

"The increase in membership for the year, was greater than in any previous year since 1882, and reflects the great activity and growth of the wholesale trade, consequent upon the increased settlement and development of the resources of our country. Number on roll as per last annual statement, 3,749; new members, received this year, 651; less lapsed through nonpayment of annual subscription, 336; making our present membership, 4,046, a gain of 315 for the year."

The annual rental of the associations new rooms in the Board of Trade building will be $1,200.

It was decided that subscriptions, limited to one dollar per member, should be collected for the purpose of endowing a bed in the Montreal General Hospital.

The following resolution was offered by Mr. Max Murdoch, seconded by Hon. J. D. Rolland, and carried unanimously:

"That the absence of uniformity in the legal procedure for the distribution of the assets of an insolvent debtor is detrimental to the commercial interests of the Dominion of Canada, and an obstacle to the extension of trade, both external and internal;

"That this uniformity can only be obtained by means of a Federal Insolvent Act;

"That it is urgent that an equitable uniform insolvent law be passed at the forthcoming session of the Federal Parliament."

THE OFFICERS ELECTED.

For the first time in the history of the Association, there was no balloting for office-bearers, all having been elected by acclamation at the last quarterly meeting. They are:

President—Mr. James Robinson.
Vice-President—Mr. George A. Mann.
Treasurer—Mr. J. S. N. Dougall.
Directors—W. B. Mathews, R. C. Wilkins, W. H. Evans, A. Fournier, W. J. Egan, P. J. Paradis (Quebec), S. A. Agnew, John Paterson, A. D. Gall, R. Booth, jr.; past-president, T. L. Paton.

The annual dinner of the Association will take place December 22.

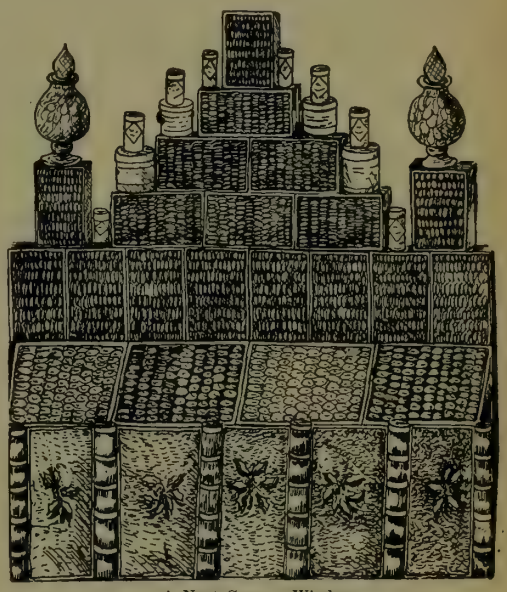
MUTUAL BENEFIT SOCIETY.

The Dominion Commercial Travellers' Mutual Benefit Society held its seventeenth annual meeting on Saturday afternoon. President J. T. Lesueur submitted his annual report. He said that the membership now totalled 1,038, with 120 new members added during the year, which, although not increasing the total number to that extent, on account of the customary annual lapses, would still materially improve the society's position on account of the new additions being almost entirely young men. The number of death claims provided for since the last annual report was 13, leaving in hand, after paying all charges against the society, a balance of $5,508. With a view to so increasing the membership that the six regular assessments might prove sufficient to meet the average number of death claims, and thus obviate the need of special assessments, it was pointed out that this could be done by adding about 500 recruits to the regular membership.

President—Mr. J. T. Lesueur.
Vice-President—Mr. A. McA. Murphy.
Treasurer—Mr. Chas. Gurd.
Trustees—Messrs. David Watson, F. S. Cote, Max Murdoch, J. N. Christie, E. H. Copland, John Hardie, C. M. Mills, J. W. Rousseau, Alex. Peden and D. M. Campbell.

## A SEASONABLE WINDOW.

At no time of the year has the grocer a better opportunity to make an attractive window display than when he shows Christmas fruits. It is not only that the fruits in themselves are attractive, and, as everything else connected with Christmas



A Neat Grocery Window.

is, are daintily and carefully put up, but everybody, and most of all the small folk, rejoice to see the grocer make his Christmas display. For then we know that Christmas is not far away, and the season of gifts, good-will, plum pudding and mince pie is at hand. The merchant whose window we illustrate has made an unusually good use of the material at his disposal and has put in a most tempting display of good things. Most things wanted for the Christmas cookery were there. Raisins, currants, dates, figs and preserved fruits, etc., in boxes and jars. The cans and small jars contain honey, and the little sprigs of holly with their red berries add just a seasonable touch.

## DRIED APPLES WANTED.

Lucas, Steele & Bristol, Hamilton, are in the market for dried apples, and request that those having them will write, quoting prices, etc.

## "REHASHED FICTION."

Yes, pure and simple fairy stories are the published claims of our friends the Japan Tea people, wherein they assert that "Japan Teas are pure, clean, and healthy in use."

It's no use, gentlemen, the facts are against you, both the trade and the public have been enlightened upon this subject, and that they have learned their lesson well is evidenced by a falling off in Japan imports of over six million pounds in three years.

**"SALADA"** **Natural Green Teas of Ceylon** are playing havoc with Japans.

Shall we tell you the reason why? No, perhaps better try them yourself, you'll soon understand why others, as well as ourselves, are enthusiastic about them.

Correspondence solicited.
Samples cheerfully furnished.

Address:
**"SALADA,"** Toronto or Montreal.




Have **YOU** bought the

## Old Reliable?

For sale by every wholesale grocer from the Atlantic to the Pacific.

Packed only from the finest Red Sockeye Salmon.

EVERY CAN GUARANTEED.

## *LILY WHITE GLOSS STARCH*




**Our New 6-lb. Tin is a Beauty**

Add a case to your next 10-box Order.

**The Brantford Starch Works,**
LIMITED,
**Brantford, Ont.**

# MARKETS AND MARKET NOTES

## ONTARIO MARKETS.

Toronto, December 18, 1902.

### GROCERIES.

THERE is a steady trade doing in wholesale groceries this week and jobbers are filling the last of their Christmas orders. The volume of business transacted in wholesale groceries this season has been satisfactory, but jobbers all fall have been hampered by the slowness of the railway companies in shipping forward goods from the various points of importation. There has been much delay, especially in getting fruits from California and from the ports on the Atlantic sea coast. Also in delivering goods to the retailer delays of three or four days have not been uncommon. The volume of trade is less than last week in almost every line, and is now of a sorting-up character. The only change to report is an advance of 5 per cent. in poultry. Sugars are steady and the demand for the season is moderate. The principal business is being done in nuts, raisins, figs and other classes of fancy goods suitable for the seasan. Indian and Ceylon teas are strong, but no quotable advances have been made in prices here, the trade being content with firmly maintaining values throughout the list. Young hysons are also high and low-priced teas of this description are not now to be had of first hands.

#### CANNED GOODS.

The retail trade generally have now become reconciled to the fact that higher prices have to be paid for tomatoes and canned vegetables of almost every description, and so buying has been more active in all lines, the principal sales being transacted on a basis of $1.60 to $1.85 for tomatoes; 90 to 95c. for peas, and 90c. up for corn. The available supplies of all these vegetables are small and should the present conditions continue the prices of these next summer, before the new crop comes in, will be much higher than usual for the time of the year. The prices of canned poultry have been advanced 5 per cent., and sardines are still scarce and firm, with hardly any obtainable. There has beeo a little movement from stock in fruit.

#### COFFEES.

Trade in coffee is still fairly active and quite a lot of the cheaper grades are moving out. The Brazilian markets are firm, but the New York market is dull and saggy. The European markets are also lower. We quote as follows: Green Rios, No. 7, 3¾c.; No. 6, 8c.; No. 5, 8¼c.; No. 4, 9c.; No. 3, 10 to 12c. per lb.

#### NUTS.

Retailers have been buying heavily in nuts in anticipation of a big Christmas trade. There is just now a rush to get orders off, as the crop this year has been late in coming in. The prices are steady throughout the list. We quote: Tarragona almonds, 12½ to 13c.; Grenoble walnuts, 13½ to 14c.; Marbot walnuts, 11½ to 12½c.; Bordeaux walnuts, 10½ to 11c.; Sicily filberts, 9 to 10c.; Brazil nuts, 14½ to 15c.; Italian chestnuts, 9½ to 10c.; peanuts, green, 7 to 10c. and roasted, 9 to 11c.; Pecan nuts, 15 to 16c. and shelled almonds, 30 to 32c. per lb.

#### RICE AND TAPIOCA.

The volume of trade transacted in rice on the local market keeps fair and the primary markets continue firm. Tapioca is firmer on the primary market. We quote: Rice, standard B, 3½c.; Patna, 4¾ to 5c.; Japan, 5½ to 6c.; Sago, 3¾ to 4c. and tapioca, 3¼ to 3¾c.

#### SPICES.

A fairly active tone dominates the local spice market and the movement from second hands to the retailers is principally in baking and pastry grades. Strong advices from the principal markets on pepper have had the effect of keeping stiff the prices here.

#### SYRUPS AND MOLASSES.

There is a fair call for the brighter grades of syrup. A few repeat orders are coming in for molasses.

#### SUGAR.

The local sugar market remains in the same inactive condition indicated in our

**See pages 43 and 44 for Toronto, Montreal, St. John and Halifax prices current.**

report of last week. Trade is light, and both buyers and sellers seem indifferent at the moment. The only feature worthy of note in the general situation is - the decline of 10c. in New York refined made on Monday, the 15th inst. This, however, was no real index of the situation, as refiners never realized the advantage of the previous week, which was merely nominal, and they caused it to be known that they were ready to book orders at the former prices. As we went to press we announced a shading in quotations of raw sugars of 1-16c., and the market remains steady on this basis, 3 15-16c. for 96 deg. centrifugals, duty paid, New York. With the prices established on the 4c. basis, there was considerable disposition to sell shown on the part of holders, especially of sugar at Cuban outports, where storage facilities are inadequate. The refiners having anticipated requirements three of four weeks ahead were indifferent buyers. Business on the lower basis was further facilitated by Europe coming in lower for beets. The market there has fluctuated between 8s. 3¾d. and 8s. 6d., and on the close quotations are 8s. 4½d. f.o.b. Hamburg, at which price the market is firm. The latest information from Mr. Licht estimates a further reduction of 110,000 tons in the growing crop of Europe, further reducing the outturn to 5,615,000 tons.

The grinding of the new Cuban sugar crop has now begun, but little, if any, new sugar will be available for shipment this month.

The receipts for the week at the four United States ports were 16,728 tons; the meltings, 34,000 tons, and the total stock in the four ports 165,439 tons, against 187,711 tons last week and 127,550 tons last year.

#### TEAS.

Buying in all grades of Ceylon and Indian blacks has been fairly active on the local market this week, and the holders, on the strength of firm advices from the primary markets, are strong in their views, and values have been fully maintained. The heavy sale of Indian and Ceylon greens continues, and the Chinese article is scarce, the cheaper grades of young hysons being now unobtainable at first hands. There is an active demand for Ceylon and Indian greens at from 14 to 19c. Indian greens of attractive style are in good demand, but there is no stock of those at 14c. Indian pekoes and orange pekoes at about 16c. would sell readily, but the stock is almost exhausted and good drawing teas are hard to procure. Those grades of Kangara teas, at from 18 to 20c., are scarce, and 22 to 36c. descriptions are luxuries, as they are in few hands. Some lots of ordinary Darjeelings, at from 18 to 20c. are offering, but goods of this class, at from 30 to 40c., are sparsely offered, there being none here and hardly any on the London market. Mail advices from London, England, state that there was a slight decline in the prices for all grades of Indian teas, the bidding lacking the same animation it recently had and competition being slack, but the firmness of holders continued and a large proportion was withdrawn from sale. The Ceylons offered sold without much alteration in price, but there was a tendency towards rather easier rates.

### FOREIGN DRIED FRUITS.

CURRANTS.—These are a shade easier on the primary market. The trade here is mostly in small lots. We quote: Fine Filiatras, 5½c. up; Patras, 6¼ to 6¾c.; Vostizzas, 7 to 8c. per lb.

VALENCIA RAISINS.—There is still a fairly good sorting-up demand for Valencia raisins. The prices are unchanged. We quote: Fine off-stalk, 7 to 8c.; selected, 8 to 9c. and selected layers, 9 to 10c. per lb.

SULTANA RAISINS.—There is not a heavy call for Sultana raisins. The prices are unchanged at 9 to 13c. per lb.

DATES.—There is a good demand for dates from stock for the holiday trade, but the bigger part of the heavy orders have been forwarded to their destinations. We quote: Hallowees, 4½ to 5c.; Sairs, 4 to 4½c. and Fards, 7½ to 8c. per lb.

PRUNES.—These are firm on the Coast and further advances are looked for. The volume of business on the local market has been heavy during the past week. We quote: 100-110s, 4 to 4½c.; 90-100s, 4¾ to 5½c.; 80-90s, 6 to 6½c.; 70-80s, 6½ to 7c.; 60-70s, 7 to 7½c.; 50-60s, 8 to 8½c.; 40-50s, 8½ to 10c. per lb.

FIGS.—The crop of Comadre figs is reported exhausted at first hands and prices are likely to go higher at once. There is a good local demand for all classes of

figs. We quote: Tapnets, 4c.; Naturals, 8c. and Elemes, 10 to 15c. per lb.

CALIFORNIAN SEEDED RAISINS.—These are still quite active and stocks of loose muscatels are becoming light. Quotations are as follows: 8½ to 9c. per lb. for 12-oz. packages and 10½ to 11c. for 1-lb. boxes of choice goods in packages. Californian loose muscatels are quoted as follows: 2-crown, 7½c.; 3-crown, 8c. and 4-crown, 9c. per lb.

CALIFORNIAN EVAPORATED FRUITS—Coast advices report a strong outlook on apricots and peaches. The local trade is fairly active. We quote: Apricots, 8 to 13c. and peaches, 8 to 12c. per lb.

### GREEN FRUITS.

There is now an active market for nearly all lines of green fruits. Oranges and lemons are selling freely, and of the former, Californian navels and Mexicans are in largest demand, with Mexicans a little in the lead. The navels are a little late in coming to maturity this year, consequently they have only been on the market in large quantities the last few days. They are of good quality, large, and of nice flavor. Californian lemons are selling well and so are Messinas. The export apple trade continues and although the English market might be higher, the sales made there are at a figure that is yielding a fairly satisfactory profit to the exporter. Our quotations are as follows: Californian navel oranges, $3.50 to $4 per box; Florida oranges, $3.50 to $3.75; Mexicans, $2.25 to $2.50; Jamaicas, $2.35 to $3 in boxes and $5.50 in bbls.; Valencia oranges, $4.50 to $6.75 per box, according to sizes; Tangerines, $4.50 per half-strap; pineapples, $4 to $4.50 per crate; grape fruit, $3.50 to $4 per box; Malaga grapes, $5.50 to $7 per bbl.; winter apples, $2.25 to $3 per bbl.; fancy Jersey cranberries, $10.50 per bbl.; Cape Cod, $9.50 per bbl.; Nova-Scotian, $7.50 per bbl.; sweet potatoes, $4.50 per bbl.; bananas, $1.25 to $1.75 per bunch for ordinary, and $2.25 to $2.50 for large bunches; Californian lemons, $4.25 to $4.50 per case; Messina, $3.25 to $3.50 per box; cucumbers, $1.75 to $2.50 per box; Californian tomatoes, $2.50 per basket carrier.

### VEGETABLES.

A moderately active market is reported in nearly all lines of vegetables, with the prices about the same all round. Potatoes are scarce and high. Prices are as follows: Lettuce, 30 to 40c. per doz.; mint and parsley, 15 to 20c.; cabbage, 30 to 50c. per dozen and $1 per barrel; pickling cabbage, 25 to 50c. per doz.; carrots, 40 to 50c. per bag; beets, 40 to 50c. per bag; potatoes, $1 to $1.25 per bag; celery, 50 to 75c. per dozen; squashes, $1 to $1.50 per dozen; pumpkins, 50c. per dozen; artichokes, 50c. per bushel; spinach, 40c.; parsnips, 40 to 50c. per bag; vegetable marrow, 30 to 50c. per doz.; celery, Californian, $4.50 per crate; ditto, cauliflower, $3.75.

### COUNTRY PRODUCE.

EGGS.—Few strictly new-laid eggs are offering and those coming in would bring fancy prices. One lot was sold last week, in a retail way, at 40 to 50c. per dozen. There is a good demand for limed and cold stored. We quote: Strictly new laid, 26 to 30c.; fresh, 19 to 20c.; limed, 18c. and cold stored, 16 to 19c.

BEANS.—The offerings are small and jobbers are inclined to buy only for their immediate wants. We quote: Handpicked, $2 and prime, $1.75 per bushel.

DRIED AND EVAPORATED APPLES.—Hardly any dried and evaporated apples are offering, and the demand is light. We quote: Evaporated, 6½ to 7½c. and dried, 4 to 4½c. per lb.

HONEY.—There is a fair demand for honey. We quote: Extracted clover, 8 to 8½c. in large quantities; in glass jars, small sizes, 95c. to $1.85 per doz; combs, $1.50 to $2 per doz.

POTATOES.—These are scarce and in good demand. The farmers do not seem to be desirous of selling the potatoes at present and seem to expect higher prices. A few carlots offered this week brought $1 per bag.

### BUTTER AND CHEESE.

BUTTER.—Choice dairy butter is coming in slowly. The demand for the good product is heavy and the prices are firm. The surplus stock of dairy which had been accumulating all summer has been gotten rid of and the market at present is in a healthy condition. The demand for creamery is good and the market is strong. We quote: Dairy, 1-lb. prints, 18 to 19c.; large rolls, 16 to 18c.; tubs, 16 to 17c.; inferior tubs, 14 to 15c.; creamery prints, 23 to 24c. and creamery solids, 22 to 23c. per lb.

CHEESE.—The market for cheese, both in this country, the United States and Great Britain, is strong. In New York the prices have advanced to 13¾c., an appreciation of ¼c. since last week. The price in Great Britain is 62s., as reported by a private cable this week. This is equal to a parity of about 13c. at Canadian shipping points. The local prices are 13 to 13¼c. for the finest qualities, according to quantity.

### POULTRY AND GAME.

DRESSED POULTRY.—The arrivals of poultry this week have been light and prices are firmer. The demand is brisk. We quote: Turkeys, 11 to 12½c.; geese, 7 to 8c.; ducks, 8 to 10c. per lb., or 60c. to $1 per pair; old chickens, 35 to 40c. and young, 40 to 75c. per pair.

LIVE POULTRY.—There have been light receipts of live poultry this week and the prices are therefore up a little. We quote: Turkeys, 8 to 9c.; geese, 5 to 6c.; ducks, 7c. to 8c.; chickens, young, 7c. to 8c. and old, 5 to 6c. per lb.

GAME.—There has been quite a holiday demand for game and the stocks are getting light. Our quotations are as follows: Teal, 20c. per pair; pin tails, 30 to 35c.; black ducks, 70 to 75c.; butterballs, 30 to 35c.; red heads, 60c. to 65c. and blue bills, 20 to 30c.

### FISH.

There is an active market for all lines of frozen fish. Fresh herring are nearly all out of the market. In sympathy with the 10c. advance in Baltimore oysters, the prices here have been put up 10c. per gallon. Smoked and prepared fish are moving out freely. We quote: Frozen fish, trout, 7 to 7½c.; perch, 4 to 5c.; pike, 6c.; British-Columbian salmon, 15 to 20c.; whitefish, 7 to 7½c.; mackerel, 15 to 20c.; rock bass, 4c.; halibut, 15c.; blue pike, 4c.; live lobsters, 25c. per lb.; oysters, $1.05 to $4.80 in small pails and $6.75 to $7.50 for large; smoked ciscoes, $1.25 per basket; Digby herring, 75c. per bundle; finnan haddies, 7 to 8c. in 15-lb. boxes; codfish, $4.50 for 25-lb. boxes and $1.80 for 2 doz. box; quail on toast, 5½c. in boxes; boneless cod, 4½c per lb.; ciscoes, $1.25 per basket; kippered herring, $4 per case of 4 doz. tins; Labrador herring, in half-barrels, $3 and lake herring, $4; salt sea salmon, $8 to $10 per 100 lb.; salt sea mackerel, $2; lake herring, $4; frozen sea herring, $2.25 per 100; bloaters, Yarmouth, $1.25 to $1.50 per box.

### GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.—The offerings have been large and the prices are easier. Buying has been active, and our quotations are as follows: Red wheat, 72c.; white wheat, 72c.; barley, 40 to 45c.; oats, 34c.; peas, 76c.; buckwheat, 52c.; rye, 50c. per bushel on track, Toronto.

FLOUR.—The prices of flour are steady with a good demand. The buying is principally in small lots. Quotations are: Ontario patents, in bags, $3.35 to $3.65; Hungarian patents, $4.10 to $4.20; Manitoba bakers', $3.75 to $3.90; straight roller, $3.40 to $3.50 per bbl.

BREAKFAST FOODS.—There is a good demand for all the standard brands of breakfast foods. The prices are steady. We quote: Oatmeal, atandard and granulated, in carlots on track, $4.30; standard rolled oats, in carlots, $4.10 per barrel in bags; in wood, 15c. extra, and for broken lots, 25c. per bbl. extra; rolled wheat, $2.25 per 100 lb. bbl.; cornmeal, $4; split peas, $4.75; pot barley, $4, in bags; in wood, 15c. extra; Swiss food, per case, $2.88.

### HIDES, SKINS AND WOOL.

HIDES.—These are weak without any quotable change, owing to a decline on the Chicago market. The offerings are heavy, of poor quality, and are not in good demand. We quote: No. 1 green, 8c.; No. 2 green, 7c.; No. 1 green,steers, 8½c.; No. 2 green, steers, 7½c.; cured, 8½ to 9c. per lb.

CALF SKINS.—These are selling freely. Our quotations are as follows: Veal skins, 6 to 14 lb. inclusive, No. 1, 10c.; No. 2, 8c.; do, 15 to 20 lb. inclusive, No. 1, 9c.; No. 2, 7c.; deacons (dairies), 60 to 70c. each.

WOOL.—There is an active demand for wool, owing to strong Old Country markets, and prices here are up 1c. per lb. We quote: Unwashed, 8 to 8½c.; fleece, 15c.; pulled wools, super, 15 to 16c. and extra, 19 to 20c.

SHEEPSKINS.—These are in good demand at 75c. each.

TALLOW.—The offerings are large and the prices are weak. Jobbers are buying at 6 to 6¼c. and selling at 6½ to 6¾c.

### SEEDS.

The seed market is quiet. The offerings are limited and the demand is small, and no improvement in the deliveries is looked for until the new year. At outside points $6.25 to $6.75 is paid for red clover and $5.75 to $6.75 for alsike. There is practically no timothy offering, and prices are nominal at $1.50 to $1.85 per bushel.

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MARKET NOTES.

Oysters have advanced 10c. per gallon.

Canned poultry have advanced 5 per cent.

There is a firmer feeling in poultry this week.

The stocks of Valencia raisins in London are small.

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Malaga table raisins are being sold by H. P. Eckardt & Co. at interesting prices.

**W. HARRIS & CO.**
Manufacturers and Importers of
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FRUIT, PRODUCE AND COMMISSION MERCHANTS.
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**Holiday Fruits**
**ORANGES** ALL KINDS at Right Prices.
Let us have your
CHRISTMAS ORDER
for all Fruits, Nuts, etc.
at our Price Lists.
CLEMES BROS.,
TORONTO.

## QUEBEC MARKETS.

Montreal, December 18, 1902.

### GROCERIES.

THE demand for holiday goods this year has been eminently satisfactory, all houses reporting an excellent trade. During the first of the week warm weather enabled jobbers to ship perishable goods by freight, and they were looking for a whole week of mild weather to allow of their making all their shipments of such goods. Among the price changes this week are canned peas, which are 5c. higher for the lower grades. Sisal ropes are ½c. lower, being now quoted at 12 to 13½c., according to size. The scarcity of sardines is very marked. The catch was a failure both on the French and Portuguese coasts. Shads are also scarce. On the local market western brands of baked beans are in short supply at present; this is due to the lateness of the season in canned vegetables and the extra work required of the canneries, which left them but little time to provide for the demand for baked beans. Salt has advanced in price, as it is now necessary to store it instead of leaving it on the wharves. The present price is 52 to 55c.

#### SUGAR.

On the 9th inst., refined sugars on the New York market were advanced 10c., and in expectation of a similar advance, buyers placed good orders with Montreal jobbers. But no advance was made on the local market, and in New York on the 15th inst., the price was reduced again to the former figure, no business having been done at the advance. Locally, there is no quotable change. Montreal refiners have withdrawn their No. 2 grade of granulated sugar from the market. Granulated sugar is now worth $3.80 and yellows, $3.15 up to $3.75.

#### TEAS.

A very good demand is reported on the local market for dusts, siftings and fannings; these are somewhat scarce at present and the prices are firm. The Indian market is now closed and prices are in consequence a little higher. The Ceylon market has followed this advance. There is a good demand for Ceylons. Although there were 4,500,000 lb. more exported from Ceylon this year than last, yet the consumption, from one cause or another, has also increased, and to such an extent that there has not been left the same quantity as last year in holders' hands. Japan low-grades are in fair demand, but there is not a great deal on the market; in fact, it is reported that two or three houses have sold all their stocks. Gunpowder teas, in some cheap grades, have arrived in small quantities on this market, and are offered at 15c. per lb.

#### SYRUPS AND MOLASSES.

The demand for Barbados molasses is still unsatisfactory and business is by no means as brisk as was expected by most jobbers. This is said to be due to a Halifax concern which is offering some cheap stuff which is called Barbados molasses, and which it is supposed the trade have been buying. The price of Barbados is now 23 to 24c.; New Orleans, 16 to 17c.; Antigua, 24c.; Porto Rico, 38c. In corn syrups there is little doing. We quote: In bbls., 3c.; in ½-bbls., 3½c.; in ¼-bbls., 3¾c.; in 38½-lb. pails, $1.40 and in 25-lb. pails, $1.10.

#### SPICES.

Prices on spice have undergone no change, though the market, both locally

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**WINNIPEG, MAN.**

and in New York, retains all its firmness. Quotations are as follows: Nutmegs, 35 to 55c. per lb., as to size; penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 22c., according to grade; white, 25 to 27c.; ginger, whole Cochin, 15 to 17c.; Japan, 13 to 14c.; Jamaica, 16 to 20c.; Afghan, 12 to 13c.; ground Japan, 15c.; Cochin, 16 to 17c.; Jamaica, 20 to 22c.; and Afghan, 13 to 14c.

RICE AND TAPIOCA.

There is no change whatever on this market, which is steady under a fairly active demand. We quote: B rice, in bags, $3.02½; in half-bags, $3.07½; in quarter-bags, $3.12½; in pockets, $3.17½. In ten-bag lots an allowance of 10c. is made. CC rice, $2.92½, in bags; $2.97½ in half-bags; $3.02½ in quarter-bags and $3.07½ in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4 to 5c. per lb. and tapioca, 3½c.

CANNED GOODS.

The market is still very firm all round, though, except in peas, no actual change in prices has been made. The lowest price obtainable from jobbers now in peas is 95c., an advance of 5c. over the previous week. We quote: Tomatoes, $1.60 to $1.75; corn, 95c.; peas, 95c. to $1.20; string beans, 87½c. to 90c.; strawberries, $1.45 to $1.60; blueberries, $1.25; raspberries, $1.45 to $1.60; gooseberries, $1.45 to $1.60; pears, 2s, $1.60 to $1.70; 3s, $2.10 to $2.15; peaches, 2s, $1.65 to $1.70; 3s, $2.50 to $2.75; 3-lb. apples, 85 to 90c.; gallon apples, $2.10 to $2.20; 2-lb. sliced pineapples, $2.20 to $2.30; grated pineapples, $2.50; pumpkins, $1 per dozen; spinach, $1.50; sugar beets, 95c. to $1; salmon, pink, 92 to 95c.; spring, $1.25; Rivers Inlet red sockeye, $1.30; Fraser River red sockeye, $1.40.

### FOREIGN DRIED FRUITS.

CURRANTS.—The demand for Christmas trade has been good, and there is still a fair movement. Prices are: Fine Filiatras, 3¾c. in cases; cleaned, 5⅝c.; in 1-lb. cartons, 6¼c. and finest Vostizzas, 6¼ to 7c. per lb.

SULTANA RAISINS.—The market is active. Prices range from 9 to 12c., the latter price for 1-lb. packages.

VALENCIA RAISINS.—The market is firm under an active demand. We quote: Finest off-stalk, 7 to 7½c.; selected, 7½c. to 8c. and layers, 8 to 8½c. per lb.

FIGS.—There is no change. Comadres are quoted at $1.20 per tapnet and Eleme figs at 10½ to 20c. per lb.

DATES.—The selling price is 4c., which is very cheap, as at present it would cost more than that to import them.

MALAGA RAISINS.—There is a great scarcity in these. "Royal Buckingham Clusters" are pretty well exhausted. There are practically no boxes and but very few ¼-lb. boxes. The latter sell at $1.15. We quote as follows: London layers, $1.75 to $1.90; "Connoisseur Clusters," $2.15 to $2.50; "Royal Buckingham Clusters," quarter-boxes, $1.15; "Excelsior Windsor Clusters," $4.50 to $4.60; ¼s, $1.30 to $1.40.

CALIFORNIAN RAISINS.—Prices are steady. There is a good demand. Prices follow: Loose muscatels, 7¾ to 8c.; seeded, in 1-lb. packages, 9¼ to 10c.; in 12-oz. packages, 7½c. per lb.

PRUNES.—There are no more 70-80s in Oregon prunes; 60-70s are now on the market at 6¼c. There is a good trade doing, and our quotations are still as follows: 8½c. for 40-50s; 8c. for 50-60s; 7¾c. for 60-70s; 7½c. for 70-80s; 6¾c. for 80-90s; 6½c. for 90-100s. Oregon prunes (Italian style) are quoted as follows: 40-50s, 7½c.; 50-60s, 7 to 7½c.; 60-70s, 6¼c.; 90-100s, 4½ to 4¾c. per lb.

NUTS.

Shelled almonds, 28 lb. to the box, are offered this week at 28c. Otherwise there has been no change in prices. A good holiday demand is experienced, and our quotations are as follows: Walnuts, 12½ to 13c.; Tarragona almonds, 12 to 13c.; shelled walnuts, 26 to 27c. and shelled almonds, 28c.; filberts, 9½c.; Pecans, 15c.; Brazil nuts, 14½ to 15½c.; peanuts, roasted, 7½ to 11c. per lb., according to the brand.

### GREEN FRUITS.

The movement in all fancy Christmas goods for the holiday trade is brisk. Valencia oranges have advanced about 75c. Bananas, Jamaica fruit, are 25c. higher. Spanish onions are 25c. per case lower. Holly and evergreen, for store decoration, are now selling rapidly, the former at $5 per large case and the latter at $2.25 in bales of about 200 yards. We quote: Jamaica oranges, $2.75 per box and $4.50 to $5 per bbl.; Californian navels, $4 per box; Valencias, 714's, $5.25 per box and 420's, $4.50, and Messina lemons, $4.00 per box; cocoanuts, $3.50 per bag of 100; bananas, $2 per bunch; Cantoes, $1.15 to $1.30 per bbl.; pears, $3.25 and limes, $1.50 per box; Canadian apples, in bbls., $3.50 to $4.50 and baskets, 20 to 30c.; Spanish onions, 65c. per crate and $2 per case; sweet potatoes, $5 per bbl.; Malaga grapes, $5.50 to $7 per keg; cranberries, $9.25 to $11 and red onions, $2 per bbl.; chestnuts, 9 to 10c. per lb.; pineapples, 25 to the case, $5; Almeria grapes, fancy heavy weights, $7 per keg; choice heavy weights, $6.50 per keg; ordinary, $5.50 per keg; Californian celery, $5.50 per case; grape fruit, $3.75 to $4.50.

### FISH.

There has been no marked change in the fish market this week. Green cod is reported somewhat easier and round lots have sold at $5.25 to $5.50 for No. 1. There is some scarcity at the moment in fresh haddock, and the price is firm, but unchanged. Our quotations are now as follows: Haddies, 6 to 7c.; smoked herring, 15c. per box; fresh haddock and cod, 3½c. per lb.; dore, 6 to 6½c.; pike, 5c. halibut, 9c.; salmon, 9c.; No. 1 herring, Nova-Scotian, $5.50 per bbl. and $3 per half bbl.; No. 1 Holland herring, $6.50 per half bbl.; No. 1 Scotch herring, $6.50 per half bbl. and 95c. per keg; Holland herring, 70 to 80c. per keg; No. 1 green codfish $6.00 and mackerel, $20.00 per barrel; boneless cod, 1 and 2-lb. blocks, 6c. per lb.; loose boneless cod, 5c. per lb. in 40-lb. boxes; dried codfish, $4 to $4.50 per 100-lb. bundle; British-Columbian salmon, $12.50 per barrel; standard bulk oysters, $1.40 per gallon; Marshall's kippered herring, $1.45 per dozen; Canadian kippered, $1.00 per doz.; Canadian ¼ sardines, $3.50 to $3.75 per 100; canned Cove Oysters, No. 1 size, $1.30 per doz.; canned Cove oysters, No. 2 size, $2.20 per doz.; Malpeque shell oysters, $6 to $7.50 per bbl.

### BUTTER AND CHEESE.

BUTTER.—There has been no improvement in the condition of the butter market, which is still firm with a tendency to higher prices. Dairy has sold this week at an advance of 1½c., the ruling price being now 18c. Finest fresh creamery is quoted at 23c. on this market.

CHEESE.—There is not much change to report this week. The price quoted is slightly higher, but the market has not advanced with as great strides as a couple of weeks ago. The market is quiet, almost no new business being done. The range in prices is from 12⅛ to 12⅜c. per lb.

### COUNTRY PRODUCE.

EGGS.—The market for eggs is still firm, though no actual change in prices has been made. Choice fresh stock is reported scarce and sales were made as high as 28 and 30c. per dozen. Our quotations are as follows: Selected, 25c.; candled stock, 19½ to 20c.; Montreal limed, 18c. in a jobbing way; straight receipts, 18½ to 19c.; Montreal limed, 17½c.; cold storage stock, 17½c. and western limed, 16½ to 17c. per doz.

POULTRY.—Prices have been stiffening during the week and choice turkeys, of which offerings are limited, have advanced 1½c., while ordinary are also higher. There is an active inquiry for turkeys, but considerable difficulty is experienced in obtaining supplies and it is thought that further advances will be made. We quote: Choice turkeys, 13½ to 14c.; ordinary, 12½ to 13c.; choice chickens, 10½ to 11c.; ordinary, 8 to 10c.; ducks, 10 to 12c.; geese, 7 to 9c. per lb.

POTATOES.—The market is firm and a good business is doing. In carlots, choice stock is quoted at 75 to 80c. and ordinary at 68 to 72c. per bag; in small lots, 95c.

HONEY.—Business is still quiet. Prices are as follows: White clover, in comb, 11 to 11½c. and white strained, 8 to 8½c. per lb.

BEANS.—There is nothing new to report on this market, which is quiet at $2 per bushel for primes, in carlots, and $2.05 to $2.10 in small lots.

MAPLE PRODUCTS.—The movement in maple products is slow. Quotations are as follows: Syrup, in large tins, 70 to 80c.; small tins, 50 to 60c.; in wood, 5 to 5½c. per lb. Sugar, 8½ to 10c. per lb.

ASHES.—No improvement is reported on this market, which is quiet. Prices are as follows: First pots, $4.35 to $4.40; seconds, $3.60 and pearls, $6.25 per 100 lb.

### FLOUR AND GRAIN.

GRAIN.—Oats have eased off some during the week, but their present position is steadier, though only a small amount of business is being done. Buckwheat is 1c. higher and peas about ½c. higher. We quote: Rye, 55½c.; peas, 73½c.; corn, 67c.; buckwheat, 52c.; feed barley, 41c.; oats, 35½ to 36c. ex-store.

FLOUR.—There has been no change in prices. A fair trade is doing. We quote: Choice Manitoba spring wheat patents, $4.20; seconds, $3.90; strong bakers', $3.50; straight rollers, $3.60 to $3.75; winter wheat patents, $3.75 to $4.

FEED.—The tone of the market continues firm at unchanged prices. A fairly good trade is doing. Quotations are as follows: Manitoba bran, $18.00, and shorts, $20; Ontario bran, $17 to $18, shorts, $19 to $20; mouillie, $23 to $30, according to quality.

OATMEAL.—The market is still quiet. No quotable changes are reported, and in small lots the price is $4.60 per barrel and $2.25 per bag; in carlots, $4.30 per barrel and $2 to $2.05 per bag.

BALED HAY.—Business continues active on this market, which, however, is steady at former prices. We quote: No. 1 timothy, $9 to $10; No. 2, $8 to $8.75, and clover, $6.50 to $7 per ton in carlots.

### RAW FURS.

The market for foxes is somewhat better this week and one firm has advanced

# TALBOT FRERES FRENCH TABLE DELICACIES

| | | |
|---|---|---|
| No. 6 | Anchovies in Salt, ½ pint bottles, cases 1 doz. | $ 4.50 |
| No. 17 | Anchovies in Oil, ⅔ long bottles, cases 1 doz. | 3.75 |
| No. 44 | Asparagus Tips, cases 100 tins | 19.00 |
| No. 48 | Artichoke Bottoms, cases 100 tins | 26.00 |
| No. 52 | Lima Beans (Flageolets Fins), cases 100 tins | 13.00 |
| | String Beans (Haricots verts), cases 100 tins. | |
| No. 55 | Extra Fins | 14.50 |
| No. 57 | Fins | 13.00 |
| No. 58 | Moyens | 12.00 |
| | RED CHERRIES in Maraschino. | |
| No. 169 | Cases 12 bottles | 7.50 |
| No. 170 | Cases 12 ½ bottles | 4.50 |
| | Mixed Vegetables (Macedoines), cases 100 tins. | |
| No. 181 | ler Choiz | 11.00 |
| | MUSHROOMS, cases 100 tins. | |
| No. 185 | ler Choix | 18.00 |
| No. 186 | Choix | 16.00 |
| No. 187 | Hotel | 14.00 |
| | French Mustard, assorted flavors, cases 2 doz. | |
| No. 201 | Barrel shape bottles, per doz. | 1.55 |
| No. 202 | Barrel shape ½ bottles, per doz. | 1.15 |
| | OLIVE OIL, extra surfine, cases 1 doz. | |
| No. 204 | 1 litre cracked glass bottles | 8.00 |
| | OLIVE OIL, surfine, pomponelle bottles. | |
| No. 234 | 16-oz., cases 1 doz., per doz. | 5.00 |
| No. 235 | 8-oz., cases 2 doz., per doz. | 3.00 |
| No. 236 | 4-oz., cases 2 doz., per doz. | 2.00 |
| | OLIVE OIL, surfine, in tins. | |
| No. 240 | ½-gallon cans, cases 12 cans, per can. | 1.00 |
| No. 241 | 1 gallon cans, cases 6 cans, per can. | 2.00 |
| | Pates Foie Gras Truffes. | |
| No. 341 | ⅛ tins, cases 1 doz. | 5.25 |
| No. 342 | ¼ tins, cases 1 doz. | 9.00 |
| | QUEEN PITTED OLIVES. | |
| No. 331 | ½-pint ribbed bottles, cases 1 doz. | $ 5.00 |
| | Stuffed Olives. | |
| No. 337 | Oval ring bottles, cases 1 doz | 3.75 |
| | FRENCH PEAS, cases 100 tins. | |
| No. 356 | Extra Fins. | 14.00 |
| No. 362 | Fins. | 12.00 |
| No. 368 | Mi-Fins | 10.50 |
| No. 401 | Spinachs, cases 100 tins | 13.00 |
| No. 422 | Brushed Truffles, ⅛-tins, cases 1 doz. | 4.20 |
| | CHOICE QUEEN OLIVES. | |
| No. 455 | 36-oz. bottles, cases 1 doz. | 7.00 |
| No. 456 | 20-oz. bottles, cases 1 doz. | 5.00 |
| No. 457 | 10-oz. bottles, cases 2 doz., per doz. | 2.90 |
| No. 475 | BIJOU OLIVES, for Fancy Drinks, cases 1 doz | 4.80 |

**HUDON, HEBERT & CIE,** Importing Wholesale Grocers and Wine Merchants, **MONTREAL.**

**ONE OF THE MOST LIBERALLY MANAGED FIRMS IN CANADA.**

1842 1902

We wish all
our Customers and Friends
a Merry Xmas
and a very
Happy and Prosperous
New Year.

L. CHAPUT, FILS & CO.,

Wholesale Grocers,
Importers Teas, Wines and Liquors,

MONTREAL.

# "GLOBE" METAL POLISH




## INSIST ON HAVING IT

Write for a supply of show cards and advertising novelties.

**RAIMES & CO., 164 Duane St., NEW YORK.**

# PURE CREAM TARTAR

# Gillett's

Positively and absolutely the **purest**

**CREAM TARTAR** on the market.

**Put up in**

| | | |
|---|---|---|
| ¼-lb. Paper Pkgs., | ½-lb. Cans, | 10-lb. Boxes. |
| ½-lb. " " | 1-lb. " | 25-lb. Pails. |
| 1-lb. " " | 5-lb. " | 100-lb. Kegs. |
| | | 360-lb. Barrels. |

**Order from your Jobber.**

## E. W. GILLETT COMPANY LIMITED

London, Eng. **TORONTO, ONT.** Chicago, Ill.

OUR CUSTOMERS SAY

# Thistle Brand



# CANNED GOODS

**Are the Best in Canada.**

It looks as though they are right, for our season's pack is sold to them. If your wholesaler hasn't any on hand let us know, for we may be able to put you on the track of these "best" canned fruits and vegetables.

## BRIGHTON CANNING CO.,

BRIGHTON.




**A TRADE WINNER**

**AND**

**A TRADE RETAINER**

# Bovril

**"THE PERFECT FLUID BEEF"**

has attained its present high position in public favor on account of its unequalled nutritious properties and palatable flavour. It is prepared under the supervision of eminent analysts, so that the quality never varies, thus insuring satisfaction to your customers at all times, and so contributing to

## INCREASED BUSINESS.

# Raisins Apricots Prunes Peaches

We expect a car to arrive nearly any day.

THE WHOLESALE TRADE ONLY.

**S. H. EWING & SONS**

96 KING ST., MONTREAL.

Toronto Branch, 87 YORK ST.

TELEPHONE MAIN 204.

Telephone Bell Main 65
" Merchants 522.

Telephone orders receive prompt attention.


keen to sell. Tomatoes, $3.50; corn, $2.10; peas, $2.

CANNED FRUITS.—Gallon apples have arrived and are quoted at $1.35 to $1.40 per doz. Other canned fruits are in normal demand and without change of prices.

DRIED AND EVAPORATED FRUITS.—The trade in raisins and currants is heavy as is usual at this season. There has been great difficulty in supplying orders for seeded raisins, owing to the slowness of delivery by the railways. Fine off-stalk, $2.25 to $2.30; layer raisins, $2.50 to $2.55; Sultana, 9¾c.; choice table fruit, in 22-lb. boxes, $1.70 to $2.75, according to quality and brand; muscatels, 7½ to 8½c.; seeded muscatels, 9½ to 10c. Currants, 4¾ to 5½c., and 1c. additional for cleaned fruit.

CANDIED PEEL.—Lemon, 9c.; orange, 9½c.; citron, 12½c.; cut and mixed peels, in 1-lb. drums, $1.80 per dozen.

GREEN FRUITS.—The Christmas trade promises to be a heavy one. Stocks in the city are large and well assorted, and jobbing houses are busy getting orders on the heated cars. Prices are without change. We quote: Oranges, navels, $5.50 to $6; seedlings, $4; Mexicans, $5; Tokay grapes, $3 per case; Malagas, $8 per keg; lemons, $6 per case; cranberries, $10 to $11 per barrel; bananas, $3 to $3.50 per bunch.

HONEY.—There is a fair demand for both comb and strained. Strained honey, in 1-lb. glass jars, $4.50 per case and $2.40 for comb.

SUGAR.—Granulated, $4.45; light yellows, $3.85. Lump sugar, $5 and icing sugar, $4.75 to $4.80.

FLOUR.—There is a very active domestic trade, but prices seem to stick at the same dead level of $2 base for best Hungarian patent.

ROLLED OATS.—Very good market and prices are unchanged at $1.75 for the 80-lb. sack. There is a good demand also for all classes of package breakfast foods, of which there would seem to be a new one daily. We quote: Buckwheat flour, in packets, per doz., $1.50; buckwheat flour, per sack, $3.25; ditto, per half-sack, $1.65; rolled wheat, per sack of 80-lb., $2.25; wheat granules, per sack of six 10-lb. bags, $2; granulated oatmeal, per 100 lb., $2.80; standard oatmeal, per 100 lb., $2.80; cornmeal, sacks, per 100 lb., $1.80; ditto, half-sacks, 92c.; white beans, choice, per bushel, $2.40; split peas, per sack, $2.70; whole peas, per lb., 2¼c.; pearl barley, Ontario, per sack, $3.30; pot barley, Ontario, per sack, $2.20.

## NOVA SCOTIA MARKETS.

Halifax, December 15, 1902.

THE wholesale grocery trade has been very active during the past week in all lines of seasonable goods, including dried and green fruits, fancy biscuits, confections, and various other holiday goods. There has also been a fair trade in other general lines. The week compares very favorably with the corresponding season last year, in which trade was exceptionally good. The retail trade has also been more than an average one. Money seems to be plentiful and those who have it are free to spend it. Even among the workpeople this condition prevails. Work has been plentiful and at the holiday season they will spend largely, even if they run the risk of being close-hauled before the rush of spring work sets in.

* * *

Sugar is still firm. Though there was lately a decline of 10c. at Montreal, and about the same time an advance of a like amount in New York, the price here remained steady, as it was considered that the changes were only the result of local conditions, and a reversion to the old figure might take place at any time. It has been before noted, with reference to Halifax merchants, that with uncertain and unexplained fluctuations in the market, they are rather conservative and only advance or decline their prices when a real necessity compels the same. No doubt this tends to the stability and greater regularity of business.

* * *

Country produce has not been coming in so well during the last week as in former years, but there will probably be considerable come in this week. Turkeys have been quoted (wholesale) at 13c., but that article is scarce and they will be up to 15c. before Christmas. One dealer has contracted for a large quantity in P. E. Island, and this is the figure he expects to place on it. Good creamery butter is very scarce and many families are having to use a grade lower. Butter prices are firm with an advancing tendency. Eggs are exceptionally scarce since the cold weather came on, and best fresh are retailing at 40c. per dozen.

* * *

Since the weather changed and brought good roads throughout the country and


There is no better trade-winner than a good article - Sell your customers

Blue Ribbon Ceylon Tea

address orders to 12 Front St. East - Toronto and they will receive prompt attention

a chance for the farmers to get their hay off the marshes, considerable of that article has changed hands at prices ranging close to $10. Much is being held in the hope of higher prices. Since the close of navigation from the outports in P. E. Island, there has been a firmer feeling in oats, as the expense will be much greater in transportation by steamer and rail than by schooners and other craft. The steamer Shelly cleared from Charlottetown last week for Finland with a cargo of 136,000 bushels of oats. It is stated that these oats have been ordered by the Russian Government for seed purposes.

* * *

There is no change in the Southern fish markets, and trade is dull here. Prices have further declined in Newfoundland.

R. C. H.

## OTTAWA TRADE GOSSIP.

THE past week has been a busy one with retailers. Farm produce is scarce. Good butter, poultry of all kinds, and potatoes command good prices. The sugar market is firm. Canneh goods are selling well for this season of the year. Retailers say their customers are buying in quantities for fear of having to pay higher prices. An advance of ½ to 1c. per lb. has taken place on Californian raisins.

### EUCHRE AND SMOKING PARTY..

The Ottawa Retail Grocers' Association held a Euchre and Smoker in Booth's Hall on the 9th inst., which proved to be a great success. Those who attended last year's party pronounced this one the best. About 130 grocers and their friends among the wholesale trade, together with outside travellers who happened to be in the city, were present.

A committee of the Association met each one as he came in and introduced him to one another until about 9 p.m., when the game started. Ten games were played, which resulted in six tieing for first place and four for the "Booby." The final saw off for first place was won by Mr. J. O'Neill, who received a beautiful briar pipe, donated by Provost & Allard. The "Booby" prize was captured by Mr. Rae, of The "Blue Ribbon" Tea Company, of Toronto. Mr. Geo. Atkinson captured the prize of a case of "Bee" starch, offered by Snowdon-Forbes, of Montreal, to the grocer securing the highest number of games.

Refreshments were then served and were partaken of heartily. After the inner man was well satisfied, the following programme was carried out:

Dance—"Irish Jig"—Master Bazil Bambrick.
Song—Stuart de la Ronde.
Recitation—John E. Cox.
Song—F. F. Meyer.
Instrumental—Arial Bros.
Song—F. Durocher.
Speech—President Provost.

An orchestra dispensed music during the game so that at no time during the evening was it unpleasant for those who did not play.

There were present, besides the retail grocers of the city: Mr. Snowdon, of Snowdon-Forbes, Montreal; Mr. Rae, of The "Blue Ribbon" Tea Co., Toronto; Mr. Fred. Mitchell, of E. W. Gillett, Toronto; Mr. A. Provost, of Provost & Allard; Mr. Gerald Fitzgerald, and Mr. Hy. Higgert, of H. N. Bate & Sons, and Messrs. J. E. Cox, W. Austin, and C. Booth, of J. G. Whyte & Sons.

Inquiries are being made in Ottawa for the brushes belonging to fruit-cleaners. Some grocers here would be glad to see addresses in next week's "Grocer."

H. C. E.


# A Holiday Suggestion!

**Make a good display of**

## Clark's Meats and Specialties

**and you'll be surprised at the way they sell.**

## 55 VARIETIES.

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**EPPS'S** GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. **COCOA**

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**MINCE MEAT.**

Everybody is talking Mince Meat these days, and they all tell you theirs is the best.

We don't talk much, but we get there just the same, as others do the talking for us.

**Capstan Mince Meat once sold is always sold.**

In Packages or in Bulk, from 7-lb. pail to 600-lb. barrel.

CAPSTAN MFG. CO., Toronto.

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**NEW GOODS JUST ARRIVED.**

Fancy Cape Cod Cranberries
Fancy Malaga Grapes
Fancy Jamaica Oranges
PRICES RIGHT.

**HUGH WALKER & SON,** Direct Importers, **GUELPH, ONT.**

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**We want 100,000 Live Chickens annually for our export trade**

We will pay the highest possible market price for really prime well-fed birds

Correspond with
**SCOTT, ASHTON & COMPANY,** MORRISBURG, ONTARIO.

---

**GRIMBLE'S** English Malt
Six GOLD Medals **VINEGAR**
*GRIMBLE & CO., Limited, London, N.W., Eng.*

# CHAT

CANADIAN railroads have followed the American lines and advanced freight rates. An increase of 2 per cent. on flour took effect after December 17.

A. Payner & Co., general merchants, Montreal, have assigned.

Clark & Co.'s flax mill at St. Marys, Ont., was destroyed by fire.

The Ottawa Milling Co. is about to increase its capital stock to $50,000.

The statistics for the past month show a marked increase in Vancouver trade.

E. B. Morgan, for some years Government cattle inspector, Montreal, is dead.

McElroy & Sons, general merchants, Richmond, Ont., have sold out to Lewis Bros.

It is said that Thomas Lipton will open a distributing centre for his Canadian tea trade at Victoria, B.C.

There is an unusual scarcity in turkeys this season. The cold and damp hindered the hatching a great deal this year.

King Edward's cattle carried off two first prizes and a cup at the Christmas cattle show at Agricultural Hall, London, England.

The Manitoba flour sent to Australia has arrived and is well liked. The dealers mix it with their own product to improve the latter.

A despatch from Foochow, China, says that the China tea trade is dying out, not at Foochow alone, but at other producing centres in China.

The estate of The Harvey-Norman Spice Co., Hamilton, was sold to Robert Ralston & Co. The stock, valued at $952.91, was sold at 25c. on the dollar.

Mr. Turville, of the City Grocery, London, Ont., has been doing an excellent business since he took hold of that stand on Talbot street two years ago.

John Kinter, of the cider mill, and William White, of the evaporator, Hamilton, report that this has been a most successful season. They will both close down shortly.

The people of Winnipeg and the Northwest have at last awakened to the importance of having cereal mills of their own. Mills are cropping up all over the country, and it is to be hoped that before long there will be no need to send wheat from that part of the country to the United States mills in bond for milling purposes.


**TEA.**

**AGENTS REQUIRED** in Canada and United States to sell and obtain wholesale orders for **Ceylon Black** and **Green Teas** on commission. Apply,

***"COMMISSIONER,"***
CANADIAN GROCER,
**109 Fleet Street, E.C., London, Eng.**

**California Evaporated Fruits**

Apricots, finest in the market. Prunes, all sizes at lowest prices. Peaches, get our prices before buying.

**DATES FIGS NUTS**
**ORANGES, LEMONS**
Send for sample packages.

**HUSBAND Bros. & Co.**
**82 Colborne St., TORONTO.**
Phones, Main 54, Main 3428.

**Dried Apples**
**Evap. "**
**Waste and Chops**
**WE ARE BUYERS.**
Send sample and advise quantity, if you have any to offer.
**THE W. A. GIBB CO.**
**7 Market St., - HAMILTON.**

**Dressed Poultry Wanted**

**THE SIMCOE CANNING COMPANY**
are now open to purchase Dressed, and Dressed and Drawn Chickens, Turkeys, Ducks, Geese (heads and feet off) for which they pay highest prices in cash.
SHIP TO
**The Simcoe Canning Co.,**
**York St., HAMILTON, ONT.**
Be sure to see that shipper's name is securely fastened to each package and an invoice sent with each shipment.
**The Simcoe Canning Co.**

**BERLIN BRUSH CO.**



**WATERLOO.**
Manufacturers of
**Fine Whisks, Brooms, and Brushes.**
We want your trade, and if your name is not on our travellers' list, let us know and we will send our quotations or have a man call at earliest opportunity.

IF YOU WANT YOUR
**XMAS FRUITS**
EARLY and of finest quality, let us have your order.
Our goods are all in and being shipped. Send for Xmas Price List.
**BASKET HOLLY**
free with each order.
**WHITE & CO.**
Wholesale Fruit. **TORONTO.**

**Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.**

**SEND YOUR NAME** if you have, or will get,
**H AND H**
TRADE MARK
the unequalled cleaner. People who once use it, want it, and we will do some sampling for you. **34 Yonge St., Toronto.** All wholesalers sell it.

**FLOUR** MAGOR'S DELICIOUS PATENT FLOUR.
**The Purest Flour Made—makes Delicious Bread, Cakes and Pastry.**
Prices For Cash Unequalled.
**JOHN MAGOR & CO., MONTREAL**

**COX'S GELATINE** Always Trustworthy
**ESTABLISHED 1725.**
Agents for Canada:
C. E. COLSON & SON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO., Toronto, St. John, N.B., and Montreal

Established 1869.
**BUTTER, CHEESE, EGGS, POULTRY.**
Consignments solicited.
Highest prices. Prompt returns.
**A. GIBB & CO.**
**83 COLBORNE ST., TORONTO**

**ARE YOU USING OUR**



**Cold Blast or Jubilee Globes**
**Aetna or Quaker Flint Chimneys?**
**Give them a Trial.**
**THE SYDENHAM GLASS CO.,**
**of WALLACEBURG, Limited.**

# Ozone and The General Merchant.

Owing to the rapidly increasing demand for Powley's Liquified Ozone with the general merchants throughout the Dominion, we have arranged for the following wholesale grocers to handle it:

*THE EBY, BLAIN CO.,* Limited. *Toronto, Ont.*

*JAMES LUMBERS, Toronto, Ont.*

*WARREN BROS & Co., Toronto, Ont.*

*T. KINNEAR & CO,, Toronto, Ont.*

*JOHN SLOAN & CO., Toronto, Ont.*

*E. ADAMS & CO., London, Ont.*

*JOHN GARVEY, London, Ont.*

*LUCAS, STEELE & BRISTOL, Hamilton, Ont.*

*LAPORTE, MARTIN & CO., Montreal, Que.*

In buying, it will be necessary for you to sign an agreement to not cut prices, as we protect our customers by making it impossible for departmental stores or others to sell Ozone at cut rates.

When placing your order also write us and we will forward advertising matter free of charge.

**THE OZONE CO.,**
**TORONTO, ONT.**

Grocers and Confectioners can rely upon the purity and excellence of

# COWAN'S Cocoa, Chocolate and Famous Blend Coffee.

**Cowan's Cake Icings,** and **Cowan's Pure Confections.**

QUEEN'S DESSERT CHOCOLATE. CHOCOLATE CREAM BARS.
CHOCOLATE GINGER, WAFERS, ETC.
COWAN'S SWISS MILK CHOCOLATE.

THESE ARE CHOICE CHRISTMAS GOODS.

**THE COWAN CO., Limited - - TORONTO.**




# Canadian Maple Syrup

We are putting up what we call the "**EMPRESS BRAND**" Maple Syrup, put up in nice, showy, lithographed cans, and every grocer should have some of it. The article is good and pure and will please your customers. Money refunded if not all we claim for it.

**Canadian Maple Syrup Co., TORONTO, Canada.**

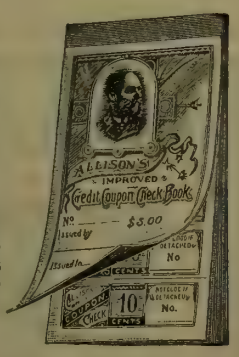
# "ACME" TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

**TORONTO SALT WORKS, Toronto, Ont.**
**Agents for the Canadian Salt Co., Windsor, Ont.**

## They Cost Less Than Nothing

Literally, ALLISON COUPON BOOKS cost less than nothing. By using them a mistake is impossible, thus saving many times what we charge for them. Hence, by absolutely saving a great deal more than you pay for them, they not only cost less than nothing, but you recieve a great, big premium with every book you buy.




### IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

**For Sale in Canada by**

**THE EBY, BLAIN CO., Limited, TORONTO.**

**C. O. BEAUCHEMIN & FILS, MONTREAL.**

**ALLISON COUPON CO.**, Manufacturers, Indianapolis, Indiana.

THE C. G. YOUNG CO.
# RUBBER STAMPS
AND SUPPLIES
No. 1 Adelaide Street East - Toronto

Established 1860.
# Geo. Wells & Matthews
Commission Merchants,
Live Stock, Grain and Produce Salesmen,
**SYDNEY, N. S. W., AUSTRALIA.**

We are prepared to act as Canadian agents for shippers of flour and all lines of produce. Communications invited, consignments received, and information supplied as to market value here.

**Head Office:**
**Corporation Buildings, Sussex St.,**
Cable address: "Wells" Code: A B C. } SYDNEY, N.S.W.

**Ask and Receive.**

**Advertise and Acquire.**

If you want to sell a business or a delivery wagon, if you want a partner or a clerk—**advertise.** If you have what you don't want, or haven't what you do want—**advertise.**

Our condensed advertisements cost little, but are worth a good deal. You can reach most of the grocers in Canada at the expense of a few cents. Our rate is 2c. per word each insertion, and *remittance must accompany order in every case.*

THE CANADIAN GROCER
Montreal and Toronto.

# Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

### CHRISTMAS AND THE SMOKER.

THE season is upon us when a man must accept his wife's "2-fors" for which she paid $7.50 for a box of 50, and convince her that she could have got him nothing he wished more; that he could never have afforded to get them himself; that the next month will be happier on account of those cigars; that her choice is worthy of a connoisseur, etc.

He will tell her that he really must take them down to the office to show "the boys" what his wife gave him for Christmas. Then he carefully ties them up before her, in the same tinted perfumed paper and pink string in which she gave them to him and starting out with the parcel conspicuously held in his hand—exchanges the lot for a morning paper with the first newsboy he meets.

That is one of the seasonable Christmas jokes and we would advise no woman to buy her husband's cigars unless she knows exactly what he smokes and has it written down. Still, a woman with a husband who smokes has a very easy time picking presents for him. Let the dealer who handles smokers' accessories bring them forward now and he can feel sure that every woman whom he induces to buy will have a pleased husband on Christmas morning.

A few of the sundries to be shown are pipes of different shapes, makes and prices, cleaners, trays, matchsafes, pipe-racks, tobacco pouches and cigar and cigarette holders. One of the most useful presents a wife can give is a cigar or cigarette case. The best cigar case is not the leather one, as it does not protect the cigar, which breaks so easily in the pocket. Handle a metal one—some light metal like aluminum—with places for three cigars, and you are sure to have good sales. This case fits the pocket, protects the cigar and holds all the cigars the average man needs at one time.

Bring these sundries up to a counter where they can be seen, or, better still, put them in the window. They make a neat display and will be found an easy way to dispel the perplexity of many a woman when looking for a present for her husband.

### CIGAR FACTORY BURNED.

The immense five-storey factory in Montreal, manufacturing the "Stonewall Jackson" cigar, was completely destroyed by fire on December 14. The fire starting shortly after four o'clock in the morning burned well on into the afternoon in spite of the efforts of the whole brigade, who could do no more than save the adjoining buildings.

The morning was bitterly cold and the ten hours' fight of the firemen was one they will ever remember. When they arrived the ground floor was wrapped in flames and it was found impossible to save anything. The entire stock, including over a million cigars, was consumed, making a loss of from $50,000 to $60,000.

Mr. John Michaels, the proprietor, resumed work as best he could the following day, so that lovers of that cigar will be deprived of it for as short a time as possible.

The insurance on the factory will aggregate over $55,000, which is divided as follows:

| | |
|---|---|
| Royal | $16,000 |
| North British and Mercantile | 4,000 |
| Norwich Union | 5,000 |
| Imperial | 8,250 |
| Hartford | 3,750 |
| Commercial Union | 5,000 |
| Queen | 2,750 |
| Law Union and Crown | 2,000 |
| National of Ireland | 1 750 |
| Aetna | 2,000 |
| British-American | 2,000 |
| Caledonia | 3,000 |

### INCREASE IN TOBACCO CULTURE.

Tobacco culture is increasing everywhere, not only in the area of land under tobacco cultivation, but in the actual number of countries which can fairly lay claim to the title of tobacco-producing States. Formerly Cuba, the Southern States of America and the Philippines were responsible—at all events in name—for practically all the tobacco consumed in the British Isles, the Eastern products grouped under the name of Turkish having then no great vogue with us. Then India joined the list, Sumatra began producing her "wrapuers," and Borneo, Burma, the Canaries, and other countries soon made their appearance in the price catalogues. Development has since taken place all along the line, and it would be interesting to compare the present output of Egyptian cigarettes—chiefly made of Greek tobacco, it may be remarked in

The following Brands manufactured by
The AMERICAN TOBACCO CO.
OF CANADA, Limited
Are sold by all the Leading Wholesale Houses.
CUT TOBACCO ....
OLD CHUM,
SEAL OF NORTH CAROLINA,
OLD GOLD.
CIGARETTES ....
RICHMOND STRAIGHT CUT,
SWEET CAPORAL,
ATHLETE, DERBY,

POPULARITY is the proof of merit, and no brand has ever achieved popularity so quickly as
"BOBS"
CHEWING TOBACCO
In 5 and 10c. Plugs.
BOBS costs you only 36 cents, and pays a good profit.
BOBS is well advertised.
BOBS is selling well in almost every store from the Atlantic to the Pacific.
BOBS is A BIG PLUG FOR LITTLE MONEY
Made by
THE EMPIRE TOBACCO CO., LIMITED
MONTREAL, QUE.

# "Quality" is my Watchword.

When I lower the standard of the quality of my Cigars, then I shall say "good-bye to my business."

"Quality" is my watchword. It always has been and always will be. The steadily increasing sales of my two leaders, the "Pharaoh" and the "Pebble," prove it year in and year out.

*J. Bruce Payne, Cigar Mfr.,*
*Granby, Que.*

We are now prepared to ship the trade....

# Tonka

# Beaver

AND **Apricot**

**McAlpin Consumers Tobacco Company,**
Limited.
Head Office: TORONTO.
Factories: Leamington and Toronto.

If you have

# "Marguerite" Cigars

your cigar business is sure of success. They are unmistakably the cigars for your trade, and buyers will naturally transfer their good opinion of "Marguerite" to your store. A good reputation is easily built up when you've got the right goods. "Marguerites" have increased their sales tremendously this year. We will be giving you the exact figures in a week or two. From 820,960 in 1897, sales grew to 3,566,565 in 1901. Looks as if "Marguerites" are popular, doesn't it?

**Tuckett Cigar Co., Limited, - - - Hamilton.**

parenthesis--with that of a score of years ago. The production of Mexican tobacco, according to a recently issued consular report, has lately increased to a very large extent, owing to the starting of new plantations in the States of Vera Cruz, Oaxaca, and elsewhere, and the amount of leaf estimated for this year's gathering is not less than 17,000,000 lb. Last year Mexico produced 207,000,000 packets of cigarettes and 120,000,000 cigars, and the manufacturers and the planters claim that the quality has so greatly improved that it is almost if not quite equal to the best products of Cuba. Nor are our colonies unrepresented in the record of this expansion of a world-wide industry. Queensland, we learn from the official reports, is now both a producer and manufacturer of tobacco on a quite respectable scale. Her farmers cured nearly 500,000 lb of leaf last season, and her six tobacco factories manufactured 612,350 lb of tobacco, 28,857 of cigarettes, and 1,463 lb. of cigars.—Home and Colonial Mail.

### THE TOBACCO TRUST.

"THE CANADIAN GROCER" has from time to time endeavored to keep its readers informed in regard to the different phases of the tobacco question, which has for some time occupied a great deal of the attention of the trade. In pursuance of this policy we herewith reproduce the following article, written by C. J. Halton, president of the Retail Cigar and Tobacco Dealers' Association :

"The pursuit of happiness is one of the inalienable rights of the peoule, and the courts have given an interpretation to that phrase. The pursuit of happiness means the right of every citizen to earn his bread in pursuit of some occupation, and that right is taken away by the trusts. By trusts is not meant legitimate corporate wealth, for legitimate corporate wealth and power are the most valuable and desirable things, but when corporate wealth assumes such proportions that it aims to control the necessaries of life, it then becomes incumbent upon the people to destroy them. Tobacco is essentially a necessity, and the most pernicious of all trusts is the Tobacco Trust. It started in 12 years ago by organizing to prevent competition on the part of manufacturers, and has been so successful that to-day it controls 90 per cent. of the manufacturing interests in tobacco throughout the United States, Canada and Cuba.

"Not satisfied with the control of the manufacturing of tobacco, it started after the jobbers of tobacco, and by domineering, threatening and menacing tactics, it has succeeded in driving the jobber out of business. It is now going after the retailer. To support its many high-salaried officers and pay the heavy running expenses and losses on certain branches of its business, it has decided to enter the field and reach the consumer directly.

"This tobacco octopus told the jobber 'you must handle our product or you will not handle any at all.' When it got him within its grasp, they ground him down so that even in handling exclusively of its product, he could not make a livelihood and he was driven out of business. It then approached the retailer and told him that he must handle its product, or he could not handle any, but there it found a different proposition. Although the cupidity of many of these retailers compelled them to submit to these domineering tactics, it has not as yet succeeded in driving the retailer out of business. It has, however, entered the field in competition with him, and has organized—although it denies it, but unsupportedly so—a corporation known as The United Cigar Stores Company, Limited, which has opened up stores in the various large cities throughout the United States, fitted them up elegantly, by a lavish expenditure of money, paid large rents, which it seems impossible to believe that their profits would permit, and are going after the retail business by cut-rate tactics, selling cigars at one and two cents apiece that as standard brands formerly sold for five and ten cents, to attract the consumer, and when it has succeeded in getting control of the retail stores, the next tentacle that will spread itself out from the body of this enormous octopus will be one to control the consumer.

"Tobacco is indeed a necessity, the Internal Revenue Reports for the six months of this year showing a consumption of 275,000,000 pounds of tobacco throughout the United States, which means that the Trust can compel the consumer to buy its product and it will levy heavy taxes upon him. There is one way to prevent this, and that is, you must fight the devil with fire."

### NOTES OF THE TOBACCO TRADE.

Daniel McCabe, tobacconist, Peterboro', Ont., has assigned to O. De Laplante.

The creditors of The Parkdale Cigar Company, Toronto, held a meeting on December 15.

Wm. H. Walsh, a cigar traveller residing in St. Thomas, was arrested in that city at the instigation of the temperance people, charged with attempting to stuff the ballot box on referendum day.

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Wm. Wiley, a prosperous grocer in London, Ont., is an appreciative reader of THE CANADIAN GROCER. He has taken it for some years, and says he would not be without it for several times the subscription price. He cannot see how any up-to-date grocer could begrudge $2 a year for such a good trade journal as THE GROCER.

### WINDSOR RETAIL ASSOCIATION.

AT Windsor, on Tuesday evening, December 9, the local branch of the Retail Merchants' Association of Canada held their regular monthly meeting. The president, A. E. Edgar, occupied the chair.

Four new members were admitted, as follows: Howell Bros., jewellers, Oulette avenue ; Jno. M. Lord, grocer, Aylmer avenue; Morton & Christie, hardware, etc., Sandwich street east, and Herman Burwaska, plumber, Sandwich street west.

The auditors' report for the year just closed was read, and on motion was adopted.

The secretary reported that he had carried out the instructions given him at the last meeting in writing to the chief of police informing him that certain merchants of the city were giving amusement-stamps in contravention of the by-law. Nothing having been done in the matter a committee was appointed to obtain evidence and make complaint against the offenders in the police court.

The president appointed the following committee to make arrangements for the first annual "At-Home" to be held next month : Honorary President Geo. H. Nairn, Auditor A. J. McTavish, and Secretary B. J. Davis.

The rest of the evening was taken up with a discussion of the advisability of forming trade sections, it having been shown that there are grocers and plumbers and hardwaremen sufficient to form these two sections. And it is hoped by the next meeting there will be a sufficient number of druggists to form another section.

The secretary was ordered to draw a warrant for the amount due the Central Association, and forward the same to the central secretary at Toronto.

There being no other business the meeting adjourned.

**THE ERIE TOBACCO CO., Limited,**

**Windsor, - Ontario.**

**Re-open and Ready for Business 1st December, 1902**

Our travellers are now out and orders will receive prompt attention.

# CURRENT MARKET QUOTATIONS

December 18, 1902.

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, St. John, N.B., and Halifax. The prices are solicited for publication, and are of such quantities and qualities as are usually ordered by retail dealers on the usual terms of credit. For Winnipeg market report and prices, see page —.

Goods in large lots and for prompt pay are generally obtainable at lower prices.

All quotations for staple products are under the direct control of the Editors, who call daily upon all the leading houses in the principal centres.

| BUTTER, CHEESE AND EGGS | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| Dairy, choice, large rolls, lb. | $..... | $0 18 | $ 17 | $0 19 | $.... | $0 16 |
| " " pound blocks | 17 | 18 | 18 | 20 | 16 | 18 |
| " tubs, best | 15½ | 16 | 14 | 16 | 18 | 20 |
| " tubs, inferior | 14 | 15½ | 13½ | 14 | 14 | 16 |
| Creamery, boxes | 22¼ | 22½ | 21 | 22 | 20 | 23 |
| " prints | 22½ | 23 | 21 | 23 | 22 | 24 |
| Cheese, new, per lb | 12½ | 12⅝ | 13 | 13½ | 11½ | 12 |
| Eggs, new laid, per doz | ..... | 25 | 25 | 26 | 15 | 20 |
| **CANNED GOODS** | | | | | | |
| Apples, 3's | ..... | ..... | 90 | 1 00 | 1 00 | 1 10 |
| gallons | ..... | 2 50 | 2 25 | 2 50 | 2 00 | 2 20 |
| Asparagus | 2 20 | 2 25 | 2 00 | 2 40 | ..... | ..... |
| Beets | 1 00 | 1 00 | [illegible] | 1 00 | ..... | 1 10 |
| Blackberries, 2's | ..... | 1 30 | 1 50 | 1 70 | 1 50 | 1 80 |
| Blueberries, 2's | ..... | 1 25 | ..... | ... .. | 95 | 1 00 |
| Beans, 2's | ..... | 90 | ..... | 90 | 90 | 95 |
| Corn, 2's | ..... | 95 | 90 | 1 25 | 90 | 1 00 |
| Cherries, red, pitted, 2's | 2 25 | 2 30 | 2 10 | 2 25 | 2 30 | 2 40 |
| " white | 2 25 | 2 30 | 2 00 | 2 25 | ..... | ..... |
| Peas, 2's | ..... | 85 | 90 | 95 | 90 | 1 00 |
| " sifted | ..... | 1 05 | 1 00 | 1 10 | 1 10 | 1 15 |
| " extra sifted | ..... | 1 20 | 1 30 | 1 40 | 1 20 | 1 25 |
| Pears, Bartlett, 2's | 1 50 | 1 60 | 1 50 | 2 00 | 1 75 | 1 80 |
| " " 3's | 1 90 | 2 00 | 2 00 | 2 40 | 2 00 | 2 25 |
| Pineapple, 2's | 2 00 | 2 40 | 2 25 | 2 50 | 2 15 | 2 25 |
| " 3's | 2 25 | 2 40 | 2 50 | 2 60 | 2 50 | 2 60 |
| Peaches, 2's | 1 75 | 1 85 | 1 75 | 1 90 | ..... | 1 75 |
| " 3's | 2 60 | 2 70 | 2 50 | 2 75 | 2 70 | 2 80 |
| Plums, green gages, 2's | 1 30 | 1 35 | 1 10 | 1 25 | 1 30 | 1 60 |
| " Lombard | 1 20 | 1 25 | 1 00 | 1 10 | 1 30 | 1 50 |
| " Damson, blue | 1 00 | 1 25 | ..... | 1 00 | 1 10 | 1 30 |
| Pumpkins, 3's | ..... | 1 00 | ..... | [illegible] | 80 | 1 00 |
| " gallon | ..... | ..... | ..... | ..... | ..... | ..... |
| Rhubarb | 33 | 1 50 | 2 10 | 2 25 | 2 10 | 2 25 |
| Raspberries, 2's | 1 40 | 1 50 | 1 40 | 1 80 | 1 70 | 1 75 |
| Strawberries, 2's | 1 50 | 1 75 | 1 50 | 1 75 | 1 50 | 1 75 |
| Succotash, 2's | 1 00 | 1 25 | ..... | 1 15 | 1 10 | 1 15 |
| Tomatoes, 3's | 1 60 | 1 75 | ..... | ..... | 1 50 | 1 75 |
| Lobster, talls | 2 75 | 3 20 | ..... | 3 25 | 2 50 | 3 25 |
| " 1-lb. flats | 3 00 | 3 75 | 3 50 | 3 70 | ..... | 1 25 |
| " ½-lb. flats | 1 75 | 1 85 | 1 75 | 1 80 | ..... | 1 75 |
| Mackerel | 1 00 | 1 10 | 1 15 | 1 25 | 1 35 | 1 45 |
| Salmon, sockeye, Fraser | 1 47½ | 1 52½ | 1 50 | 1 52½ | 1 50 | 1 75 |
| " " Northern | ..... | ..... | 1 40 | 1 45 | 1 15 | 1 25 |
| " " Horseshoe | ..... | ..... | 1 50 | 1 52½ | ..... | ... ... |
| " Cohoes | 1 00 | 1 15 | 1 05 | 1 15 | 1 00 | 1 10 |
| Sardines, Albert, ¼'s | 12 | 12½ | 0 14 | 16 | 14 | 15 |
| " " ½'s | 20 | 21 | 22 | 23 | 20 | 21 |
| " Sportsman, ¼'s | 11¼ | 12 | 12½ | 14½ | ..... | 12 |
| " " ½'s | 19 | 20 | ..... | 23 | 20 | [illegible] |
| " key opener, ¼'s | 9 | 11 | 12½ | 13 | 16 | 18 |
| " " ½'s | ..... | 13 | 20½ | 25 | 10 | 11 |
| " P. & C., ¼'s | 20 | 22½ | 25 | 27 | 23 | 25 |
| " " ½'s | 27½ | 30 | 35 | 38 | 33 | 36 |
| " Domestic, ¼'s | 4 | 4¼ | 4 | 4½ | 3½ | 4¼ |
| " " ½'s | 7 | 8 | 9 | 11 | ..... | ..... |
| " Mustard, ¼ size, cases 50 tins, per 100 | 7 50 | 11 00 | 7 50 | 9 00 | 3 50 | 4 00 |
| Haddies | ..... | 1 00 | 1 00 | 1 10 | 85 | 1 00 |
| Kippered Herrings | 1 00 | 1 85 | 1 00 | 1 55 | 85 | 1 00 |
| Herring in Tomato Sauce | 1 00 | 1 55 | 1 00 | 1 70 | ..... | 2 00 |
| **CANDIED PEELS** | | | | | | |
| Lemon, per lb | ..... | ..... | 10 | 12½ | 12 | 13 |
| Orange, " | ..... | ..... | 11 | 13 | 12 | 13 |
| Citron, " | ..... | ..... | 15 | 18 | 15 | 17 |
| **GREEN FRUITS** | | | | | | |
| Oranges, Val., 714s per case | ..... | 5 25 | ..... | ..... | ..... | ..... |
| " Jamaicas, per box | ..... | 2 75 | 2 50 | 2 75 | 2 50 | 3 00 |
| " Californias | ..... | 4 00 | 3 75 | 4 25 | ..... | ..... |
| Lemons, Californian, " | ..... | ..... | 4 25 | 5 00 | 4 50 | 4 75 |
| " Messina " | ..... | 4 00 | | 3 50 | ..... | ..... |
| Bananas, Firsts, per bunch | ..... | 2 00 | 1 25 | 1 75 | 1 00 | 2 25 |
| Apples, per bbl | 1 50 | 3 00 | ..... | 2 00 | 1 50 | 3 50 |
| Pears | 1 50 | 5 00 | 0 30 | 0 50 | ..... | ..... |
| Pineapples, per case | ..... | 5 00 | 4 00 | 4 50 | ..... | ..... |
| Jersey Sweet Potatoes, per bbl | ..... | 5 00 | 4 00 | 2 75 | 3 50 | 4 00 |
| Malaga grapes, per bbl | 5 50 | 7 00 | 5 50 | 7 00 | 5 50 | 6 00 |
| Apples, per basket | 0 20 | 0 30 | 0 10 | 0 25 | ..... | ..... |
| Cranberries, Cape Cod, per bbl | ..... | 11 00 | ..... | 9 50 | 10 00 | 11 00 |
| Cranberries, Nova-Scotian, " | ..... | 9 25 | ..... | 9 00 | 6 00 | 7 00 |
| " Fancy Jerseys | ..... | ..... | ..... | 10 50 | ..... | ..... |
| **SUGAR** | | | | | | |
| Granulated St. Law'ce and Red | ..... | 3 80 | ..... | 3 88 | ..... | ..... |
| Granulated, Acadia | ..... | 3 75 | ..... | 3 83 | ..... | 4 05 |
| Paris lump, bbls. and 100-lb. bxs | ..... | 4 35 | ..... | 4 43 | 4 50 | 4 75 |
| " in 50-lb. boxes | ..... | 4 45 | ..... | 4 53 | 4 75 | 5 00 |
| Extra Ground Icing, bbls. | ..... | 4 25 | ..... | 4 33 | ..... | ... .. |
| Powdered, bbls | ..... | 4 05 | ..... | 4 13 | 5 50 | 5 80 |
| Phœnix | ..... | 3 60 | ..... | 3 68 | ..... | ..... |
| Cream | ..... | 3 55 | ..... | 3 63 | ..... | ..... |
| Bright coffee | ..... | 3 65 | ..... | 3 73 | ..... | ..... |
| Bright yellow | ..... | 3 50 | ..... | 3 58 | ..... | 3 75 |
| No. 3 yellow | ..... | 3 45 | ..... | 3 53 | ..... | ..... |
| No. 2 yellow | ..... | 3 25 | ..... | 3 33 | ..... | ..... |
| No. 1 yellow | ..... | 3 15 | ..... | 3 23 | ..... | 3 45 |
| Montreal, second quality | ..... | ..... | ..... | 3 68 | ..... | ..... |
| Maple Leaf, gran. (Berlin | ..... | 3 88 | ..... | 3 88 | ..... | ..... |
| Crystal, gran. (Wallaceburg) | ..... | 3 80 | ..... | 3 88 | ..... | ..... |

| HARDWARE PAINTS AND OILS | Montreal. | | Toronto. | | St. John Halifax. | |
|---|---|---|---|---|---|---|
| Wire nails, base | ..... | $2 55 | ... .. | $2 55 | ..... | $3 20 |
| Cut nails, base | ..... | 2 35 | ..... | 2 10 | ..... | 2 85 |
| Barbed wire, per 100-lb. | ..... | 3 00 | ..... | 3 00 | 3 50 | 3 75 |
| Smooth Steel Wire, base | ... | 2 60 | ..... | 2 60 | ..... | ..... |
| White lead, Pure | 5 15 | 5 25 | 5 00 | 5 25 | ..... | 6 80 |
| Linseed oil, 1 to 2 bbls., raw | ..... | 66 | ..... | 61 | ..... | 74 |
| " " " boiled | ..... | [illegible] | ..... | 64 | ..... | 77 |
| Turpentine, single bbls. | ..... | 76 | ..... | 76 | ..... | 78 |
| **SYRUPS AND MOLASSES** | | | | | | |
| Syrups— | | | | | | |
| Dark | ..... | 1⅞ | ..... | ..... | ..... | ..... |
| Medium | ..... | 2⅛ | 30 | 32 | ..... | ..... |
| Bright | ..... | 2⅜ | 35 | 37 | ..... | |
| Corn Syrup, barrel, per lb. | .... | 3 | ..... | 3 | ..... | ..... |
| " " ½ bbls. " | ..... | 3⅛ | ..... | 3⅛ | ..... | ..... |
| " " kegs " | ..... | 3¼ | ..... | 3¼ | ..... | ..... |
| " " 3 gal. palls, each | ..... | 1 40 | ..... | 1 40 | ..... | ..... |
| " " 2 gal. " " | ..... | 1 10 | ..... | 1 10 | ..... | .. .. |
| Honey | ..... | ..... | ..... | 40 | .... | ..... |
| " 25-lb. palls | ..... | 1 05 | ..... | 1 00 | ..... | ..... |
| " 38-lb. palls | ... ... | 1 0 | ..... | 1 40 | ..... | ..... |
| Molasses— | | | | | | |
| New Orleans, medium | 16½ | 17 | 25 | 30 | 28 | 30 |
| " " Open kettle | ..... | ... .. | 40 | 50 | ..... | ..... |
| Barbados | 23 | 24 | ..... | 32 | 24 | 25 |
| Porto Rico | ..... | [illegible] | 38 | 42 | 30 | 32 |
| **CANNED MEATS** | | | | | | |
| Comp, corn beef, 1-lb. cans | 1 55 | $1 65 | $1 55 | 1 65 | $1 55 | $1 60 |
| " " 2-lb. cans | 2 75 | 3 00 | 2 85 | 3 00 | 2 80 | 2 90 |
| " " 6-lb. cans | 7 90 | 9 60 | ..... | 8 25 | 8 75 | 9 25 |
| " " 14-lb. cans | 16 50 | 23 00 | ..... | 19 50 | 20 00 | 21 00 |
| Minced callops, 2-lb. can | ..... | 2 75 | ... .. | 2 60 | 2 50 | 2 80 |
| Lunch tongue, 1-lb. can | 3 00 | 3 90 | ..... | 3 00 | 3 00 | 3 25 |
| " " 2-lb. can | 6 00 | 7 90 | ..... | 7 00 | 6 80 | 7 00 |
| English brawn, 2-lb. can | 2 40 | 2 75 | ..... | 2 45 | 2 75 | 2 80 |
| Camp sausage, 1-lb. can | ..... | ..... | ..... | 2 50 | 2 50 | ..... |
| " 2-lb. can | ..... | ..... | ..... | 4 00 | 4 00 | ..... |
| Soups, assorted, 1-lb. can | 1 15 | 1 50 | ..... | 1 50 | 1 40 | |
| " " 2-lb. can | 2 40 | 2 45 | ..... | 2 20 | 2 25 | |
| Soups and Bouil, 2-lb. can | 1 75 | 2 50 | ..... | 1 80 | 1 75 | |
| " " 6-lb. can | 3 50 | 5 85 | ..... | 4 50 | 4 25 | 4 50 |
| Sliced smoked beef, ½'s | 1 65 | 1 70 | 1 65 | 1 70 | ..... | 2 00 |
| " " " 1's | 2 75 | 3 10 | 2 80 | 2 95 | ..... | 3 25 |
| **FRUITS** | | | | | | |
| Dried— | | | | | | |
| Currants, Provincials, bbl | ..... | .. | ..... | .... | ..... | ..... |
| " Filiatras, cases | ..... | 3⅞ | ..... | 5½ | ..... | ..... |
| " " ½-cases | 5⅛ | 5⅜ | 5¼ | 6 | ..... | ..... |
| " Patras, cases | ..... | 6 | 6¼ | 6½ | ..... | ..... |
| " " ½-cases | ..... | 6 | 6¾ | 7 | ..... | ..... |
| Amalias | 6½ | 7 | 7 | 7⅛ | ..... | 6½ |
| Vostizzas, cases | 6¼ | 7 | 7 | 8 | ..... | ..... |
| Dates, Hallowees | [illegible] | 4¼ | 4½ | 5 | 4½ | 5 |
| " Sairs | ... | 3½ | [illegible] | 4¼ | .. | [illegible] |
| Figs, Elemes | 10¼ | 20 | 11 | 15 | 10 | 12 |
| " Mats, per lb | ..... | . | [illegible] | 4½ | ..... | ..... |
| " Tapnets | ..... | 1 20 | [illegible] | 4½ | ..... | ..... |
| " Naturals | ..... | ..... | ..... | 8 | ..... | ..... |
| Prunes, California, 30's | ..... | 9 | ..... | ..... | 10 | 12 |
| " " 40's | ..... | 8½ | 8¾ | 10 | 8¼ | 9 |
| " " 50's | ..... | 8¼ | 8 | 8¼ | 8 | 8½ |
| " " 60's | ..... | 8 | 7 | 7½ | 7¾ | 8 |
| " " 70's | ..... | 7½ | 6½ | 7 | 7 | 7½ |
| " " 80's | ..... | 7 | 6 | 6½ | 6¼ | 7 |
| " " 90's | ..... | 6½ | 5 | 5½ | 6 | 6½ |
| " " 100's | ..... | 6 | ..... | 4 | 5¼ | 6 |
| " Bosnia, A's | ..... | ..... | ... ... | 5 | ..... | ..... |
| " " B's | ..... | ..... | 7½ | 8 | ..... | ..... |
| " " U's | ..... | 5 | 6¼ | 6½ | ..... | ..... |
| " French, 50's | ..... | .. .. | ..... | ..... | ..... | ..... |
| " " 110's | ..... | 5 | ..... | ..... | ..... | ..... |
| Raisins, Fine off stalk | 7 | 7½ | 7 | 8 | ..... | 8 |
| " Selected | 7½ | 8½ | 8½ | 9 | ..... | 8¼ |
| " Selected layers | 8 | 8½ | 9 | 10 | 8½ | 8¾ |
| " Sultanas | [illegible] | 10 | 9 | 13 | ..... | ..... |
| " California, 2-crown | 5 | 5½ | ..... | 7½ | ..... | ..... |
| " " 3-crown | 7¼ | 7¾ | 7½ | 8 | 8 | 8½ |
| " " 4-crown | 7¾ | 8 | 8½ | 9 | 8½ | 9¼ |
| " " 1's seeded, 8-cr. | 9¾ | 10½ | 8½ | 10 | 10 | 10½ |
| " Empire clusters | 1 50 | 1 60 | ..... | 2 60 | | 2 00 |
| " Black baskets | ..... | ..... | ..... | 2 25 | 2 00 | 2 25 |
| " Extra Clusters | ..... | ..... | ..... | 3 35 | ..... | 2 50 |
| " Dehesa clusters | ..... | ..... | ..... | 3 10 | 3 00 | 3 50 |
| " Royal B. clusters | 3 40 | 3 60 | ..... | 5 00 | ..... | ..... |
| " Connoisseurs cl'str's | 2 17 | 2 50 | ..... | 2 10 | ..... | ..... |
| " Excelsior clusters | 4 00 | 4 60 | ... | 4 60 | .... | .. |
| Evaporated apples | ..... | ..... | 6½ | 7⅞ | 7 | 7½ |
| Dried " | ..... | ..... | ..... | [illegible] | ..... | ..... |
| **PROVISIONS** | | | | | | |
| Dry Salted Meats— | | | | | | |
| Long clear bacon | .... | 12 | 11 | 11½ | ..... | ..... |
| Smoked meats— | | | | | | |
| Breakfast bacon | ..... | 15½ | 14½ | 15 | | ..... |
| Rolls | ..... | 12½ | 12 | 13½ | 11 | 12 |
| Medium Hams | ..... | 14 | 13½ | 14 | 14 | 15 |
| Large Hams | ..... | 13 | 12½ | 13 | ..... | ... .. |
| Shoulder hams | | 13 | 11 | 11½ | ..... | ... |
| Backs | ..... | 15 | 14½ | 15 | ..... | ..... |
| Meats out of pickle 1c. less. | | | | | | |
| Barrel Pork— | | | | | | |
| Canadian heavy mess | ..... | 23 00 | ..... | 21 50 | 23 00 | 23 50 |
| " short cut | 21 50 | 22 00 | 23 00 | 23 50 | 23 50 | 24 00 |
| Plate beef | 12 50 | 13 50 | | 15 00 | 15 00 | 16 00 |
| Lard, tierces, per lb | ..... | 11¼ | 10¾ | 11 | 11 | 11½ |
| Tubs | ..... | 11⅜ | 11 | 11¼ | 11½ | 11 |
| Pails | ..... | 11⅝ | 11¼ | 11¾ | 12 | 12½ |
| Compounds | ..... | 9⅛ | 8¾ | 10¼ | 10 | 10½ |



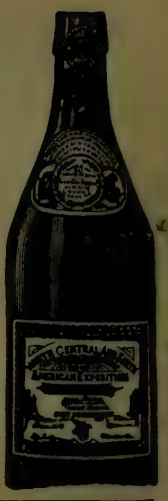

# THE DOMINION BREWERY CO., LIMITED

**Brewers and Maltsters**

**TORONTO**

**Manufacturers of the Celebrated**

# WHITE LABEL ALE



**ASK FOR IT AND SEE THAT OUR BRAND IS ON EVERY CORK.**

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

WM. ROSS, Manager.

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SCHEPP'S EDELWEISS BRAND COCOANUT

# Schepp's Cocoanut.




A high-grade food product that you can recommend.
The best of its kind, that's all.
For particular people, Schepp's Improved Cocoanut in packages.

## *L. SCHEPP CO.,*

*CANADIAN FACTORY: TORONTO, CAN.*

LONDON, ENG.: Saml. Hanson, Son & Barter, Agents.

NEW YORK.


| | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| **COFFEE** | | | | | | |
| Green— | | | | | | |
| Mocha | ..... | 24 | 23 | 28 | 25 | 30 |
| Old Government Java | ..... | 27 | 22 | 30 | 25 | 30 |
| Rio | ..... | 10 | 7 | 12 | 12 | 13 |
| Santos | ..... | ..... | 9½ | 10½ | ..... | ..... |
| Plantation Ceylon | ..... | 29 | 26 | 30 | 29 | 31 |
| Porto Rico | ..... | ..... | 22 | 25 | 24 | 28 |
| Gautemala | ..... | ..... | 22 | 25 | 24 | 26 |
| Jamaica | ..... | 18 | 15 | 20 | 18 | 22 |
| Maracaibo | ..... | 18 | 18 | 18 | 12 | 13 |
| **NUTS** | | | | | | |
| Brazil | | 14½ | 15½ | 15 | 17 | 12 | 13 |
| Valencia shelled almonds | ..... | 28 | 30 | 35 | 30 | 35 |
| Tarragona almonds | | 12 | 13 | 12½ | 15½ | 13 | 18 |
| Californian almonds | ..... | ..... | 19 | 20 | ..... | ..... |
| " soft shell walnuts | ..... | ..... | ..... | 19 | ..... | ..... |
| Formegetta almonds | ..... | ..... | ..... | 11 | ..... | ..... |
| Jordan shelled almonds | ..... | 42 | 49 | 52 | ..... | ..... |
| Peanuts (roasted) | 7 | 11 | 9 | 10½ | ..... | ..... |
| " (green) | 6¾ | 7¾ | 8 | 10 | 9 | 10 |
| Cocoanuts, per sack | ..... | 3 50 | ..... | 3 75 | 3 25 | 3 50 |
| " per doz | ..... | ..... | ..... | 60 | ... | 50 |
| Grenoble walnuts | | 12½ | 13 | 13 | 14 | 10 | 12 |
| Marbot walnuts | ..... | 10 | 11½ | 12 | ..... | ..... |
| Bordeaux walnuts | ..... | 9 | 11½ | 12 | ..... | ..... |
| Sicily filberts | ..... | 9½ | 11 | 11½ | ..... | 10 |
| Naples filberts | ..... | ..... | 9½ | 10 | ..... | 11 |
| Pecans | ..... | 15 | 13 | 15 | 10 | 15 |
| Shelled Walnuts | | 26 | 27 | 28 | 14 | 25 |
| **SODA** | | | | | | |
| Bi-carb, standard, 112-lb. keg | | 1 65 | 1 80 | 2 00 | 2 25 | 1 70 | 1 75 |
| Sal soda, per bbl | | 70 | 75 | 80 | 90 | 85 | 90 |
| Sal Soda, per keg | | 95 | 1 00 | ..... | 1 00 | 95 | 1 00 |
| **SPICES** | | | | | | |
| Pepper, black, ground, in kegs pails, boxes | | 16 | 18 | ..... | 18 | 14 | 15 |
| " in 5-lb. cans | | 14 | 17 | ..... | 19 | 15 | 16 |
| " whole | | 15 | 17 | ..... | 19 | 12 | 13 |
| Pepper, white, ground, in kegs pails, boxes | | 26 | 27 | 26 | 27 | 24 | 26 |
| " 5-lb. cans | | 25 | 26 | 25 | 26 | 20 | 22 |
| " whole | | 23 | 25 | 23 | 25 | 20 | 22 |
| Ginger, Jamaica | | 19 | 25 | 22 | 25 | 20 | 25 |
| Cloves, whole | | 12 | 30 | 14 | 35 | 18 | 20 |
| Pure mixed spice | | 25 | 30 | 25 | 30 | 25 | 30 |
| Cassia | | 13 | 18 | 20 | 40 | 16 | 20 |
| Cream tartar, French | | ..... | 25 | 24 | 25 | 20 | 22 |
| " " best | | ..... | 28 | 25 | 30 | 25 | 30 |
| Allspice | | 10 | 15 | 13 | 16 | 16 | 18 |
| **WOODENWARE** | | | | | | |
| Pails No. 1, 2-hoop | | ..... | 1 65 | ..... | 1 55 | ..... | 1 90 |
| " " 3-hoop | | ..... | 1 80 | ..... | 1 70 | ..... | 2 05 |
| " half, and covers | | ..... | 1 65 | ..... | 1 60 | ..... | 1 75 |
| " quarter, jam and covers | | ..... | 1 15 | ..... | 1 10 | ..... | 1 45 |
| " candy, and covers | | 2 50 | 2 90 | ..... | 2 40 | ..... | 3 20 |
| Tubs No. 0 | | 10 00 | 10 15 | ..... | 8 50 | ..... | 11 50 |
| " " 1 | | 8 00 | 8 15 | ..... | 7 00 | ..... | 9 00 |
| " " 2 | | 7 00 | 7 15 | ..... | 6 00 | ..... | 8 00 |
| " " 3 | | | 6 15 | ..... | 5 25 | ..... | 7 00 |

| | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| **PETROLEUM** | | | | | | |
| Family Safety, in bbls | ..... | ..... | ..... | 15½ | ..... | ..... |
| Canadian water white | ..... | 19½ | 17 | 17½ | ..... | ..... |
| Sarnia water white | ..... | 20 | ..... | 19 | ..... | 20 |
| Sarnia prime white | ..... | 21 | ..... | 17 | ..... | 19½ |
| American water white | ..... | 23 | 18½ | 19 | ..... | 20½ |
| Pratt's Astral (barrels extra) | ..... | 24 | ..... | 19 | ..... | 21½ |
| Lily White (Canadian) | ..... | ..... | ..... | 17 | ..... | ..... |
| Silver Light (American) | ..... | ..... | ..... | 18 | ..... | ..... |
| Crystal Spray (W. W. Amer.) | ..... | ..... | ..... | 20 | .... | ..... |
| Pennoline in bbls | ..... | ..... | ..... | 22 | ..... | 24½ |
| Gosoline | ..... | ..... | 21¾ | 22¾ | ..... | ..... |
| Benzine | ..... | ..... | ..... | 19¼ | ..... | 22½ |
| **TEAS** | | | | | | |
| Black— | | | | | | |
| Congou—Half-chests Kaisow, Moning, Paking | 13 | 60 | 12 | 60 | 11 | 60 |
| Caddies Paking, Kaisow | 17 | 40 | 18 | 50 | 15 | 4 |
| Indian—Darjeelings | 35 | 55 | 35 | 55 | 30 | 50 |
| Assam Pekoes | 20 | 40 | 20 | 40 | 18 | 40 |
| Pekoe Souchong | 18 | 25 | 19 | 25 | 17 | 24 |
| Ceylon—Broken Pekoes | 35 | 42 | 36 | 42 | 34 | 40 |
| Pekoes | 20 | 30 | 27 | 30 | 20 | 30 |
| Pekoe Souchong | 17½ | 40 | 17 | 35 | 17 | 35 |
| China Greens— | | | | | | |
| Gunpowder—Cases, extra first | 42 | 50 | 42 | 50 | ..... | ..... |
| Half-chests, ordinary firsts | 22 | 28 | 22 | 28 | ..... | ..... |
| Young Hyson—Cases, sifted extra firsts | 42 | 50 | 42 | 50 | ..... | ..... |
| Cases, small leaf, firsts | 35 | 40 | 35 | 40 | ..... | ..... |
| Half-chests, ordinary firsts | 22 | 28 | 28 | 38 | ..... | ..... |
| Half-chests, seconds | 17 | 19 | ..... | 23 | ..... | ..... |
| " thirds | 15 | 17 | 16 | 18 | ..... | ..... |
| " common | 13 | 14 | ..... | 16 | ..... | ..... |
| Pingsueys— | | | | | | |
| Young Hyson, ¼-chests, firsts | 28 | 32 | 23 | 32 | 30 | 40 |
| " " " seconds | 16 | 19 | 18 | 19 | ..... | ..... |
| " Half-boxes, firsts | 28 | 32 | 25 | 32 | ..... | ..... |
| " " seconds | 16 | 19 | 18 | 19 | ..... | ..... |
| Japans— | | | | | | |
| ¼-chests, finest May pickings | 38 | 40 | 38 | 40 | ..... | ..... |
| Choice | 32 | 36 | 33 | 37 | ..... | ..... |
| Finest | 28 | 30 | 30 | 32 | ..... | ..... |
| Fine | 25 | 27 | 27 | 30 | ..... | ..... |
| Good medium | 22 | 24 | 25 | 28 | ..... | ..... |
| Medium | 19 | 20 | 21 | 23 | ..... | ..... |
| Good common | 16 | 18 | ..... | 20 | ..... | ..... |
| Common | 13 | 15 | ..... | 19 | ..... | ..... |
| Nagasaki, ¼-chests, Pekoe | 16 | 22 | ..... | ..... | ..... | ..... |
| " " Oolong | 14 | 15 | ..... | ..... | ..... | ..... |
| " " Gunpowder | 16 | 19 | ..... | ..... | ..... | ..... |
| " " Siftings | 7½ | 11 | ..... | ..... | ..... | ..... |
| **RICE, SAGO, ETC.** | | | | | | |
| Rice—Standard B | 3 00 | 3 10 | ..... | 3½ | 3 25 | 3 40 |
| Patna, per lb | 4 25 | 4 50 | 4¾ | 5 | 5 | 6 |
| Japan | 4 40 | 4 90 | 5½ | 6 | 5 | 6 |
| Imperial Seeta | 4 60 | 4 90 | 4¾ | 5½ | 5 | 6 |
| Extra Burmah | ..... | ..... | 4¼ | 4¾ | 4 | 5 |
| Java, extra | ..... | 5¾ | 6 | 6½ | 6 | 7 |
| Macaroni, dom'ic. per lb., bulk | 3¾ | 4¼ | ..... | 7½ | ..... | ..... |
| " imp'd, 1-lb. pkg., French | 8 | 12 | 9 | 10 | ..... | ..... |
| " " " Italian | 8 | 10 | 11 | 12½ | ..... | ..... |
| Sago | 3¼ | 3½ | 3¾ | 4 | 4¼ | 5 |
| Tapioca | ..... | 3½ | 3¾ | 3¾ | 4½ | 5 |




**"SOLD BY ALL PROGRESSIVE GROCERS"** *Has stood the test of every climate.*

This is a fact, with due respect to everybody in the business. It has got so now that

# St. Charles Evaporated Cream

**IS AS STAPLE AS SUGAR.**

We of course know that some localities have less demand for it than others, on account of dairy interests, but every grocer sells some, and all together they sell a lot. We appreciate your assistance, and assure you of satisfaction by **Guaranteeing Every Can.**

**Our "Silver Cow" and "Purity"** Brands of **Sweetened Milk** are also of highest possible quality, absolutely pure, and increasing very rapidly in demand over all sections of the country.

**We are represented by all the leading Wholesale Grocers** in Canada, any of whom will be pleased to quote delivery prices promptly.

**St. Charles Condensing Co. - Ingersoll, Ont.**

**Address: ST. CHARLES CONDENSING CO., St. Charles, Ill., U.S.A.**

---

# JUST A MINUTE

**Have you Sampled lately**

## Epicure Beans in Tomato Sauce, and Epicure Tomato Catsup?

**IF NOT, YOU DON'T KNOW WHAT YOU'RE UP AGAINST.**

The quality and price are attracting attention of the live men of the trade, whose orders are keeping us working night and day, **SIX DAYS IN THE WEEK.**

We have no old stock kicking around. Please note—we guarantee the quality equal to the best brands on this continent.

As for price. Well, compare quality and price, and let us hear from you.

**Delhi Canning Co., Limited, -:- Delhi, Ont.**

---

# Gillard's Sauce Gillard's Pickle

Is still the best and cheapest. The most delicious English pickle made.

AS SUPPLIED TO

HIS MAJESTY THE KING

AND

HIS ROYAL HIGHNESS THE PRINCE OF WALES, K.G., Etc.

Sole Proprietors:

**GILLARD & CO., Limited, LONDON, ENG.**

---

# SODA BISCUITS

Our Cream Sodas in 3-lb. Tins ("The Round Cornered Tin") are all right.

# The Canada Biscuit Co., LIMITED

KING ST. WEST AND BATHURST ST., CARS PASS OUR WORKS.

**KING and BATHURST STS., TORONTO.**

# Christmas Window Displays

## A Few Hints and Suggestions.

THE cold weather, the chilling winds and the masses of snow lying everywhere over the land tell us that Christmas is at hand. There is at this time of the year a great demand for goods for Christmas gifts and other purposes and the grocer therefore puts on his counters and shelves a suitable supply of holiday goods. To bring these goods before the public is then his endeavor, and accordingly he makes attractive window displays. At this time of the year there are hundreds of men, women and children who make it their practice to go round looking in at the attractions displayed in the windows.

Everything should be arranged in the windows

NEATLY AND ATTRACTIVELY

for the nicer the window the greater the attention it is bound to create. The sightseers usually estimate the importance of the store by the beauties of its window displays. When the grocer puts nice things in his window and changes them often, keeping them clean and fresh, his business generally has a more prosperous tone about it than it otherwise would have. Nothing succeeds like success.

A common method of displaying goods is to appeal to the public with a large mass or quantity of articles. This mode is usually an effective one for drawing custom. The merchant puts out in front of his store half a dozen chickens, and he finds they attract little attention. Let him put out one or two hundred and there will be a

GREAT DEAL MORE

than the usual amount of interest manifested in his store by the public. Provided his store is in a prosperous and thickly populated district, large enough to absorb all the goods offered, he will not have as much difficulty, the weather and time of year being favorable, in getting rid of his two or three hundred as he would of his half-dozen.

The interest aroused by the display of one hundred articles at one time is enormously greater than the interest created by the hisplay of a dozen.

A SIMPLE FRUIT DISPLAY

may be arranged by fixing the floor of the window so that it may incline from the back towards the front, and dividing it into six or eight squares. In each square place a pile of dried fruit, currants, raisins, figs, dates and nuts. This display may be varied by laying out the floor of the window in the shape of a star in the rays of which one kind of fruit may be displayed and the rest of the window filled in with currants or raisins. The fruit need not be laid on the squares too deep; an inch deep ought to suffice to make the display attractive and give it the appearance of being large in quantity.

Another fruit window could be constructed by placing in rows green fruit, like apples, oranges and grapes. There should be placed in the window narrow boxes, as long as the window is wide, and the fruit piled neatly in rows along the boxes. These, by being covered over with green or colored tissue paper, built up with fruit, will look attractive.

DISPLAYING CANDIES.

A simple way of showing off candies advantageously and effectively is to pile neatly on several plates many different kinds of the sweet stuff, and arranging it in the window in an artistic way. A large central pile, placarded, should be built and the plates placed around it in a way that will attract attention. Candies always sell well at Christmas time.

A nice show-window can be made with candies in pound and half-pound fancy boxes. The lids of the boxes should be taken off and the boxes arranged in several groups. The brilliantly colored papers lining the boxes, together with the variously bright colors of the candies themselves, make the display a brilliant one. A central pile or arrangement of boxes, larger than the rest, may be worked in with advantage. Too much should not be put in the window at one time, nor should the display be left too long in the window without changing. A plant or flower in such a window will add to its beauty.

A CHRISTMAS WINDOW

may be arranged by building a mantelpiece and fireplace in the window, and hanging up some stockings by the fireplace. A Christmas tree thickly hanging with candies, toys and fruits may be built on one side of the fireplace. The latter is built by piling a single column of round cans on top of each other, five or six cans high, to form the edge of the fireplace opening. On each side a similar column may be built, the two columns being about two or two and a half feet apart. A board should be placed across the top of the two columns. On each side of the cans place square packages of equal size, of breakfast foods or other goods done up in a similar fashion. The cartons should be placed three rows wide and piled up three or four rows above the top of the fireplace opening, the making of which we have just described above. Similar packages should be placed on the board over the opening until they reach with the others a uniform height along the top. At each end, outside the cartons, there should be placed two rows of round cans, like those used in building the outer edge. A board then may be laid across the top with a row of empty cartons nailed upon it and another board placed over all. On top, any fancy articles may be displayed, such as attractive bottled goods, boxes of candies, etc. In the fireplace two or three logs may be placed and by means of an electric light and colored tissue paper at night there may be produced a pleasing effect.

A CANDLE OR LAMP

behind the logs may be used if the electric light is not obtainable. This display may be varied a good deal to suit the taste and facilities of the grocer.

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## COCOA IN TRINIDAD.

Gordon Grant & Co., Trinidad, in their report of December 3 regarding cocoa, say: "Moderate supplies are being marketed but on a much smaller scale than was generally expected by this time. A favorable change in the weather has enabled good progress to be made with picking and drying and a substantial increase in deliveries is anticipated by the end of the month. Keen competition still continues regardless of the depressing advices from consuming markets, and ordinary quality readily commands $12.75 to $12.90 per fanega, whilst good red to fine estates are in active demand at $13.00 to $13.50, according to quality, chiefly for shipment to the United States markets. Clearances during the fortnight amounted to 5,955 bags, of which 2,852 bags went to New York and exports from October 1 to date amount to 21,003 bags, as compareh with 4,606 bags for the corresponding period last year."

---

The smelt fishing season opened December 1, and fishermen of Shediac and Buctouche met with great success. 150 tons were caught the first day at Buctouche, and at Shediac 100 tons.

Established 1845 TIME TESTS, MERIT TELLS Established 1845




1 and 2-lb. Tins.

**S. H. & A. S. EWING'S**

HIGH-GRADE

# COFFEE and SPICES

have been in the market for 57 years. A pretty good guarantee of QUALITY. In these days of keen competition IT PAYS TO HAVE THE BEST. The name S. H. & A. S. EWING stands for the BEST. Manufactured by a Canadian firm for the Canadian people. JUDGE FOR YOURSELVES.

**S. H. & A. S. EWING,** The Montreal Coffee and Spice Steam Mills, 55 Cote St., MONTREAL, P.Q.

---

## WE HAVE RECEIVED INTO STORE THIS WEEK:

Filiatras Currants (D. Schisas) Quarter-Cases.
Filiatras Currants " Half-Cases.
Vostizza Currants, Half-Cases.
Bevan's Three-Crown Loose Muscatels.
Griffin & Skelley Santa Clara Prunes.

**F. J. CASTLE - OTTAWA.**

---

Xmas

# HOLIDAY ORANGES

1902.

JAMAICA
MEXICAN

FLORIDA

VALENCIA
CALIFORNIA

You will be wise to obtain our prices before purchasing elsewhere. Can furnish any quantity. We are in better position than ever to quote

## *LOWEST MARKET PRICE.*

**WIRE, WRITE, or call us by TELEPHONE**

Warehouse 'Phone, Main 3394. Office 'Phone, Main 645.

# McWILLIAM & EVERIST

25 and 27 Church Street TORONTO.

## A WORTHY INSTITUTION.

WHEN the farmer puts his seed under mother earth he expects it to bear bushels of grain in a few months.

So it is with the merchant. He invests money in merchandise, counting on a profitable turnover.

A father pays for his son's education anticipating that it will provide the young man with the powers of mind to put the body and head at work in gaining a livelihood.

Yet the seed may not bring forth grain, the merchandise may not be sold at a profit, and the young man may not reach the ideals of his father.

In all these instances the expenditure of money is a speculation. It may bring happiness and it may not.

Do you want to put your money into active work where you are sure—no speculation this time—it will reap happiness not only to yourself but to suffering children?



A Scene in the Sick Children's Hospital.

To-day the Hospital for Sick Children, Toronto, is performing a heavenborn mission on earth. It is renewing health, removing pain and straightening distorted limbs of hundreds of young Canadians, boys and girls, who will yet make their mark in this growing Dominion, but who, were it not for this noble institution, might have already filled an early grave.

That's where your dollar can find a way to bring you pleasure and profit without any doubts or fears as to the investment. Money is always at work. It is ceaseless in its labor, but in no spot in this fair Canada is it put to better service than at the Hospital for Sick Children. Step into the hospital any day in the week and you will see the fruits. Faces once pale and wrinkled are healthy and round; bodies once aching with pain are filled with life, and limbs once helpless are as active as bright Canadian boys and girls can make them.

The Hospital for Sick Children depends solely upon the generosity of the people of Canada. It requires $35,000 a year for its maintenance, and it stands to-day as a monument to the big hearts of our people.

It takes a dollar a patient per day to maintain the Hospital. The Ontario Government contributes $7,000 a year, or almost 17 cents per patient per day, for there are always at least 150 children under treatment. This amount from the Government is all expended on maintenance. Then the corporation of the city of Toronto gives $7,500, or 17 cents per patient per day, and remember, not for Toronto patients, but for every child no matter from what point he may come. And in addition to this Toronto citizens donate from $4,000 to $6,000 for the maintenance of all patients, to say nothing of the $4,000 contributed yearly by Toronto people towards maintaining cots they have founded in the Hospital.

Ten years ago the Hospital was encumbered with a mortgage. The building and its furnishings cost $150,000. The corporation of the city of Toronto contributed $20,000 and the citizens of Toronto gave $60,000. Year by year the mortgage has been reduced, and it is now paid.

The Hospital must proceed in performing its great mission. Money is needed to maintain it, and this appeal is made for that purpose. Hospital work cannot be conducted without money. To keep the machinery moving dollars and cents are needed. Nurses, domestics and officials have to live. Their wages must be paid.

Let every one who can spare a dollar forward it as quick as the good thought strikes them to Douglas Davidson, Secretary of the Hospital for Sick Children, or to J. Ross Robertson, Chairman of the Trust, College street, Toronto.

## BRUSH CATALOGUE FOR 1903.

The United Factories, Limited, Toronto, have just issued their catalogue for 1903, which will be sent to the trade during the next few weeks. In addition to the numerous lines of painters', artists', household, toilet and factory brushes, horse brushes and stable brooms, brooms and whisks, woodenware and fibreware, baskets, mats, twines, cordage and display tables which the company have sold in past years, several new lines, and particularly of brushes, are being introduced to the trade. These new lines are expected by the company to meet with general favor, and should be examined carefully. The catalogue is well illustrated and very comprehensive, comprising 206 pages. A good feature of the work is a number of practical hints concerning the handling and use of brushes, which every grocer should allow his clerks to read. If you do not get a copy of this catalogue in the next week or so, drop a card to The United Factories, Limited, of Toronto, mentioning "The Canadian Grocer."

## THE BARBADOS MOLASSES CROP.

CROP reports from Barbados are somewhat discouraging as will be seen by the following extracts from business circulars issued by the various exporters at the Island:

S. P. Munson, Son & Co., say: "The weather has been unusually dry and the crops are suffering materially so that the output of both sugar and molasses next year will be much below the average."

Clairmonte, Man & Co.: "We have practically had no rainy season this year and there is every probability of the next sugar crop being a short one. Sales of molasses to Canada during the present season have been 25,073 puncheons, as against 26,241 in 1901."

James A. Lynch & Co.: "There is no sign of any break in the weather and the estimate for the sugar crop grows smaller daily under such unfavorable conditions. In some districts the ratoons are already lost."

Jones & Swan: "Rain is greatly needed throughout the Island; the little that has fallen has been so small that in some parishes the canes have suffered considerably. A short crop next year is certain, a fact that Nova-Scotian shippers of lumber would do well to keep in mind."

If the deductions made by Barbados exporters are correct, and there seems to be such an unanimity of opinion that one can scarcely refuse to accept them, we shall probably see somewhat higher prices for molasses at the opening of the Barbados market in February. Old crop is now practically out of the market.

Canada has a double interest in the Barbados molasses industry. First, because we are large consumers and anything that decreases production has a tendency to increase price. In the second place, we supply lumber to the estate owners and we do not wish to see the demand reduced. Barbados seems to be in particularly hard luck this year. She had a smallpox epidemic and the Island, up to the present, is quarantined. Latest reports, however, say that the disease is now well stamped out and no doubt the restrictions placed on the port will shortly be removed.—The Maritime Merchant.

# Too many Package Cereals already did you say?

Yes, and you say the fads have got to go—people are getting tired of them.

Now, if you find the Package Cereals burdensome, what's the best way to reduce your lines—keep on pushing everything you've got or gradually work all your trade into the line of least resistance?



Why not select one or two good ones and recommend them?—get your trade into the habit of asking for **Tillson's Oats,** for example.

You'll find it easy to sell **Tillson's Oats**—of course you know the power of advertising, especially the **Tillson** kind.

Now don't you think the bulk of your Cereal trade could be done on **Tillson's Oats** and one or two others? Try it.

---

**The Tillson Company, Limited,**

**Tillsonburg, Ont.**




# As to Mustard

You cannot give people who eat

# Mustard

anything but the best.

That means

and that also means

Which is packed in

**KEEN'S**

**D.S.F.**

**SQUARE TINS.**


## Current Market Quotations for Proprietary Articles

December 18, 1902

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. of a change is made, either an advance or decline, it is referred to in the market reports, as a matter of news whether manufacturers request it or not.

### BAKING POWDER.

| Cook's Friend— | Per doz. |
|---|---|
| Size 1, in 2 and 4 doz. boxes | $ 2 40 |
| " 10, in 4 doz. boxes | 2 10 |
| " 2 in 6 " | 80 |
| " 12, in 6 " | 70 |
| " 3, in 4 " | 45 |
| Pound tins, 3 doz. in case | 3 00 |
| 12oz. tins, 3 " " | 2 40 |
| 5-lb. tins, ½ " " | 14 00 |

| Diamond— | W. H. GILLARD & CO |
|---|---|
| 1 lb. tins, 2 doz. in case | per doz. 2 00 |
| ½ lb. tins, 3 " " " | 1 35 |
| ¼ lb. tins, 4 " " " | 0 75 |

IMPERIAL BAKING POWDER

| Cases. | Sizes. | Per Doz. |
|---|---|---|
| 4 doz. | 10c. | $0 85 |
| 3 " | 6-oz. | 1 75 |
| 1 " | 12-oz. | 3 50 |
| 2 and 3 doz. | 12-oz. | 3 40 |
| 2 and 3 doz. | 16-oz. | 4 35 |
| ½ doz. | 2½-lb. | 10 50 |
| 1 doz. | 5-lb | 10 40 |
| ¼ and 1 doz. | 5-lb | 19 50 |

MAGIC BAKING POWDER




| Cases. | Sizes. | Per Doz. |
|---|---|---|
| 4 doz. | 5c. | $ 40 |
| 4 " | 4-oz. | 60 |
| 4 " | 6-oz. | 75 |
| 4 " | 8-oz. | 95 |
| 4 " | 12-oz. | 1 40 |
| 2 " | 12 oz. | 1 45 |
| 4 " | 16-oz. | 1 65 |
| 2 " | 16-oz. | 1 70 |
| 1 " | 2½-lb. | 4 10 |
| 1 " | 5-lb | 7 30 |
| 2 " | 6-oz. } | Per case. |
| 1 " | 12-oz. } | $4 55 |
| 1 " | 16-oz. } | |

JERSEY CREAM BAKING POWDER

| | |
|---|---|
| ⅛ size, 5 doz. in case | 40 |
| ¼ size, 4 doz. in case | 75 |
| ½ " 3 " " | 1 25 |
| 1 " 2 " " | 2 25 |

VIENNA BAKING POWDER.

| | Per doz. |
|---|---|
| 1 lb. tins, 4 doz. in box | $2 25 |
| ½ lb. tins, 4 " " | 1 25 |
| ¼ lb. tins, 4 " " | 75 |
| 3 oz. in paper, 4 doz. in box | 70 |
| 5 " " 4 " " | 35 |

### BLACKING.

SHOE POLISH.

| Henri Jonas & Co. | Per gross |
|---|---|
| Jonas' | $9 00 |
| Froments | 7 50 |
| Military dressing | 24 00 |

### BLUE.

| | |
|---|---|
| Keen's Oxford per lb | $0 17 |
| In 10 box lots or case | 0 16 |
| Reckitt's Square Blue 12-lb. box | 0 17 |
| Reckitt's Square Blue, 5 box lots | 0 16 |
| Gillett's Mammoth, boxes, 1 gross | 9 00 |
| Nixey's "Cervus" in squares, per lb. | 0 16 |
| " " in bags, per gross | 1 25 |
| " " in pepper boxes, according to size. | 0 02 0 10 |

### BLACK LEAD.

| | |
|---|---|
| Reckitt's per box | 1 15 |
| Box contains either 1 gro., 1 oz. size; ½ gro., 2 oz. or ¼ gro. 4 oz. | |
| Nixey's refined, per 9-lb. box of 12 | |
| 1 doz. chip boxes | 1 50 |
| Nixey's, as supplied the King, per 9-lb. box of 12 doz. block | 1 50 |
| Nixey's Silver Moonlight Stove Polish, in blocks 13-3 and 6-oz. size. Full price list on application. | |

### BOECKH'S CORN BROOMS.

| United Factories, Limited. | doz. net. |
|---|---|
| Bamboo Handles, A, 4 strings | 4 35 |
| " " B, 4 strings | 4 10 |
| " " C, 3 strings | 3 85 |
| " " D, 3 strings | 3 60 |
| " " F, 3 strings | 3 35 |
| " " G, 3 strings | 3 10 |
| " " I, 3 strings | 2 85 |

### BISCUITS.

CARR & CO. LIMITED.
Frank Magor & Co., Agents

| | |
|---|---|
| Cafe Noir | 0 15 |
| Ensign | 0 12¾ |
| Metropolitan mixed | 0 09 |

### CANNED GOODS.

MUSHROOMS.

| Henri Jonas & Co. | |
|---|---|
| Mushrooms, Rione | $15 50 |
| " 1st choice Duthell | 18 50 |
| " 1st choice Lenoir | 19 50 |
| " extra Lenoir | 22 00 |
| Per case, 100 tins. | |

FRENCH PEAS—DELORY'S

| Henri Jonas & Co. | |
|---|---|
| Moyen's No 2 | $9 00 |
| " No. 1 | 10 50 |
| ½ Fins | 12 50 |
| Fins | 14 00 |
| Tres fins | 15 00 |
| Extra fins | 16 50 |
| Sur extra fins | 18 00 |

FRENCH SARDINES.

| Henri Jonas & Co. | |
|---|---|
| ¼ Trefavennes | $9 50 |
| ¼ Rolland | 9 50 10 00 |
| ¼ Delory | 10 50 |
| ¼ Club Alpins | 2 50 |

### CHOCOLATES & COCOAS.

| Cocoa—The Cowan Co Limited. | |
|---|---|
| Hygienic, 1-lb. tins, per doz | $7 25 |
| " ½-lb. tins " | 3 75 |
| " ¼-lb. tins " | 2 25 |
| " fancy tins " | 0 90 |
| Hygienic, 5-lb tins, for soda water fountains, restaurants, etc. per lb | 0 55 |
| Perfection, ½-lb. tins, per doz | 3 00 |
| Cocoa Essence, sweet, ½-lb. tins, per doz | 2 25 |
| Chocolate— | per lb. |
| Queen's Dessert, ¼'s and ½'s | $0 40 |
| " 6's | 0 42 |
| Mexican Vanilla, ¼'s and ½'s | 0 35 |
| Royal Navy Rock " " | 0 30 |
| Diamond " " | 0 25 |
| " 8's | 0 28 |

| Chocolate— Fry's. | per lb. |
|---|---|
| Caracoas, ¼'s, 6-lb. boxes | 0 42 |
| Vanilla, ¼'s | 0 43 |
| "Gold Medal" Sweet, ¼'s, 6 lb. bxs | 0 29 |
| Pure, unsweetened, ¼'s, 6 lb. bxs | 0 42 |
| Fry's "Diamond," ¼'s, 14 lb. bxs | 0 24 |
| Fry's "Monogram," ⅛'s 14 lb. bxs | 0 24 |

| Cocoa— | per doz |
|---|---|
| Concentrated, ¼'s 1 doz. in box | 2 40 |
| " ½'s, " | 4 50 |
| " 1 lbs. " | 8 25 |
| Homoeopathic, ¼'s 14 lb. boxes | .... |
| " ½ lbs. 12 lb. boxes | .... |
| Epps's cocoa, case of 14 lbs., per lb. | 0 35 |
| Smaller quantities | 0 37½ |

JOHN P. MOTT & CO.'s
R. S. McIndoe, Agent, Toronto.

| | |
|---|---|
| Mott's Broma, per lb | 0 30 |
| Mott's Prepared Cocoa | 0 28 |
| Mott' Homeopathic Cocoa (¼'s) | 0 12 |
| Mott's Breakfast Cocoa (in tins) | 0 40 |
| Mott's No. 1 Chocolate | 0 30 |
| Mott's Breakfast Chocolate | 0 28 |
| Mott's Caraccas Chocolate | 0 40 |
| Mott's Diamond Chocolate | 0 23 |
| Mott's French-Can. Chocolate | 0 18 |
| Mott's Navy or Cooking Chocolate | 0 28 |
| Mott's Cocoa Nibbs | 0 35 |
| Mott's Cocoa Shells | 0 08 |
| Vanilla Sticks, per gross | 0 90 |
| Mott's Confectionery Chocolate | 0 21 0 43 |
| Mott's Sweet Chocolate Liquors | 0 19 0 30 |

CADBURY'S.

| Frank Magor & Co., Agents. | per doz. |
|---|---|
| Cocoa essence, 5 oz. packages | $1 65 |
| Mexican chocolate, ¼ and ½ lb. pkgs. | 0 40 |
| Rock Chocolate, loose | 0 40 |
| " 1-lb. tins | 0 42 |
| Nibs, 11-lb. tins | 0 35½ |

WALTER BAKER & CO., LIMITED.

| | per lb. |
|---|---|
| Premium No. 1 chocolate, 12-lb boxes | $ 32 |
| Vanilla chocolate 6-lb boxes | 47 |
| German sweet, 6-lb. boxes | 27 |
| B'kfast cocoa, ½-lb. tins, plain; 6-lb. boxes | 51 |
| Cracked cocoa, ½-lb. pkgs. 12-lb. bxs. | 35 |
| Caracas sweet chocolate, 5-lb. boxes | 37 |
| Soluble chocolate (hot or cold soda) 1-lb. cans | 45 |
| Vanilla chocolate wafers, 48 to box, per box | 1 56 |

### COCOANUT.

L. Scheer Co.

| | per lb |
|---|---|
| 1-lb. packages, 15 and 30-lb. cases | $0 26 |
| ½-lb. " " " " | 0 27 |
| ¼-lb. " " " " | 0 28 |
| ½ and 1-lb. pkgs., assorted, 15 and 30-lb. cases | 0 26½ |
| ¼ and ½-lb. pkgs. assorted, 15 and 30-lb. cases | 0 27½ |
| 5c. package, 4 doz. in case, per doz. | 0 45 |

### CHEESE.

| | |
|---|---|
| Imperial—Large size jars, per doz | $ 3 25 |
| Medium size jars | 4 50 |
| Small size jars | 2 40 |
| Individual size jars | 1 00 |
| Imperial Holder—Large size | 13 00 |
| Medium size | 15 00 |
| Small size | 12 00 |
| Roquefort—Large size, per doz | 2 40 |
| Small size | 1 40 |

# Edwardsburg Syrup

## EDWARDSBURG QUALITY.

20-lb. Tins, 3 in case, **$2.55**

10-lb. TINS, 6 in case, **$2.65**

5-lb. TINS, 12 in case, **$2.70**

2-lb. TINS, 24 in case, **$2.15.**

FREIGHT PAID ON 5-CASE LOTS.

**The best seller we have had ! ! !**

## EDWARDSBURG STARCH CO'Y, Limited

**Established 1858.**

53 Front St. East, TORONTO, ONT.

Works: CARDINAL, ONT.

164 St. James St., MONTREAL, QUE.


### COFFEE.

| JAMES TURNER & CO. | per lb. |
|---|---|
| Mocca | 0 32 |
| Damascus | 0 28 |
| Cairo | 0 20 |
| Sirdar | 0 17 |
| Old Dutch Rio | 0 12½ |
| S. D. MARCEAU, Montreal. | per lb. |
| "Old Crow" Java | 0 25 |
| " Mocha | 0 25 |
| "Condor" Java | 0 30 |
| " Mocha | 0 30 |
| 15-year-old Mandheling Java and hand-picked Mocha | 0 50 |
| 1-lb. Fancy tins choice pure coffee, 48 tins per case | 0 20 |
| Madam Huot's Coffee, 1-lb. tins | 0 31 |
| " " 2-lb. tins | 0 30 |

100 lb. delivered in Ontario and Quebec.

### CONDENSED MILK.




| Borden's Condensed Milk Co. | |
|---|---|
| "Eagle" Brand | $1 65 |
| "Gold Seal" Brand | 1 30 |
| "Peerless" Brand Evaporated Cream | 1 20 |

### CLOTHES PINS.

UNITED FACTORIES LIMITED.

Clothes Pins (full count), 5 gross in case, per case ... 0 57
4 doz. packages 12 to a case) ... 0 12
6 doz. packages (12 to a case) ... 0 92

### COUPON BOOKS—ALLISON'S

For sale in Canada by—The Eby, Blain Co., Limited, Toronto C. O. Beauchemin & Fils, Montreal

$1, $2, $3, $5, $10 and $20 books.

| | Unnumbered | Covers and Coupons numbered. |
|---|---|---|
| In lots of less than 100 books. 1 kind assorted | 4c. | 4½c. |
| 100 to 500 books | 3½c. | 4c. |
| 00 to 1,000 books | 3c. | 3¼c. |

Allison's Coupon Pass Book

| | |
|---|---|
| 1 00 to 3 00 books | 3 cents each |
| 5 00 books | 4 cents each |
| 10 00 books | 5½ cents each |
| 15 00 books | 6½ cents each |
| 20 00 books | 7½ cents each |
| 25 00 books | 8 cents each |
| 50 00 books | 12 cents each |

### EXTRACTS.

HENRI JONAS & Co. Per gross.

| | |
|---|---|
| 8 oz. London Extracts | $36 00 |
| 2 oz. " " (no corkscrews) | 5 50 |
| 2 oz. " " | 9 00 |
| 2 oz. Spruce essence | 6 00 |
| 2 oz. " " | 9 00 |
| 2 oz. Anchor extracts | 12 00 |
| 4 oz. " " | 21 00 |
| 1 oz. " " | 36 00 |
| 1 lb. " " | 70 00 |
| 1 oz. Flat " | 9 00 |
| 2 oz. Flat bottle extracts | 18 00 |
| 2 oz. Square " | 21 00 |
| 4 oz. " " corked) | 36 00 |
| 8 oz. " " " | 72 00 |

| | Per doz. |
|---|---|
| 8 oz. " glass stop extracts | 3 50 |
| 8 oz. " " " | 7 00 |
| 2½ oz. Round quintessence extracts | 2 00 |
| 4 oz. Jockey decanters " | 3 50 |

### FOOD.

| | Per doz. |
|---|---|
| Robinson's Patent Barley ½ lb tins | 1 25 |
| " " " 1 lb. tins | 2 25 |
| " " Groats, ½ lb. tins | 1 25 |
| " " " 1 lb. tins | 2 25 |

### GINGER ALE & SODA WATER

| | per doz. |
|---|---|
| Cantrell & Cochrane's Imported Ginger Ale and Club Soda Water | $1 40 |

### JAMS AND JELLIES.

SOUTHWELL'S GOODS. Frank Magor & Co., Agents.

| | per doz |
|---|---|
| Orange Marmalade | 1 50 |
| Clear Jelly Marmalade | 1 80 |
| Strawberry W. F. Jam | 2 00 |
| Raspberry " " | 2 00 |
| Apricot " " | 1 75 |
| Black Currant " " | 1 85 |
| Other Jams, W. F. | 1 55 1 90 |
| Red Currant Jelly | 2 75 |

Pure Fruit Jams— T. UTTON & CO.

| | |
|---|---|
| 1-lb. glass jars 2 doz. in case, per doz | 0 95 |
| 2½-lb. tin pail, 2 doz. in crate, per lb. | 0 06½ |
| 5 and 7-lb. tin pails, 8 and 9 pails to crate ... per lb. | 0 06 |
| 7, 14 and 30-lb. wood pails, " | 0 06 |

Pure Fruit Jellies—

| | |
|---|---|
| 1-lb. glass jars, 2 doz. in case, per doz | $0 95 |
| 7, 14 and 30-lb. wood pails, per lb | 0 06 |

Home Made Jams—

| | |
|---|---|
| 1-lb. glass jars (16-oz. gem.) 1-doz. in case, per doz | 1 50 |
| 5 and 7-lb. tin pails, per lb | 0 09 |
| 7, 14 and 3 -lb. wood pails, per lb. | 0 09 |

### LICORICE.

YOUNG & SMYLIE'S LIST.

| | |
|---|---|
| 5-lb. boxes, wood or paper, per lb | $0 40 |
| Fancy boxes (36 or 50 sticks) per box | 1 25 |
| "Ringed" 5 lb. boxes, per lb | 0 40 |
| "Acme" Pellets, 5 lb. cans, per can | 2 00 |
| "Acme" Pellets, fancy boxes 40) per box | 1 50 |
| Tar, Licorice and Tolu Wafers, 5 lb. cans, per can | 2 00 |
| Licorice Lozenges, 5 lb. glass jars | 1 75 |
| " " 20 5 lb. cans | 1 50 |
| "Purity" Licorice 10 sticks | 1 45 |
| " " 100 sticks | 0 73 |
| Dulce large cent sticks, 100 in box | |

### LIQUORS.

COGNAC IN CASES. Ph. Richard.

| | |
|---|---|
| S.O. Quarts, 12's | $22 50 |
| F.C. " " | 15 00 |
| F.C. 1-15 bottles, 180's | 12 00 |
| V.S.O.P. " " | 12 00 |
| V.S.O.P. pints, 24's | 13 00 |
| V.S.O.P. ½-pints, 48's | 14 00 |
| V.S.O.P. 1-15 bottles, 180's | 20 00 |
| V.S.O. quarts, 12's | 10 00 |
| V.S.O. 1-15 bottles, 180's | 18 00 |
| V.O. quarts, 12's | 8 50 |
| V.O. pints, 24's | 9 50 |
| V.O. ½-pints, 48's | 10 50 |
| V.O. 1-15 bottles, 180's | 14 00 |
| V.O. decanters, 12's | 0 50 |
| V.O. " pints, 20's | 13 00 |
| V.O. flasks, Imp. pints, with thumblers | 9 75 |
| V.O. " Reputed " " 24's | 10 50 |
| V.O. " " no " 24's | 9 50 |

Chas. Couturier.

| | |
|---|---|
| Quarts, 12's | 7 00 |
| ½ bottles, 24's | 8 00 |
| ¼ " 48's | 9 00 |
| 1-15 bottles, 180's | 13 50 |
| Flasks, 24's | 8 00 |
| ½ Flasks, 48's | 9 00 |
| Flasks Imperial pints, Copsule, 16's | 8 00 |

F. Marion & Cie.

| | |
|---|---|
| Quarts, 12's | 6 00 |
| ½ bottles, 24's | 7 00 |
| ¼ " 48's | 8 00 |
| Flasks, reputed 24's | 7 00 |
| Flasks, ½-pints, 48's | 8 00 |
| 1-15 bottles, 180's | 12 50 |
| Flasks, Imp. pints with thumblers, 16's | 8 00 |

Cognac In Wood. Ph. Richard.

| | Gals. | ½ Oct's. | Oct's. | Bbls. | Hhds |
|---|---|---|---|---|---|
| Couturier | $4 00 | $3 95 | $3 85 | $3 80 | .... |
| Marion | 3 75 | 3 60 | 3 50 | 3 40 | .... |
| Ph Richard V.S.O.P | 5 50 | 5 35 | 5 25 | 5 00 | .... |
| Richard V.O. proof | 4 25 | 10 | 4 00 | 3 90 | 3 80 |
| Richard 5 up. proof V. O. | 4 00 | 3 80 | 3 70 | 3 50 | 3 40 |
| Richard Fine champagne | 6 00 | 5 90 | .... | .... | .... |

Gin—Pollen & Zoon, in Cases.

| | |
|---|---|
| Red, 15's | $10 00 |
| Green, 12's | 5 00 |
| Poney, 12's | 2 50 |

Gin Pollen & Zoon, in Wood.

| | Gals. | ½ Oct's. | Oct's. | Bbls. | Hhds. |
|---|---|---|---|---|---|
| Gin, P. & Z. | $3 15 | $3 05 | $3 05 | $3 00 | $2 95 |

Mitchell Bros. Limited - Scotch.

| | 1 case. | 5 cases. |
|---|---|---|
| Heather Dew, ordinary qts. 12's | $ 7 00 | $ 6 75 |
| Heather Dew, stone jars, Imperial, 12's | 12 50 | 12 25 |
| Heather Dew, oval flasks, quart, 12's | 11 25 | 11 00 |
| Special Reserve, oval, pts. 24s. | 11 75 | 11 50 |
| " " ordinary qts., 12's | 9 00 | 8 75 |
| Special Reserve, ½ bottles, pints, 24s | 10 00 | 9 75 |
| Extra Special Liqueur, flagon, 12's | 9 50 | 9 25 |
| Extra Special Liqueur, ordinary bottles, 12's | 9 50 | 9 25 |
| Heather Dew, flasks, 48's | 12 00 | 11 75 |
| " " ½ flasks, 60's | 9 00 | 8 75 |
| Mullmore, Imperial oval quart flasks, 12's | 10 00 | 9 75 |
| Mullmore, flasks, Imperial pints, 24's | 10 50 | 10 25 |
| Mullmore, flasks, ordinary pints, 24's | 7 75 | 7 50 |
| Mullmore, ½ flasks, ordinary, 48's | 9 00 | 8 75 |
| Mullmore, ordinary quarts, 12's | 6 50 | 6 25 |
| Mullmore ordinary pints 24's | 7 50 | 7 25 |

Scotch Whiskey in Wood.

| | Gals. | ½ Oct's. 9gals. | Oct's. 17gals. | Bbls. 40gals. |
|---|---|---|---|---|
| Special Reserve | $4 50 | $4 25 | $4 15 | $3 90 |
| Heather Dew "A" | 4 00 | 3 85 | 5 | 3 65 |


**RECKITT'S Blue and Black Lead** {ALWAYS GIVE YOUR CUSTOMERS SATISFACTION

| Extra Special Liqueur | 5 00 | 4 90 | 4 80 | 4 75 |
|---|---|---|---|---|
| Old Scotch | 3 75 | 3 70 | 3 65 | 3 50 |

Whiskey in Cases.
Mitchell Bros., Limited—Irish.

Cruiskeen Lawn, stone jar, 12's.....$12 50
Old Irish, flasks, Imp. quarts, 12's. .... 11 25
" " Special, quarts, 12's ..... 9 00
" " Imp. pints, 24's ..... 11 75
" round bottles, quarts, 12's.... 6 50
" round ½-bottles, pints, 24's.. 8 00
" 10-o . flasks, 48's..... 12 00
" 5-oz. flasks, 60's ..... 9 00

Irish Whiskey in Wood.

| | Gal. | ½-Oct. | Oct. | Bbl. |
|---|---|---|---|---|
| Mitchell, "Special Old" | $4 50 | $4 40 | $4 25 | $4 10 |
| Mitchell, "Old " | 4 00 | 3 90 | 3 75 | 3 65 |
| " "B " | 3 50 | 3 40 | 3 30 | 3 25 |
| " "C "... | 3 00 | 2 | 2 80 | 2 75 |

Champagne Wine in Cases.
Duc de Pierland, quarts, 12's .....$14 00
" " pints, 24's ..... 15 00
Cardinal, quarts, 12's ..... 12 50
" pints, 24's ..... 13 50
Vve. Amiot Carte d'Or, quarts, 12's.... 16 00
" " pints, 24's..... 17 00
" " d'Argent, quarts, 12's 10 50
" " pints, 24's. 11 50

Blandy Bros Wine.
Blandy's Madeira Wine, in cases.
Very Superior, quarts, 12's ..... 8 50
Special Selected, quarts, 12's ..... 10 00
London Particular, quarts, 12's ..... 13 00
Blandy's Malaga, in cases.
Pale Sweet Blue Label, quarts, 12's. .. 7 50
" White Label, quarts, 12's . 10 00
Blandy's Sherry, in cases.
Manzanilla, quarts, 12's ..... 8 50
Morosa, quarts, 12's..... 11 00
Blandy's Port Wine, in cases.
Good Fruity, quarts, 12's ..... 7 50
Invalid Special, quarts, 12's..... 12 00

Blandy Bros'. Wine in Wood.

| | Gal. | Octave. |
|---|---|---|
| Madere, No. ½ ..... | $3 50 | $3 00 |
| " No. ¾ ..... | 4 50 | 4 00 |
| Malaga Pale Sweet ..... | 3 00 | 2 75 |

Canadian Whiskies. In barrels. per gal.
Gooderham & Worts, 65 O.P.....$ 4 50
Hiram Walker & Sons " ..... 4 50
J. P. Wiser & Son " ..... 4 49
J. E. Seagram " ..... 4 49
H. Corby " ..... 4 49
Gooderham & Worts, 50 O.P..... 4 10
Hiram Walker & Sons " ..... 4 10
J. P. Wiser & Son " ..... 4 09
J. E. Seagram " ..... 4 09
H. Corby " ..... 4 09
Rye, Gooderham & Worts ..... 2 20
" Hiram Walker & Sons ..... 2 20
" J. P. Wiser & Son..... 2 19
" J. E. Seagram ..... 2 19
" H. Corby..... 2 19
Imperial, Walker & Sons..... 2 90
Canadian Club, Walker & Sons ..... 3 60

Less than one bbl. per gallon.
65 O. P..... $4 55
50 O. P..... 4 15
Rye..... 2 25

## LYE (CONCENTRATED).

GILLETT'S PERFUMED.

Per case.
1 case of 4 doz .. .....$ 3 60
3 cases " ..... 3 50
5 " ..... 3 40

## MINCE MEAT.

Wethey's Condensed, per gross net $12 00
" per case of doz. net..... 3 00

## MUSTARD.

COLMAN'S OR KEEN'S.

D. S. F., ¼ lb. tins, per doz. ..... $1 40
" ½ lb. tins, " ..... 2 50
" 1 lb. tins, " ..... 5 00
Durham 4 lb. jar, per jar ..... 0 75
" 1 lb. " ..... 0 25
F. D., ¼ lb. tins, per doz. ..... 0 85
" ½ lb. tins ..... 1 45

HENRI JONAS & Co. Per gross
Pony size..... $7 50
Imperial, medium ..... 9 00
Imperial, large ..... 12 00
Tumblers ..... 12 00

Per gross
Mugs ..... 13 20
Pint jars ..... 18 00
Quart jars ..... 4 00

E. D. MARCEAU, Montreal.
"Condor," 12-lb. boxes—
¼-lb. tins .....per lb. 0 35
½-lb. tins ..... " 0 33
1-lb. tins ..... " 0 32½
4-lb. jars.....per jar 1 20
1-lb. jars..... " 0 35
"Old Crow," 12-lb. boxes—
¼-lb. tins .....per lb. 0 25
½-lb. tins ..... " 0 23
1-lb. tins..... " 0 22½
4-lb. jars.....per jar 0 70
1-lb. jars..... " 0 25

## OLIVE OIL

per case
Barton & Guestier's quarts..... $8 00
" " pints ..... 9 00

## ORANGE MARMALADE.

T. UPTON & CO.
1-lb. glass jars. 2 doz. case, per doz $0 95
Home made, in 1-lb. glass jars " 1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb 0 06

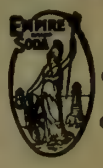
## PICKLES.

STEPHENS'.
A. P. Tippet & Co., Agents.
Patent stoppers (pints) per doz. .... 2 30
Corked (pints), " ... 1 90

## SODA.—COW BRAND.




Case of 1 lbs. containing 60 pkgs. per box, $3.00
Case of ½ lbs. (containing 120 pkgs. per box, $3.00.
Case of 1 lbs. and ½ lbs. (containing 30 1 lbs. and 60 ½ lb. packages) per box, $3.00.
Case of 5c. pkgs (containing 96 pkgs) per box, $3.00.




EMPIRE BRAND.
Brunner, Mond & Co.
Case 120 ½-lb. pkts. (60 lb.) per case $2 70.
Case 96 10-oz. pkts. (60 lb.) per case $2.80.

"MAGIC" BRAND.

| | | per case |
|---|---|---|
| No. 1, cases, 60 1-lb. packages | | 2 75 |
| " 2, " 120 ½-lb. packages | | 2 75 |
| " 3, " | {30 1-lb. packages / 60 ½-lb. packages} | 2 75 |

## SOAP




A. P. TIPPET & CO., AGENTS
Maypole Soap, colors per grs. ..$10.20.
Maypole Soap, black per grs. ..$15.30
Oriole Soap, per gross, $10.20.

| | |
|---|---|
| Gloriola Soap, per gross..... | 13 00 |
| Straw Hat Polish, per gross..... | 10 20 |

## STARCH.

EDWARDSBURG STARCH CO., LTD.

| Laundry Starches— | per lb. |
|---|---|
| No. 1 White or Blue, 4-lb carton | 0 06½ |
| No. 1 " " 3-lb. " | 0 06½ |
| Canada Laundry ..... | 0 05½ |
| Silver Gloss, 6-lb. draw-lid boxes | 0 08 |
| Silver Gloss, 6-lb. tin canisters.. | 0 08 |
| Edwards'g Silver Gloss, 1-lb. pkg. | 0 08 |
| Kegs Silver Gloss, large crystal | 0 07 |
| Benson's Satin, 1-lb. cartons.... | 0 08½ |
| No. 1 White, bbls. and kegs .... | 0 05¾ |
| Benson's Enamel, per box, $1 50 to 3 00 | |
| Culinary Starch— | |
| Benson & Co.'s Prep. Corn..... | 0 07¼ |
| Canada Pure Corn..... | 0 05¾ |
| Rice Starch— | |
| Edwardsburg No. 1 white, 1-lb. car | 0 10 |
| Edwardsburg No. 1 White or Blue, 4-lb. lumps..... | 0 08½ |

BEE STARCH.

| | |
|---|---|
| Cases, 64 pkgs. 48's..... | $5.00 |
| ¼ Cases, 32 pkgs. 24's..... | 2.50 |
| Packages 10c. each. | |

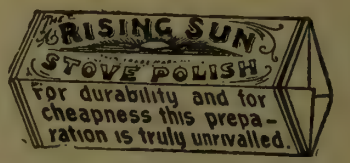
BRANTFORD STARCH WORKS, LIMITED.
Ontario and Quebec.

| Laundry Starches— | |
|---|---|
| Canada Laundry, boxes of 40 1 lbs. | $0 05½ |
| Acme Gloss Starch— | |
| 1-lb. cartons, boxes of 40 lbs.... | 0 06 |
| Finest Quality White Laundry— | |
| 3-lb. Canisters, cases of 48 lbs... | 0 06½ |
| 4-lb. " " ... | 0 06½ |
| Barrels, 200 lbs..... | 0 05¾ |
| Kegs, 100 lbs..... | 0 05¾ |
| Lily White Gloss— | |
| 1-lb. fancy cartons cases 30 lbs. | 0 08 |
| 6-lb. toy trunks, 8 in case..... | 0 08 |
| 6-lb. enameled tin canisters, 8 in case ..... | 0 08 |
| Kegs, ex. crystals, 100 lbs .... | 0 07 |
| Brantford Gloss— | |
| 1-lb. fancy boxes, cases 36 lbs... | 0 08½ |
| Canadian Electric Starch— | |
| Boxes of 40 fancy pkgs, per case | 3 00 |
| Celluloid Starch— | |
| Boxes of 45 cartons, per case... | 3 60 |
| Culinary Starches— | |
| Challenge Prepared Corn— | |
| 1-lb. packages, boxes 40 lbs.... | 0 05¾ |
| No. 1 Brantford Prepared Corn— | |
| 1-lb. packages, boxes 40 lbs.... | 0 07¼ |
| Crystal Maize Corn Starch— | |
| 1-lb. packages, boxes 40 lbs.... | 0 07¼ |

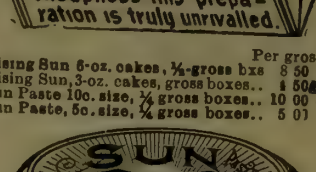
## STOVE POLISH.




No. 4—3 dozen in case, per gross .. 4 80
" 6—3 dozen in case, " " ... 8 40




Per gross
Rising Sun 6-oz. cakes, ½-gross bxs 8 50
Rising Sun, 3-oz. cakes, gross boxes.. 4 50
Sun Paste 10c. size, ½ gross boxes.. 10 00
Sun Paste, 5c. size, ¼ gross boxes.. 5 00




## TEAS.



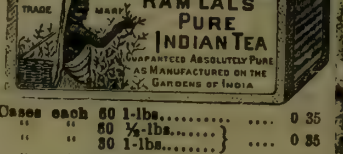

SALADA CEYLON.

| | Wholesale | Retail |
|---|---|---|
| Brown Label, 1's ..... | 0 20 | 0 25 |
| " " ½'s ..... | 0 21 | 0 26 |
| Green Label, 1 and ½s..... | 0 28 | 0 30 |
| Blue Label, 1s, ½s, ¼s and ⅛s.. | 0 30 | 0 40 |
| Red Label, 1s and ½s..... | 0 36 | 0 50 |
| Gold Label, ½s..... | 0 44 | 0 60 |

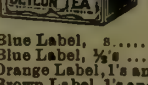



Ceylon Tea, in 1 and ½ lb. lead packages black or mixed.

| | |
|---|---|
| Black Label, 1-lb., retail at 25c.... | 0 19 |
| " " ½-lb., " " " .... | 0 20 |
| Blue Label, retail at 30c..... | 0 22 |
| Green Label " 40c..... | 0 28 |
| Red Label " 50c..... | 0 35 |
| Orange Label, retail at 60c..... | 0 42 |
| Gold Label " 80c..... | 0 55 |




| | | |
|---|---|---|
| Cases each 60 1-lbs..... | .... | 0 35 |
| " " 60 ½-lbs..... | .... | 0 35 |
| " " 30 1-lbs..... | | |
| " " 120 ¼-lbs ..... | .... | 0 36 |




LUDELLA CEYLON, 1's AND ½'s PKGS.

| | | |
|---|---|---|
| Blue Label, s..... | 0 18½ | 0 25 |
| Blue Label, ½'s ..... | 0 19 | 0 25 |
| Orange Label, 1's and ½'s... | 0 21 | 0 30 |
| Brown Label, 1's and ½'s.... | 0 28 | 0 40 |
| Brown Label, ¼'s. ..... | 0 30 | 0 40 |
| Green Label, 1's and ½'s.... | 0 35 | 0 50 |
| Red Label, ½'s..... | 0 40 | 0 60 |

TETLEY'S INDIAN AND CEYLON TEAS.
"Elephant" Brand.

| Blacks— | Wholesale | Retail |
|---|---|---|
| Tetley's Extra Quality ..... | 0 65 | 1 00 |
| " No. 1 ..... | 0 50 | 0 70 |
| " Special " ..... | 0 42 | 0 60 |
| " No. 2 " ..... | 0 35 | 0 50 |
| " No. 3 " ..... | 0 30 | 0 40 |
| " 30c. " ..... | 0 22 | 0 30 |
| " No. 4 " ..... | 0 20 | 0 25 |

These teas are packed in cases containing either 60 1-lb. packets, or 120 ½-lb. packets, or assorted. No 3 is also packed in cases containing 240 ¼-lb. packets.

| Ceylon Greens— | Wholesale | Retail |
|---|---|---|
| No. 1 ..... | 0 35 | 0 50 |
| No. 2 ..... | 0 30 | 0 40 |
| No. 3 ..... | 0 20 | 0 25 |

Packed same as blacks.

ROSS' TEAS.



This trade mark is on each package.

5c. 2-oz. packets, per doz. 0 48
10c. 4-oz. " " 0 96
25c. 10-oz. " " 2 40

W. J. NICHOL & Co.,
Wholesale Agents, 11 and 13 Front St. E., Toronto.

Also agents Cudahy Packing Co., beef extract and pepsins.

CROWN BRAND

| | Wholesale | Retail |
|---|---|---|
| Red Label, 1-lb. and ½'s..... | 0 35 | 0 50 |
| Blue Label, 1-lb. and ½'s..... | 0 28 | 0 40 |
| Green Label, 1-lb..... | 0 19 | 0 25 |
| Green Label, ½'s..... | 0 20 | 0 25 |
| Japan, 1s..... | 0 19 | 0 25 |

E. D. MARCEAU, Montreal.

| Japan Teas— | |
|---|---|
| "Condor" I 40-lb. boxes..... | 0 40 |
| EMD AAA 40-lb. boxes ..... | 0 37½ |
| "Condor" II 40-lb boxes..... | 0 36 |
| " II 80-lb. " ..... | 0 35 |
| " III 80-lb. " ..... | 0 32½ |
| " IV 80-lb. " ..... | 0 30 |
| " X 80-lb. " ..... | 0 30 |
| " V 80-lb. " ..... | 0 26½ |
| " XXXX 80-lb. boxes .. | 0 28 |
| " XXXX 30-lb. " ... | 0 26 |
| " XXX 80-lb. " .. | 0 22¼ |
| " XX 30-lb. " .. | 0 23½ |
| " XX 85-lb. " .. | 0 20 |
| " LX lead packets .... | |
| " Assorted cases (1 and ½ lb.) to retail at 40c. | 0 25½ |
| " L lead packets..... | |
| " Assorted cases (1 and ½ lb.) to retail at 25c. | 0 19½ |
| Black Teas—"Nectar," in lead packets— | |
| Green label .....retails | 0 26 at 0 20 |
| Chocolate label . .. " | 0 35 " 0 25 |
| Blue label ..... " | 0 50 " 0 36 |
| Maroon label ..... " | 0 60 " 0 45 |
| Fancy tins—Chocolate, 1-lb..... | 0 32½ |
| " " - Blue, 1-lb. ..... | 0 42½ |
| " " —Maroon, 1-lb..... | 0 50 |
| " " —Maroon, 1-lb..... | 1 50 |
| Black Teas—"Old Crow" Blend— | |
| Bronzed tins of 10, 25, 50 and 80 lb. | |
| No. 1.....per lb. | 0 35 |
| No. 2..... " | 0 30 |
| No. 3..... " | 0 25 |
| No. 4..... " | 0 20 |
| No. 5..... " | 0 17½ |

LIPTON'S TEA (in packages).

| | Price per lb |
|---|---|
| No. 1, cases 50 lb., (50 ½-lb. pkgs.... | $0 35 |
| (25 1-lb pkgs ..... | 34 |
| No. 1, cases 50 lb., in 5-lb. tins ..... | 35 |
| No. 2, cases 50 lb. (50 ½-lb. pkgs.... | 29 |
| (25 1-lb. pkgs..... | 28 |
| No. 2, cases 50 lb., in 5-lb. tins ..... | 29 |
| No. 3, cases 50 lb., (50 ½-lb. pkgs .... | 23 |
| (25 1-lb. pkgs..... | 22 |
| No. 3, cases 50 lb., in 5-lb. tins..... | 23 |
| Green Ceylon, No. 1, (50 ½-lb. pkgs .. | 35 |
| (25 1-lb. pkgs.... | 34 |
| Green Ceylon, No. 2, (50 ½-lb. pkgs.. | 29 |
| (25 1-lb pkgs.... | 28 |

## TOBACCO.

THE EMPIRE TOBACCO CO., LIMITED.

| | |
|---|---|
| Smoking—Empire, 3½s. 5s and 10s.... | 0 39 |
| Royal Oak, 2 x 3, 8o ace, 8s..... | 0 52 |
| Something Good, 7s ..... | 0 48 |
| Chewing—Bobs, 5s and 10s..... | 0 36 |
| Currency, 13¾ oz. bars, spaced 9s.. | 0 39 |
| Currency, 6s and 10s..... | 0 39 |
| Old Fox, narrow 10s..... | 0 39 |
| Snowshoe, 1-lb. bars, spaced 6s.... | 0 43 |
| Pay Roll, 6s..... | 0 44 |

## VINEGARS.

E. D. MARCEAU, Montreal. Per gal
EMD, pure distilled, highest quality. 0 30
Condor, pure distilled..... 0 25
10c Crow ..... 0 20
Special prices to buyers of large quantities

JOHN HOPE & CO., MONTREAL.
Sir Robert Burnett & Co.'s English Malt Vinegar ..... 0 60

## WOODENWARE

UNITED FACTORIES, LIMITED.

| | | |
|---|---|---|
| Washboards, Leader Globe..... | | 1 45 |
| " Improved Globe..... | | 1 55 |
| " Standard Globe..... | | 1 75 |
| " Solid Back Globe..... | | 1 90 |
| " Jubilee (perforated).... | | 1 90 |
| " Crown..... | | 1 30 |
| No. 1 2-hoop pails | Per doz. | 1 55 |
| " 1 3 " | | 1 70 |
| " 0 Tubs ..... | | 8 50 |
| " 1 " ..... | | 7 00 |
| " 2 " ..... | | 6 00 |
| " 3 " ..... | | 5 25 |

## YEAST.

| | |
|---|---|
| Royal yeast, 3 doz. 5c.-pkgs. in case.. | 1 00 |
| Gillett's Cream yeast, 3 doz ..... | 1 00 |
| Jersey Cream yeast cake, 3 doz. 5c.. | 1 00 |
| Victoria " " 3 doz. 5c.. | 1 00 |
| " " " 3 doz. 10c.. | 1 80 |

NIXEY'S REFINED BLACK LEAD
By Appointment to H.M. the KING of the British Empire.
Sole Manufacturer of "Cervus" Square and Bag and Pepperbox Blues, and "Silver Moonlight" Stove Polish.
W. G. NIXEY, 12 Soho Square, LONDON, ENG.
Canadian Representative: MR. H. T. E

OUR TRADE MARK A

AUER LIGHT MANTLES
LONGEST LIFE & BRIGHTEST

OUR TRADE MARK A

# A COMPARISON

TRASH

A cheap mantle gives a fair light for a few nights, then grows dim and shrinks up to a "wasp-waist" like this:



The "Wasp-Waist"
Cheap chemical.

This is caused by the cheap chemicals which the manufacturer used.

QUALITY

A good mantle, which cannot shrink, made of the purest chemicals, is the only kind we put our trade mark A on. It guarantees you the best that is made and will satisfy your customers.



The Auer Light Mantle
Pure chemicals.

Lowest prices on mantles, shades, chimneys, globes and sundries.

*Write us if you are interested.*

AUER LIGHT CO., MONTREAL.

# "Empire" Soda

BEST FOR BAKING.

Made in England by

BRUNNER, MOND & CO.

Used in Canada by

All Careful Housekeepers.

WHY ISN'T IT IN YOUR STOCK?

**WINN & HOLLAND,**

SOLE AGENTS FOR CANADA,

MONTREAL.

The **American Coffee Co.**

IMPORTERS AND JOBBERS, **TORONTO.**

Special Blends:

"GOLDEN EAGLE," "MANHATTAN," "MONTERY."

Correspondence Solicited.

THE PEOPLE OF

# JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

# KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

**I. C. STEWART, Halifax.**

# BASKETS

We make them in all shapes and sizes. We have

***Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,***

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

## Oakville Basket Co.

Oakville, Ont.

# BUSINESS NEWS

of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

Write us, giving us particulars of what you want and where you want it from, and we will quote you prices by return.

"Clippings from any Canadian paper on any subject."

**CANADIAN PRESS CLIPPING BUREAU,**

232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.

10 Front St. E., Toronto. Telephone Main 2701.

**Is Honest Goods and just the Thing on Which to Make or Extend a Business.**

McLAREN'S

# COOK'S FRIEND BAKING POWDER.

**The Best Grocers make a point of Keeping it always in Stock.**




**Don't use this kind of a light**

but write us for prices on any kind of Lamps or fittings.

We manufacture lamps and can suit you.

**LAMP CHIMNEYS**

WITH THESE LABELS

**ARE THE BEST.**

For Lime Flint. For Lead Flint.

# GOWANS, KENT & CO.

Wholesale

**Crockery and Glassware**
**China and Lamp Goods**

TORONTO and WINNIPEG.

# Mince Meat Season.

Our Mince Meat is in great demand just now, because it is succulent, tasty and delicious. We're very careful about the manufacture. Fresh meats and fruits spiced to a nicety are employed in the preparing.

# Wethey's Mince Meat



The convenient brick package appeals to every good housekeeper. Your customer will be delighted with the toothsome dainty this season of the year.

(5)

Prepared only by

**J. H. Wethey, Limited, St. Catharines, Ont.**

# Crosse & Blackwell's Candied Peels.

# Crosse & Blackwell's Candied Ginger.

# Crosse & Blackwell's Plum Puddings.

## C. E. COLSON & SON, MONTREAL.

CHAS. F. CLARK, President. JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

# BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World.

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

**THE BRADSTREET COMPANY** gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information, no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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HALIFAX, N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
OTTAWA, ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

**OAKEY'S** The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters.

'WELLINGTON'

'KNIFE POLISH'

## JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

**Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.**

**Wellington Mills, London, England.**

Agent:

**JOHN FORMAN, 644 Craig Street**
**MONTREAL**

VOL. XVI. MONTREAL AND TORONTO, DECEMBER 26, 1902 NO. 52

PUBLISHED EVERY FRIDAY

THE CANADIAN GROCER AND GENERAL STOREKEEPER

CIRCULATES IN EVERY PROVINCE

When a salesman talks price to you
**Ask him about QUALITY**

When he talks quantity . . .
**Ask him about QUALITY**

When he talks merit to you . .
**Ask him about QUALITY**

# QUALITY . .

That's the
**STRONG POINT**
in
**Colman's Mustard**

## PLUM PUDDING TIME

is here, and here to stay as long as you have the right plum pudding. Don't go groping about in the darkness of doubtful makes. Take hold of our

# Plum Pudding in Key Tins

**1 and 2-lb. Packages**



You'll find them as good as our biscuits and just as popular—that's saying a good deal.

DROP US A LINE FOR A TRIAL DOZEN.

**Christie, Brown & Co., Limited,** TORONTO and MONTREAL.

We find this brand of Table and Dairy

# SALT

# BRUSSELS

rapidly increasing in favor—

**WHY?**

**Because**

1. It is PURE.
2. It is Fine and White.
3. It is put up in neatly sewn, attractively printed packages.
4. There is no fault to be found with it.

---

## R. & J. RANSFORD,

Established 1868

Clinton, Ont.




# LICORICE . . .

We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, plain and corrugated; Acme Licorice Pellets; Y. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLIABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and Golf-Sticks, 100 to box; Blow Pipes, 200 and 300 to box; Manhattan Wafers, 2½-lb. boxes Curved Stem Pipes, 200 to box. Write for illustrated catalogue.

---

## YOUNG & SMYLIE

Established 1845. BROOKLYN, N.Y.




# The Australasian Grocer

The Organ of the Grocery, Provision and kindred Trades of the Antipodes.

## Subscription $2.50 per Ann.

post free to any part of the world.
A handsome Diary is presented free to annual subscribers.

PUBLISHING OFFICES:
Melbourne, - - Fink's Buildings.
Sydney, - - Post Office Chambers
AMERICAN OFFICES:
New York, - - Park Row Building.
BRITISH OFFICES:
London, - - 42 Cannon St., E.C.

*Specimen Copies Free on Application.*

IT IS NOT TOO EARLY TO BEGIN YOUR INQUIRIES ABOUT THAT TRIP YOU ARE GOING TO TAKE TO THE

# British West Indies

this winter. We have just issued a booklet telling what some people saw and did on the same voyage last winter, and if you write us we will send you one.

THERE IS NO MORE DELIGHTFUL WAY OF SPENDING SIX OR SEVEN WEEKS THAN ON SUCH A TRIP AS THIS. THE WHOLE COST FROM HALIFAX AND RETURN IS $130.00.

**Pickford & Black - Halifax.**

# Griffin & Skelley's Dried Fruits.

This is the one famous brand of California Fruits that never varies in its one standard of quality—***the highest.*** Seeded Raisins, Prunes, Dried Apricots and Evaporated Fruits of all kinds. Sell the "Griffin" Brand and you sell the best. Sell it and you'll hold your trade. Sell it and you'll gain new trade—***you'll gain it and you'll keep it.***

## Prunes.

**"Griffin" Brand.**

Large, black, meaty Prunes with small stones and fine flavor. Cured and packed with the greatest care. Packed in the vineyards where they grow. "Fine goods"—fine because of the great regularity with which they maintain their high reputation. Not packed in bulk and then re-packed, but sent right through in the original package.

**"Easter" Brand.**

## Seeded Raisins.

Clean and perfectly cured. Sound fruit always. You should place your orders ***now*** for prompt delivery. Ask your wholesaler. Insist on having the "Griffin" Brand. ***They satisfy!***

*Sold by Leading Wholesalers.*

ARTHUR P. TIPPET & CO., AGENTS,

8 Place Royale, Montreal.

When you buy our Brown and Manilla Wrapping Papers you are assured of three things:

That they are the best in quality.
That they are full weight.
That they are full count.

These papers never fail to give satisfaction.

—MADE IN CANADA—

BY THE

**CANADA PAPER CO, Limited**

TORONTO and MONTREAL.




# Do You Use Scales?

**If so, the following facts should interest you:**

Do you desire to discontinue giving down weight?
Do you desire your bulk packages to hold out weight?

If so, the **TOLEDO AUTOMATIC SCALE** will enable you to accomplish this result, as it is the only Scale that gives 16 ozs. to the lb.- no more, no less, as there is absolutely no such thing as down weight on the Toledo Scale.

**MADE IN CANADA.**

For Descriptive Catalogue and all information write to

**DEAN & McLEOD,** Canadian Agents,

The Toledo Computing Scale Co.,

HAMILTON, ONT.

MOTT'S DIAMOND CHOCOLATE. JOHN P. MOTT & Co HALIFAX, N.S. ESTABLISHED 1844

IS THE BEST.

For Sale Everywhere.

—:o:—

ASK FOR

**MOTT'S.**

# James Ewart

MANUFACTURER OF

**High-Grade Delivery**

**WAGONS**

Grocer, Baker, Confectionery, Laundry Wagons of every description.

**257-9 QUEEN ST. EAST**

**TORONTO.**

Write For Prices. Phone Main 1188.



# Salmon . . .

**RED SOCKEYES**

"Nimpkish"
"Griffin"
"Sunset"
"Lowe Inlet."

**COHOES**

"Eagle"
"Golden Net"
"Harlock"
"Empress."

We have yet on hand a few brands of Salmon—some of which are given herewith. A full list of our brands will shortly be published.

We are **Packers of Canned Salmon** and dealers in all classes of

**FROZEN, SALTED and PICKLED FISH.**

## The British Columbia Packers' Association

Cold Storage Plants in New Westminster, B.C.

**VANCOUVER, B.C.**

The

# Dominion Canister Company

Limited

MANUFACTURERS OF

# The "Perfection" Canister

SOME OF ITS ADVANTAGES:

1. It has the new friction or "penny" top and the cap can be made in sizes to suit customers.
2. If you use it, you do not give "down" weight.
3. Your advertisement on a neat label on every package you sell.
4. It's neat; it's attractive; it's cheap; it's best.

**WRITE FOR SAMPLES. GET PRICES.**

## The Dominion Canister Company, Limited

**DUNDAS, ONTARIO, CANADA.**

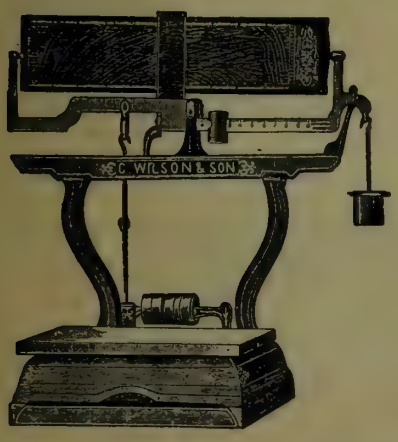
# T. A. LYTLE'S UNFERMENTED WINES.

Our non-alcoholic and non-intoxicating unfermented wines are winning approval as a seasonable and delicious beverage. These wines are put up attractively and sell well.

Quarts, 1 or 2 doz. in case.
Pints, 2 or 3 doz. in case.
½-Pints, 3 doz. in case.

## T. A. LYTLE & CO.

**124-128 Richmond St., West, TORONTO.**




## Honesty Goes Hand in Hand With Prosperity.

If you are not honest you may prosper for a short time, but your fall will be swift and sure.

If you are honest and find that you do not prosper your case will stand investigation, and in nine cases out of ten the reason the honest grocer does not prosper is because he uses old and infirm scales in his business, and when he thinks he is selling a pound of sugar or rice, or anything else, he really is parting with about a pound and a quarter for the price of a pound.

Are you prospering as you should?

If not, it might be a good thing to look into the scale question. We have a Ball-Bearing Computing Scale which is HONEST. We guarantee this scale and sell it on easy terms.

Wilson's Scales are "MADE IN CANADA"

**C. WILSON & SON**

69 ESPLANADE ST. E. TORONTO

*"Best in the World."*

## HILL, EVANS & CO'S (WORCESTER, ENG.)

PURE ENGLISH

**MALT VINEGAR** Delicate in Flavor and Aroma. Splendid keeping properties.

**ROBERT WATERS' QUININE WINE**

Quinine in a palatable form—50 years' reputation.

Export Agents:
Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

# DON'T OVERLOOK THE FACT

that, although you may possibly persuade your customers into purchasing other than JAPAN TEA, it is your disadvantage to do so if you aim at winning their confidence and to prove to them that the teas you sell are reliable and of the highest quality. Many teas are claimed to be "just as good" as

# JAPAN TEA

But, if "popularity is the best proof of merit," then JAPAN TEA wins every time. The best tea judges in Canada testify to its absolute purity, wholesomeness, cleanliness and healthfulness. Grocers who are anxious to keep their tea department in a good paying condition should not overlook the fact that only healthy, clean tea like JAPAN should be sold their customers.

JAPAN CENTRAL TEA TRADERS' ASSOCIATION.
Trafalgar Chambers, Sun Life Building Annex,
Tel. Main 4142. MONTREAL, CANADA.

# STANDARD GRANULATED SUGAR.

A truly Canadian Product.
Made in a Canadian Factory.
Made from Canadian Sugar Beets.
Grown by Canadian Farmers.
Produced by Canadian Labor.

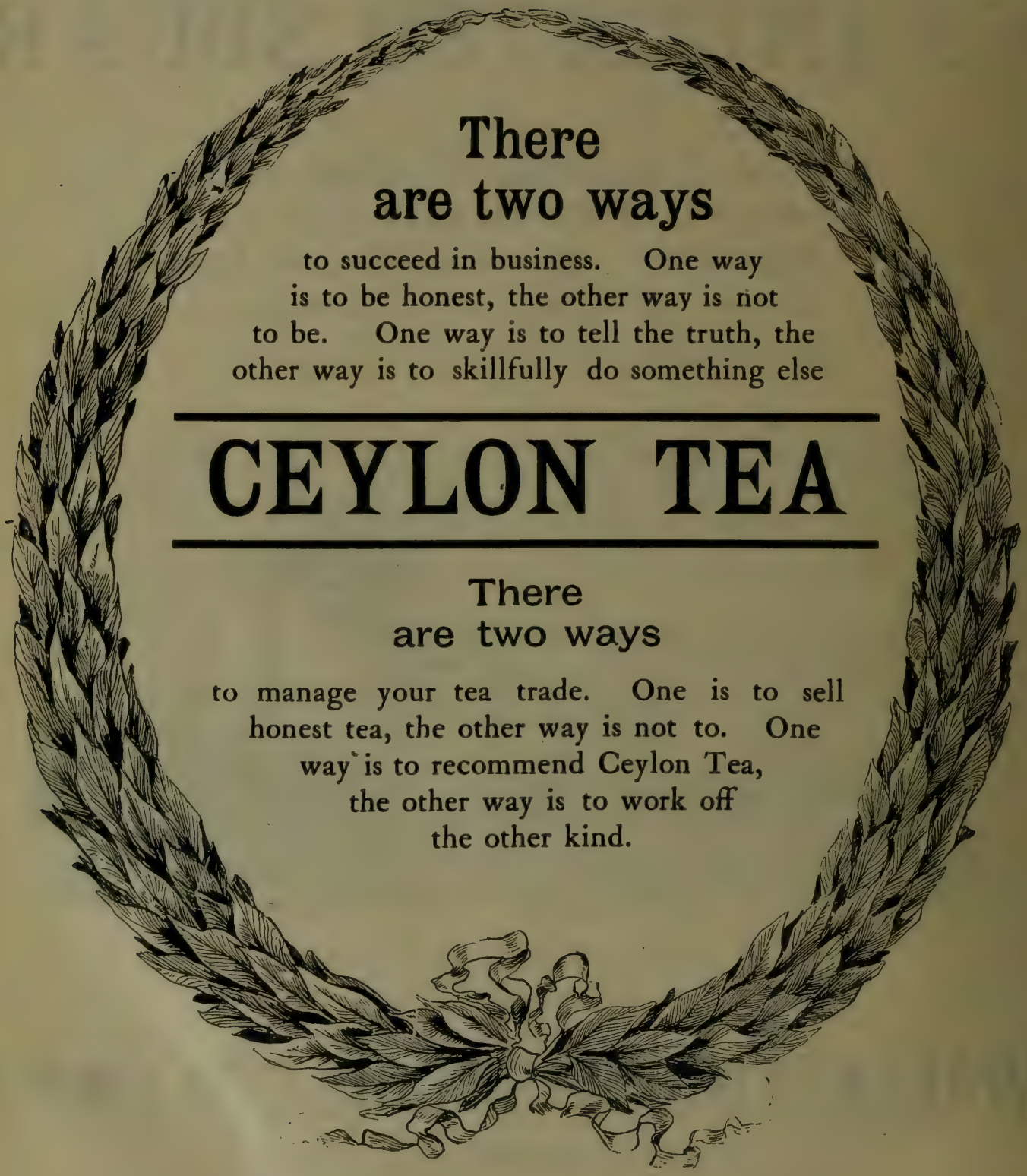


New 700-ton Beet Sugar Factory of the

## WALLACEBURG SUGAR CO., LIMITED

at WALLACEBURG, ONT.

Substantially built and equipped with the most modern and improved machinery in the world at a cost of over $600,000.



## There are two ways

to succeed in business. One way is to be honest, the other way is not to be. One way is to tell the truth, the other way is to skillfully do something else

# CEYLON TEA

## There are two ways

to manage your tea trade. One is to sell honest tea, the other way is not to. One way is to recommend Ceylon Tea, the other way is to work off the other kind.




# IMPERIAL MAPLE SYRUP

The Standard from Ocean to Ocean.

**Merit Acknowledged**
**Superiority Admitted.**

## YOUR MONEY BACK

IF NOT SATISFACTORY.

ROSE & LAFLAMME, Agents
**Montreal.**

## YOU WILL FIND IT

IN THE LAUNDRY EVERYWHERE.

# Ivory Gloss Starch

is the POPULAR BRAND because we have made it our primary aim to PLEASE THE CUSTOMER. You can recommend it with perfect safety and it will prove a money-maker.

Brands also manufactured for kitchen purposes.

**THE ST. LAWRENCE STARCH CO.,**
LIMITED
**PORT CREDIT, ONT.**

## The Auer Gas Lamp.

**"TURNS NIGHT-TIME INTO DAY-TIME."**

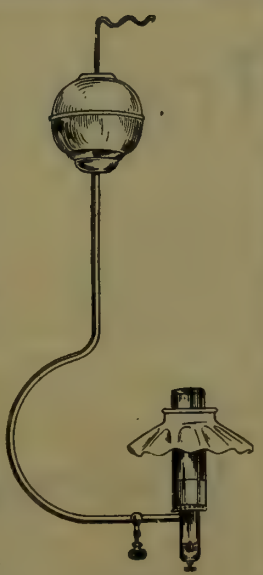
**New Styles. Lower Prices.**

**Are you interested** in a lamp which gives 100 candle power?

**Are you interested** in lighting your store brilliantly? You know it draws trade?

**Are you interested** in saving half of your bill for coal oil?

**Are you interested** in having the agency for a lamp which does this?



No. 28
100 Candle Power.

**Then write for our Catalogue and Discounts.**

EVERY LAMP GUARANTEED.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

# SYRUP

We are now putting on the market a very fine Cane Sugar Syrup, which is one of the best things offered to the trade for some while.

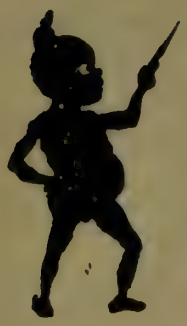
***If interested send for Samples and Prices.***
***Wholesale only.***

...THE...

## Dominion Molasses Co.,

Limited

Halifax - Nova Scotia.

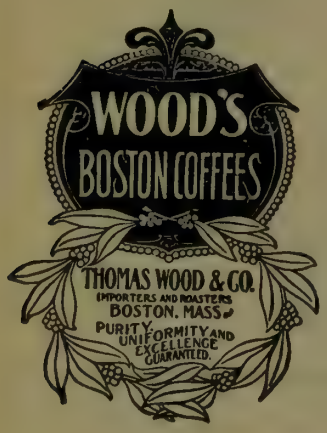


*We Cordially Wish You a Large Measure of Prosperity During the Coming Year.*



**W. H. GILLARD & CO.,** Wholesale Grocers, **HAMILTON.**

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## AT A STANDSTILL

This cannot be—you are moving either forward or backward.

# WOOD'S COFFEES

Will give you a great impetus

**FORWARD**

if you join issues with us for the Winter trade.

**THOMAS WOOD & CO.,** 428 St. Paul St., **Montreal**

---

# We Want Your Trade




Yes, that's what we're in business for, providing you are a cash buyer.

You see! the success of the grocer is our success. He is the only channel through which we can hope to increase our trade. Every day of the week it is our constant study to procure and supply absolutely the best possible value in groceries.

The tendency of the day is co-operation. Manufacturers, wholesalers, commercial and other interests are uniting. Why not the Grocers ?

## Be Your Own Wholesaler

Our company is established on sound financial basis. our system of doing business is undoubtedly the correct one. Our progress, with 18 months' experience, must surely relieve the mind of a skeptic. We have a cash business and you do not help to pay the debts of others when dealing with The Grocers' Wholesale Company, Limited, Hamilton.

If you are interested in our merchandise or our Share Stock, let us hear from you.

# Grocers' Wholesale Company, Limited, Hamilton.

# ADVERTISING FRAUDS.

By J. L. Troy.

THE question of publicity, "advertising," is one of prime importance to the progressive business man. How to get the best results for the least money is a matter which interests every advertiser who has a message to convey to the public. Every up-to-date business man concedes that advertising well and judiciously placed in mediums of recognized worth and circulation pays. The selection of the proper medium requires careful consideration, as many unworthy fake schemes are constantly being foisted on the advertising public. There are more fakers in the advertising line possibly than in any other calling, due principally to the fact that the average business man is not so well posted in the matter of advertising as he might be. The average business man is altogether too willing to give ear to the plausible story of the slick advertising faker, who has, according to his own story, the best thing in the advertising line on earth to offer.

Some of the advertising fakes now worked successfully, particularly on this side of the line, are old. Notwithstanding all that, there are merchants thoughtless enough to try them and pay largely for the privilege of trying. Those are the merchants who will tell you that they spent two or three thousand dollars, as the case may be, last year in advertising, and that results were not satisfactory. All the money wasted in fake schemes is charged to advertising. The writer knows one firm that spent twelve hundred dollars last year, out of a total appropriation of two thousand, in fake advertising schemes purely and simply. This firm complained they did not get adequate returns for the amount spent in advertising and condemn advertising in unmeasured terms.

The reputable daily or weekly newspaper of known circulation for the retailer is unquestionably the best he can employ to reach the buying public. For the manufacturer, wholesaler or jobber, a reliable trade paper should be employed to carry his announcements to the merchant. We advise the advertising public to give a wide berth to the oily-tongued advertising faker. He arrives in our midst wearing a suave debonnair air, knows it all, is very smooth and plausible and usually catches the business man napping, and, of course, works him for an order.

He comes sometimes as the self-styled agent of some respectable fraternal society from whom he gets permission to get up a programme for a concert or entertainment. His modus operandi is this: He secures permission from the secretary or some person else in authority in some fraternal or other society organization or trade union to get up a programme, he agreeing to furnish the programme free of charge. He then goes among the business people soliciting advertisements from them in the name of the organization which gave him the privilege, levying blackmail purely and simply until he reaps a rich harvest.

Then, again, there is the faker who gets up hotel advertising, such as hotel registers, combination counter stands for hotels, blotters for the writing table, clocks set in a frame containing advertisements, writing desks with ads. in the back, etc. The gentleman who gets up this form of advertising, first gets the assent of the hotel proprietor to his proposition to furnish him with a register, or some other requisite free of charge. The next step is to secure the names of those from whom the hotelman buys his supplies.

After the names have been secured the slick advertising faker goes around and solicits advertisements in the name of the hotel proprietor. Another case of blackmail, but he gets the advertisements and afterwards the cash.

Another is the so-called industrial number for some paper. The ad. faker in this case goes to some publisher of a weekly or daily and agrees to pay a certain sum of money for a certain number of copies of the paper to be published on a certain day, and distributed with the regular edition. That done, he proceeds to write a short sketch about the town, publishing a cut of the city hall and chief magistrate, perhaps. The rest of the number is made up of write-ups of the business houses for which he charges so much per line. He will tell an advertiser that the number of copies printed will be so much, when, as a matter of fact, not over one-fourth the number promised will be printed—often even less than that.

The fellow with the calendar fans, notions, and countless other things, all more or less worthless fakes appears on the scene quite frequently and gets his share of what is going.

The merchant who pays his money for such a class of advertising as we have just mentioned does not get value for his money. He is the man who will tell you that he spent so much money last year in advertising and it did not pay him, but when you come to analyze his advertising account you will find that the greater portion he wasted in some fake proposition or scheme.

A special Christmas publication recently secured nearly 200 advertisers. On the promise of 15,000 circulation several men used it who do not advertise in any of their local papers. As a matter of fact, only 200 copies were printed. They were used by the faker to leave with each advertiser when he collected his account.

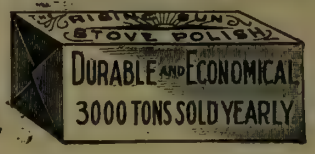
Profitable advertising is not an accident; it is the result of careful thought along common-sense lines. If the advertiser is new in the business it would be well for him, perhaps, to consult with some of his friends in business who have advertised extensively and made a success of it. If he has no such friend in business with whom he can consult, then he should take into his confidence a man experienced in advertising, a capable honest man connected with some well-known honest publication, listen to his advice, and be guided by what he tells him. Always remember one thing—don't listen to the unknown advertising faker who is here to-day and away to-morrow. He is not out for your good, he is after your dollars.

Advertising well and judiciously placed in respectable newspapers and trade journals of known circulation pays, and pays well, but your money is absolutely thrown away when invested in fake advertising schemes.

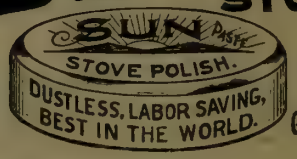
## MINNEAPOLIS MILLERS BUYING MANITOBA WHEAT.

Minneapolis millers have come on the markets of Manitoba and are purchasing hard wheat for grinding in bond at Minneapolis for export. Bell and Washburn, of the Washburn, Crosby Co., have already contracted for the delivery of 1,000,000 bush., chiefly through the Northern Elevator and Winnipeg Elevator Companies. This will be all shipped out of Manitoba by the Canadian Northern, Northern Pacific and Great Northern lines to Minneapolis, where one big mill will be set aside for the grinding of Manitoba wheat.

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE




SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE




Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market

MORSE BROS., Proprietors. Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

## MEETING OF CANNED GOODS PACKERS.

THE Canadian Packers' Association met in Toronto on Thursday and Friday, December 18 and 19. Those present included: H. I. Matthews (president), Thos. J. Dake (inspector and secretary), W. A. Ferguson, Russell Bowlby, Wellington Boulter, David Marshall, —. Jasperson, James Doland, F. H. Lowrey, T. Owens, F. W. Hepburn, S. Nesbitt, James Campbell, —. Clark, —. Hegermann.

In regard to the pack of fruits and vegetables of this season, it was stated that in Quebec Province the pack of tomatoes was 10 per cent. and in Ontario 33⅓ per cent. of the ordinary one. There was a good pack of gallon apples and also of small fruits, but operations on the former were not completed, and definite estimates as to its extent were hardly yet obtainable. The pack of corn and peas was light. Canners were now busy with poultry, which it appeared would not turn out a large pack.

Seven factories which last season were closed up by the Association, the owners having been paid a certain amount of money to remain for a year out of the market, will, in all likelihood, be again in operation next season. "There will be no curtailment of the pack next year," said a well-known member of the Association to THE CANADIAN GROCER.

The canners this season are not making as large profits as the present prices would indicate, as a good many of them have had to reimburse their customers for unfilled orders.

Tomatoes from the United States have been placed on the Canadian market, and some samples of the Baltimore article were, on Thursday of last week, opened up at the Walker House, Toronto. While in color these were everything that could be desired, it was generally conceded that their flavor was not equal to that of the Canadian canned tomatoes.

There will be another meeting of the Association in February.

## AN EVIDENCE OF BUSINESS ENTERPRISE

THE Sentinel-Review admires Canadian ability and Canadian enterprise. There is a clear case of it which is now attracting the attention of the public through the advertising columns of the press. It is so interesting a case that we draw attention to it in a manner entirely unusual in these columns. The case in point illustrates the influence of business enterprise through clever advertising. Everybody of late has been reading the Tillson oatmeal advertisements. The reason of this is simply that they are very cleverly gotten up. Both in matter and style they are equal to the best up-to-date advertising seen in American newspapers and magazines. The man who is doing the work is putting money into the pockets of the Tillsonburg firm. When American firms are deluging the country with health foods, it is a pleasure to see a Canadian company stand up on behalf of the old-fashioned oatmeal of our Scotch forefathers, made by modern methods, and declare that "it is a food, not a fad." This is a stroke of genius—beeause it is true, and it strikes a responsive chord in the public heart. We hear that the Tillson firm are "getting there" with a vengeance since they started to advertise in this style. Their success is a lesson to other Canadian manufacturers and business men. They are supplying the public with a first-class article; and they are putting it before people in an attractive way. Here is the whole secret of success. It has always been humiliating for us to see the way in which American firms prepare and advertise their goods in comparison to the small number of Canadian firms who do the same thing well. There are thousands of Canadian manufacturers and business men who could succeed by the simple expedient of improving their product, putting it up in more attractive form, and presenting it to the public in bright newspaper advertising. In scores of lines the Americans have invaded this country simply because Canadians have not been up-to-date. Bewailing this for many years past, it is a pleasure to see a Canadian, indeed a local firm, thoroughly up-to-date. We have long known that there were no better millers in Canada than the Tillsons of Tillsonburg. Newspaper readers must admit now that there are no cleverer advertisers. We take off our hat to the company! After reading the Tillson oatmeal advertisements we will stick to the Scotchman's diet. Sandy has long been thriving on what is "a food, not a fad."—Sentinel-Review, Woodstock, Ont.

## THE JAPANESE EXHIBITION.

THE Canadian Commissioner to the Japanese Exhibition, to be held shortly at Osaka, Japan, is William Hutchinson. The Canadian building will be finished at Osaka about January 15. In regard to the Dominion being represented at this Exhibition, Mr. Nosse, Japanese Consul-General at Montreal, expressed himself to a reporter as believing that this country will derive great benefit therefrom. The Dominion will be enabled to make herself known not only in Japan, but throughout the Orient, thus creating a future market there for the surplus products of the soil, the forest, the sea and the mines of British Columbia and the Northwest Territories. There was made from Canadian flour a bread superior to all others, but at the present time a big business in flour, amounting to $3,000,000 a year, was transacted by United States firms with the Japanese army and navy. This business might be made come to this country.

# If Wanting Anything

in a **hurry** for Xmas, wire, phone,
at our expense. Will rush goods.

**The highest price paid for Dried Apples. Write us if you have any.**

## LUCAS, STEELE & BRISTOL, Wholesale Grocers, Hamilton

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

HERE IS TO YOU!

**Wishing You a Merry Christmas, a Happy and Prosperous New Year.**

| | |
|---|---|
| Lumsden Bros , Importers and Manufacturers, | Hamilton. |
| Lumsden Bros., Importers and Wholesale Grocers, | Toronto. |
| Social Tea Co., | Toronto. |
| Social Pure Food Co., | Hamilton. |
| Standard Canning Factory, | Hamilton. |
| Standard Spice Mills, | Hamilton. |
| Standard Broom Factory, | Hamilton. |
| Hamilton Yeast Co., | Hamilton. |

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

## *Kindest Wishes to Our Patrons.*
## *A Happy and Prosperous New Year.*

*This being the season for mutual congratulations, and a pleasant retrospect of the past year, it affords us very much pleasure to extend our kindest wishes to our many patrons for the very liberal patronage shown to us, and we sincerely trust that a corresponding generosity has been accorded to your good selves. That such amicable business relations may be further developed during the ensuing year is the fervent wish of each member of our firm.*

*We also wish to assure our customers that our MOTTO: "The best goods that the markets afford," has met with universal approval, and, when our travellers call on you to display our samples, you can rest assured that these samples are the selections of the world's choicest productions.*

*Yours respectfully,*

*JAMES TURNER & CO., Hamilton.*

# Season's Greetings

## THOS. KINNEAR & CO.,

**Wholesale Grocers,** **49 Front St. East, TORONTO**


## BUSINESS CHANGES.

### DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

O. ROBERT, grocer and liquor merchant, Montreal, has assigned to William Renaud.

M. Rousseau, general merchant, of Warwick, Que., has compromised.

J. Talbot & Fils, general merchants, of St. Eulalie, Que., have compromised.

C. W. Anderson & Son, bankers, of Oakville, Ont., have assigned to E. R. C. Clarkson, Toronto.

The Sault Ste. Marie Co-operative Co., Limited, Sault Ste. Marie, Ont., has assigned to J. H. Fraser.

The chattel mortgagee is in possession of the premises of Le Feuvre & Co., grocers, of Nanaimo, B.C.

V. E. Paradis has been appointed curator of W. O. Langevin, general merchant, Grand Mere, Que.

A meeting will be held on December 27 for the appointment of a curator of J. A. Beaudette, grocer, Quebec.

A meeting has been called for December 27 to appoint a curator of N. Laliberte, general merchant, of St. Nicholas, Que.

### PARTNERSHIPS FORMED AND DISSOLVED.

Haddad & Checralla, general merchants, Gracefield, Que., have dissolved partnership.

There has been registered a dissolution of The National Syndicate Match Company, St. Raymond, Que.

### SALES MADE AND PENDING.

T. J. Mitchell, grocer, Carleton Place, Ont., has sold out.

The assets of Amable Daiphe, general merchant, Varennes, Que., have been sold.

The assets of J. E. Heon, general merchant, of St. Eulalie, Que., have been sold.

The stock of R. L. Block, flour and feed merchant, Ottawa, has been sold at 51c. on the dollar.

E. H. McMillan, grocer, of Vancouver, B.C., is advertising his North Vancouver branch for sale.

The assets of Geo. Wait & Co., wholesale produce merchants, Montreal, were to be sold on December 26.

### CHANGES.

E. Cook, grocer, of Grand Forks, B.C., is out of business.

Dame Aglae Gagnon, grocer, of Montreal, has registered.

C. Docile co-stem lates commencing a bakery at Ladysmith, B.C.

E. H. Betts, baker, Leamington, Ont., has sold out to A. McPhail.

The Century Agency, manufacturers' agents, Montreal, have registered.

T. W. Burgess, grocer, Wallaceburg, Ont., is succeeded by Hubert Burgess.

Hector Quesnel, 5, 10 and 15c. Store, Ottawa, is succeeded by C. Lamontremonville.

Wm. Place, grocer, of Niagara Falls, Ont., has sold out to J. W. Bowman & Company.

C. E. Therrien, grocer and liquor dealer, Sherbrooke, Que., has sold out to T. A. Bourque.

The British Columbia Supply Company, Limited, grocers, etc., Vancouver, B.C., are giving up business.

The stock of A. A. Dugas, general merchant, Ste. Anne des Monts, Que., has been sold at 66¼c. on the dollar to D. Bouchard.

An item appeared in this department in a recent issue of "The Canadian Grocer," to the effect that McElroy & Sons, general merchants, of Richmond, Ont., had sold out to Lewis Bros. We have since heard that this was not correct.

### FIRES.

N. J. Larson, grocer, New Westminster, B.C., was partially burned out.

James Adams, grocer, Dundas, Ont., has sustained loss by smoke and water.

R. Garland, grocer, flour and feed merchant, East Toronto, Ont., was burned out; insured.

### DEATHS.

J. R. Young, grocer, Ottawa, is dead.





This merchant has been cheated.
So will you if you handle imitations of

**MacLaren's Imperial Cheese**

A. F. MacLaren Imperial Cheese Co., Limited
Toronto.

OUR HEARTY WISH TO ALL

A Happy and Prosperous New Year.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers. TORONTO.

### ONTARIO FRUIT IN THE WEST.

LINUS WOOLVERTON, Grimsby, Ont., secretary of the Ontario Fruit Growers Association, stated to a reporter that he did not much fear the efforts that were being made by the British-Columbian fruit growers to control the Northwest fruit market. Ontario produces the fruit, and all that is necessary is to abandon the plan of shipping fruit on consignment to Winnipeg and other Western points.

No other trade would submit to the plan of shipping its products to the other side of the continent, with the prospect of their being dumped upon a glutted, demoralized market, and then put under the hammer and sold at whatever they will fetch. Winnipeg buyers now contract for British-Columbian fruit in the orchards, and they would contract for Ontario fruit if the growers would unite and would pack their apples according to certain standard grades, which are now being evolved under the workings of the Fruit Marks Act. With cold storage there is no longer need for growers to rush their fruit in by the train load on consignees, without knowing any of the conditions of the market, and bearing down prices to an unprofitable point. Under the consignment system Western dealers are not particular about the quality, because they like to see a glut, which will bear down all prices, and give them a chance to pick up good fruit cheap, but if they could only get fruit under contract they would be anxious to secure only the best fruit, which is the only kind that will stand the freight charges. Poor fruit ought never to be sent to the Northwest, but, whatever is done with it, it should be disposed of at the grower's lowest freight rate points, that is, as near home as possible.

### THOMAS B. BAKER DEAD.

A prominent Northwestern business man died recently at Winnipeg in the person of Thomas B. Baker. Deceased was head of the Western Elevator Company, 55 years of age and a native of Brantford, Ont. He went West in 1881, started a general store in Moose Jaw in 1882, forming a partnership with Mr. Lea. He also was in the grain-buying business, and in 1889 removed to Winnipeg, forming a partnership with Alexander Reid, which firm was in 1901 incorporated with the Western Elevator Company, Limited.

### MONTREAL WHOLESALERS.

The Wholesale Grocers' Association, of Montreal, held their annual general meeting on Friday, December 20. The business of most importance before the members was the election of officers for the ensuing year, which resulted in the return of last year's executive. The officers are now as follows :

President—Albert Hebert.
Vice-President—L. E. Geoffrion.
Treasurer—S. J. Carter
Directors—J. Ethier, D. L. Lockerby, J. E. Quintal.

D. L. Lockerby was chosen for nomination to the incoming council of the Board of Trade, as the representative of the Grocers' Association.

The Association had been notified by the Dominion Wholesale Grocers' Guild that the general meeting of the latter body would be held in Toronto on January 21, and the Montreal Association was invited to suggest topics for discussion at the meeting. For this purpose there will be a meeting of the Montreal Association on Tuesday, December 30.

Albert Hebert, president, and S. J. Carter, treasurer, were appointed delegates to represent the Montreal Association at the meeting of the Dominion Wholesale Grocers' Guild.




The mistakes of others should protect every grocer from similar blunders. There are a few grocers who wish they had purchased

UPTON'S

Jams, Jellies and Marmalade

in place of some unknown brand.

A. F. MacLaren Imperial Cheese Co., Limited, 51 Colborne Street, Toronto,

AGENTS.

# THE PROVISION TRADE

AND COLD STORAGE NEWS.

### CANADIAN MEAT AND STORAGE PLANT.

U. S. Consul-General John L. Brittinger writes as follows from Montrealin regard to new plants to be built in Canada : "The meat-packing firm of Swift & Co., Chicago, recently purchased the property of the Fowlers Canadian Co., at Hamilton. A new pork-packing plant is to be erected which will be larger than any like establishment in the Dominion.

"Premier Peters, of Prince Edward Island, has announced an important agreement with a firm of Canadian and American capitalists which insures for the Island the most complete and modern outfit of cold-storage appliances that can be obtained. The capital of the company is $1,000,000. It pledges itself to establish three cold-storage warehouses, one in each county, with a capacity sufficient to handle all the animal and agricultural products of the Island, and to do a certain amount of additional business for Nova Scotia and Newfoundland.

"It will further establish at Charlottetown a canning factory capable of handling all the fruit and vegetables of Prince Edward Island ; and at the same place an immense pork-packing and meat-canning establishment, for the whole of the Maritime Provinces and Newfoundland. It is bound to maintain and operate all the above for 30 years, to expend $250,000 in the first year, and to pay annually $40,000 in wages in Prince Edward Island alone. In return, the Local Government guarantees an issue of mortgage bonds, for which the company is to provide a sinking fund, and grants exemption from taxation, to have effect at once. Monopoly is to be permitted."

### DEAD MEAT INDUSTRY AT TORONTO.

The dead meat industry promoted by a large United States firm at Toronto Junction will occupy 20 acres west of the Union Stock Yards at that place. The new company will erect abattoirs and other necessary buildings, which will cost between $10,000 and $15,000. It is expected that 800 hands will be employed in the various works at the Junction.

### PRIVATE CAPITAL IN MEAT BUSINESS.

Asked if the Dominion Government would aid the dead-meat industry, Hon. Sydney Fisher said to a reporter : "I don't want people to become possessed of the idea that Government aid is necessary, or is likely to be granted, in a matter of this kind. In the past I have expressed myself as opposed to Government subventions for such enterprises, on the ground that conditions were not such as to promise success. Conditions now are more propitious than they were, but I am not yet by any means sure that any necessity exists for Government aid. I am inclined to think the prevailing conditions are sufficiently favorable to justify the investment of private capital entirely, and if that is so it is better that private capital should undertake establishment of industry."

### A DIVIDEND OF 16 PER CENT.

A first and final dividend of 16c. on the dollar has been declared by Assignee Clay in the estate of The Dominion Butchers' Supply Co., Toronto, in liquidation. The statement of receipts and payments by the assignee is as follows :

| | | |
|---|---|---|
| Receipts— | | |
| Sale of stock, fixtures, typewriter, etc | | $615 75 |
| Payments— | | |
| Preference claims ; rent of store | $33 32 | |
| Wages | 82 75 | 116 07 |
| | | $499 68 |
| Assignee's expenses— | | |
| Advertising Ontario Gazette and newspaper | $12 50 | |
| Notice to creditors for meeting ; 53 registered letters | 12 00 | |
| Statement of receipts and payments and postage | .... | |
| Law expenses | 16 00 | |
| Inspector's fee | 15 00 | |
| Assignee's allowance | 50 00 | $105 50 |
| Balance | | $394 18 |
| Creditors' claims settled at | $2,462 54 | |
| Dividend of 16 per cent | | $393 99 |

### THE PROVISION MARKETS.

TORONTO.

There is practically no change in the market. Some dealers quote dressed hogs easier, but on the whole there is no change. On Tuesday the outlook was that there would be a greater demand for choice beef and mutton than characterizes this season. Our quotations are as follows : Dressed hogs, $7.25 to $7.50 per 100 lb. ; No. 1 beef, $7.00 to $7.50 per 100 lb. ; hind quarters, $7.50 to $8.00 per 100 lb. ; front quarters, $4.50 to $5.00 per 100 lb. ; veal, $6.50 to $9.00 ; lamb, $6.75. Choice export cattle, $5.00 to $5.50 ; medium cattle, $4.50 to $5.50 ; other grades of cattle, $2.40 to $3.00 ; live hogs, selects, 6c. per lb., and fats and lights, $5.75 per 100 lb.

In provisions the demand is very light. Medium hams are quoted by some ¼c. cheaper, and heavy mess pork 50c. easier. Our quotations are : Long clear bacon, 10¾ to 11c. ; smoked breakfast bacon, 14 to 15c. ; roll, 11½ to 12c. ; medium hams, 13¼ to 13½c. ; large hams, 12½c. ; shoulder hams, 11 to 11½c., and backs 14½ to 15c. ; heavy mess pork, $21.00 to $22.00 ; short cut, $23.00 to $23.50 ; lard, in tierces, 10¾ to 11c. per lb. ; tubs, 11 to 11¼c., and pails, 11¼ to 11½c. ; compounds, 8¼ to 10c. ; plate beef, $15.00 per 200-lb. bbl.

MONTREAL.

There have been no quotable changes in the market this week, although it is reported that prices on mess pork are being shaded somewhat by some dealers. In hams and bacon, prices are unchanged and the market is steady.

There has been a fair demand for dressed hogs. Frozen stock are somewhat higher in price, but the market is steadier at present. In a jobbing way, the price of frozen stock is $7.75 to $7.85, and fresh killed abattoir hogs sell fairly well at $8.25 to $8.50 per 100 lb.

The movement in lard is fairly satisfactory. The demand for compound brands has been on the increase of late. Quotations are : Pure Canadian lard, $2.30 to $2.32½ per pail ; Fairbank's "Boar's Head" lard compound, 9⅜c. tierce basis, with extras as follows : 60-lb. tubs, ¼c. over tierce ; 20-lb. tin pails, ¼c. ; 20-lb. wood pails, ½c. ; 10-lb. tins, ¾c. ; 5-lb. tins, ⅞c. ; 3-lb. tins 1c. Snow White and Globe compound, $1.80 to $1.90 per pail ; Cottolene, 11¼c. for 20-lb. pails, and 11⅛c. for 60-lb. tubs, for Quebec and Ontario ; hams, 12 to 14c. ; heavy Canadian short cut mess pork, $24.50 to $25 ; Canadian short cut clear pork, $23.50 to $24 ; American short cut clear pork, $24 to $24.50 ; American fat back, $24.50 to $25 ; bacon, Wiltshire, 13 to 14c. per lb. ; extra plate beef, $14.50 to $15 per bbl.

ST. JOHN, N.B.

The Christmas market was particularly well supplied with fresh meats. Some extra fine beef was displayed. While domestic stock is plentiful and lower than last year, Ontario stock is higher, though present price is lower than the figures quoted through the larger part of the season. A little fine veal, especially for Christmas trade, is offered. Lamb and mutton are low. Pork is firmer. Poultry is rather higher than last season. How the price holds will depend somewhat on the weather. Barrelled beef and pork seem firmer with sales light. Lard is a fair stock with market firm. We quote : Mess pork, $21.50 to $23.50 ; clear pork, $22.00 to $26.00 ; plate beef, $15 to $16 ; mess beef, $12.50 to $13.00 ; domestic beef, 5 to 7c. ; Western beef, 8 to 9c. ; lamb, 6 to 7c. ; mutton, 6c. ; veal, 9 to 10c. ; pork, 7½ to 8c. ; pure lard, tubs, 12c. ; pails, 12½c. ; compound, tubs, 9¼c. ; pails, 9½c. ; Fairbank's refined, tubs, 10¼c. ; pails, 10½c.

S. Z. Dickson made the finest Christmas display in our city market. One feature was some extra fine prize beef from Ontario.

Kane & McGrath sold a car of special Ontario beef to the retail trade for the Christmas table.

PROVISION NOTES.

Some of the cattle dealers in Toronto are not at all pleased with the distribution

THIS BRAND

ON . . .

BACON

—AND—

HAMS




guarantees the consumer an article perfectly cured, and prepared by the most improved process in the world.

THE FARMERS'

CO-OPERATIVE PACKING CO.

**Of Brantford, Limited.**

Makers of Breakfast Bacon, Long Clear Bacon, Short Roll Bacon, Long Rib Bacon, Long Roll Bacon, Square Cut Shoulders, Back, or Windsor Bacon, Shoulder Butts, Wiltshire Bacon, Mess Pork, Cumberland Bacon.

When you have any

# BUTTER OR EGGS

to offer, write or wire us. We are buyers.

The J. A. McLean Produce Co., Limited

75-77 Colborne Street

Telephone Main 2491. Toronto.

# MINCE MEAT

We are pleased to tell you that our sales for Mince Meat are larger than ever. We regret some little delay in shipping orders, owing to the non-arrival of Choice California Raisins. These are now to hand and we can fill all orders. We say our Mince Meat is the finest on the market. Try it and see for yourself.

**PUT UP IN**

**Kegs, 70 lbs.**
**Pails, 5, 12 and 27-lbs. each.**

F. W. FEARMAN CO.

**(Limited)**

**HAMILTON, ONT.**

# Fresh Pork Sausage.

You will please your customers and increase your trade by handling ***Our Celebrated Pork Sausage.***

Delicious in flavor and always fresh made. Once used always kept in stock. Expressed to all parts of Canada. Try a Sample Basket.

The Park, Blackwell Co., LIMITED

**PORK PACKERS,**

TORONTO, ONT.

of offices in the new building at the cattle market.

John Murphy, butcher, Elkhorn, Man., is giving up business.

The abattoir of Kobold & Co., butchers, Winnipeg, was burned.

J. A. Lamoureux & Co., butchers, etc., Montreal, have dissolved.

Peter Watson, butcher, Killarney, Man., has sold out to Alex. Finnen.

John Gleeson, butcher, Ottawa, has disposed of his branch store there.

John Hyde is curator of George Wait & Co., produce merchants, Montreal.

George Howard, butcher, Shedden, Ont., has sold out to Balsden & Spackman.

Fred Oaks, butcher, Dundas, Ont., has sustained loss through fire and water.

The second Maritime Winter Fair opened at Amherst, N.S., December 16.

Some shrewd market manipulator cornered the turkeys in Missouri, Kansas and Nebraska.

The Butchers' Advocate thinks that it is better for the retail man to give his donation to the church fairs in cash than in staples.

We are informed that choice beef and mutton are, in many places in New York, completely crowding out the turkey on Christmas.

The Elmira retail butchers have petitioned the council to place a license of $75 per year on meat peddlers. The present fee is $10.

To Mr. Woods, of the west end, was allotted the task of slaughtering the winner of the sweepstakes at the Guelph Fat Stock show.

There is a warm competition existing between Charlottetown and Summerside. The bone of contention is the Dominion Packing Company.

St. Lawrence Market, Toronto, wore a gala dress the first half of this week. All the butchers had fine exhibits of meat, tastefully arranged.

Vancouver cannot relieve the hog situation. And so Swift & Co. have resolved to ship from both Vancouver and San Francisco to Australia.

The Wm. Davies Co., Toronto, have taken out a permit for a store to cost $1,200, and an ice-house to cost $2,000 on Front street near Vine avenue.

Grafton cheese and butter factory, situated about 2½ miles from that village, and about 7 miles east of Cobourg, was destroyed by fire Decemaer 14.

The World thinks that the Provincial Winter Fair has outgrown the Royal City. It advises the citizens of Toronto to wake up and erect a suitable building.

The high prices which poultry command are attributable, first, to the long, cold, wet spring and wet summer, and, second, to the heavy calls from United States buyers, and a good market in England.

The Wm. Davies Co. had a fine display of Christmas meat at their central branch, 24 Queen street west, Toronto. Here was exhibited the sweepstakes winner and two other prize cattle, the three aggregating 3,000 lb.

The frog farming business is conducted on a large scale in Ontario. One frog farm alone produced 5,000 lb. of dressed frogs' legs in one year. Most of them were shipped to the United States and sold at fanty prices.

December 18 Jas Maylor & Son shipped from Forest to Liverpool, for John Bull's Christmas table, about 1,500 turkeys, which weighed over 18,000 lb. They paid out about $1,500 to the farmers of that locality for the birds, and turkeys are a short crop this year.

The following are some of the chief rules of the Brooklyn Retail Butchers' Association. No more Christmas or New Year's presents will be given away by the members of the Association; no tickets will be purchased from organizations arranging entertainments and no advertisements will be given for programmes or souvenirs that are made up for such occasions. Members who violate any of these rules will be fined $50.

Fire at Charlottetown, P.E.I., recently destroyed the market building, a large wooden structure, a characteristic institution of that agricultural Province.

The International Livestock Exposition of Chicago was a pronounced success. The country visitors left fully $1,000,000 behind them in the restaurants, hotels and stores. The value of the exhibits, based upon the sales, was nearly $1,250,000. Besides the 2,420 horses, cattle, sheep and hogs in the exhibition grounds, there were fully 100,000 stock in the Union Stock Yards' pens to be seen also.

**Subscribers wanting goods or special quotations on anything anywhere in Canada, at any time, can get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto or Montreal.**

**FISH AND OYSTERS**
WHOLESALE.
The F. T. JAMES CO., Limited
76 Colborne Street, TORONTO.

No 197
**SYRUP PUMP**
SELF PRIMING and MEASURING.
Saves time, money and syrup
WALTER WOODS & CO.
HAMILTON and WINNIPEG.

**Printing by Mail.**

We pay special attention to orders received by mail, giving them prompt and careful treatment.
**1,000 Good White Business Envelopes, $1.00, any printing.** Dodgers, $1.00 per M.; Noteheads, Statements, Billheads, $1.50 per M.; Letterheads, $2.00 per M.
WEESE & CO., Jobbers,
54 Yonge St., TORONTO.

**HOW TO WRITE SHOW CARDS.**
A full course of instruction by mail for
**Merchants, Window Trimmers and Clerks.**

My book of instruction, at $1.00 has constantly grown in patronage and public favor, and is now recognized as the
FOUNTAIN HEAD
for practical instructions on rapid sign, show card and ticket lettering. It will teach you. Write
W. EDWARDS,
Carleton Place, Ontario.
"Free"—Send address and receive full particulars and sample of the New Raised Letter Work.

**WELFORD BROS.,**
LONDON, ONT.
MANUFACTURERS OF
Brooms AND Whisks
ROPE, LEATHER AND WEB Halters
Having the most improved Broom Machinery and good workmen we are in shape to give satisfaction.
UNION LABEL on all our Brooms.
Sample orders of six dozen or more sent to any address, freight prepaid. **Write for Price List.**

Wm. Benington & Sons
**IMPORTERS OF PROVISIONS**
58 Stanley Street, LIVERPOOL, ENG.
Correspondence and Consignments Invited.
Telegraphic Address, "Marksman," Liverpool.

# It Wears Well.

To wear well, an article must be good. And the consumer knows a good thing when once tried. **JAMES' "DOME" LEAD** is good and that's why it's lasted more than sixty years, with the sales steadily increasing.

**W. G. A. LAMBE & CO., CANADIAN AGENTS.**

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**Perkins, Ince & Co.**

**Wholesale Grocers**

FRONT STREET EAST,

**Toronto.**

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**"Sarnia" OIL LAMP**

**Equal to best American Oil.** **GROCERS ALL SELL IT.**

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

SAMUEL ROGERS, President.

---

**Sovereign Molasses Candy**

100% PROFIT FOR THE GROCER.

A new and delicious Taffee put up in neat boxes to retail at 10c.

Free Sample.

THE GLOBE MFG. CO., 103 Adelaide St. West, TORONTO.

---

Provisions that are most subject to getting rancid are generally those that are most impure. **Fairbank's**

# BOAR'S HEAD

**brand of REFINED LARD COMPOUND**




Orders can be filled by any of the leading packing houses or jobbers in Canada or direct.

will keep under the same conditions fully twice as long as hog lard. The oxygen of the atmosphere attacks where there is the least resistance. The more pure an article is the less subject it is to this atmospheric influence, which very plainly argues why **Fairbank's Boar's Head Brand of Refined Lard Compound** is purer and more wholesome than hog fat. Then, too, it costs less.

| | | | |
|---|---|---|---|
| Tierces - | 400 lbs. | Pails, tin - | 10 lbs. |
| Tubs - - | 60 lbs. | " " - - | 5 lbs. |
| Pails, wood | 20 lbs. | " " - | 3 lbs. |
| " tin - | 20 lbs. | | |

# THE N. K. FAIRBANK COMPANY.

**Wellington and Ann Sts., MONTREAL, QUE.**

Chicago. New York. St. Louis. New Orleans. San Francisco. Baltimore. Boston. Philadelphia. London, Eng Hamburg, Ger.

RETURNED
APR 4 190



# Pure Food Syrups.

For New Years calls offer your friends a drink of Pure Food Syrups from a handsome French Decanter, such as shown in the above illustrations.

---

The most relishable dessert for New Years is

# French Prunes.

They are put up in 28-lb. boxes by James Violett & Co., of Bordeaux, France. We still have a few cases in stock.

---

Shine up your silver, gold and plated ware for Christmas and New Years with the French powder, **Brillant-Buhler.**

# HENRI JONAS & CO.

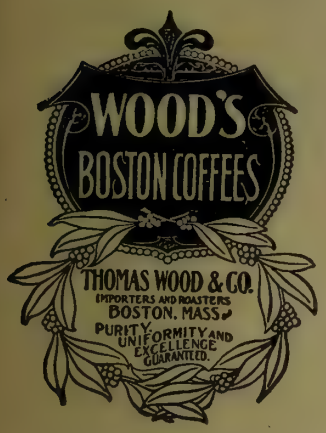
**389-391 St. Paul Street, MONTREAL.**

WE WISH YOU

# A Very Merry Christmas.

THE EBY, BLAIN CO., LIMITED WHOLESALE GROCERS, TEA AND COFFEE IMPORTERS, TORONTO.

Packers of the Famous "Kolona" Pure Ceylon Tea and "Kin-Hee" Java and Mocha Coffee.




## "BEGIN IN GLADNESS."

Good advice from Wordsworth, and which we apply to those who are looking for the choicest and most satisfactory grades in their coffee line.

You can thus begin the New Year with our famous

"WOOD'S BOSTON COFFEES"

for their unprecedented selling qualities are strongly established. You need not worry about quality or the problem of satisfying your customers.

"WOOD'S BOSTON COFFEES" tell their own story with hundreds of thousands of their savory cups every morning.

THOMAS WOOD & CO., 428 St. Paul St., MONTREAL.

We wish all our Old and New Customers...

## A Happy and Prosperous New Year

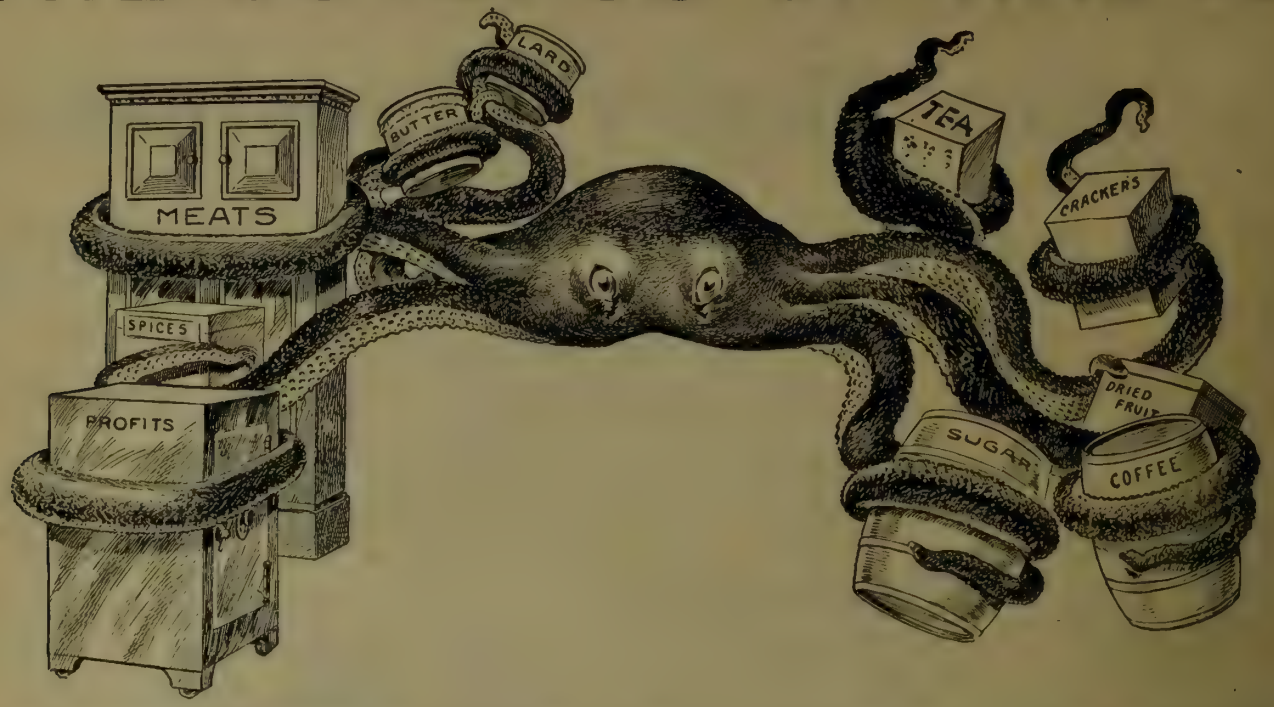
and will endeavor to fill all orders promptly and satisfactorily to all concerned during 1903.

## The "OZO" CO., Limited.

Head Office and Warehouse: St. Paul St., MONTREAL.

Factory at St. Hyacinthe, Que.

# THE OCTOPUS OF WASTE




Don't let this hideous monster (the pound and ounce method of weighing merchandise) fix its tentacles on your store. It is death to profits and everlasting ruin to business.

**The Moneyweight System will rescue you from this vampire.**

**THE COMPUTING SCALE COMPANY,**
**OF CANADA, LIMITED**

663 Notre Dame St., Montreal, Que.
844 Pender St., Vancouver, B.C.

164 KING ST. WEST, TORONTO, ONT.

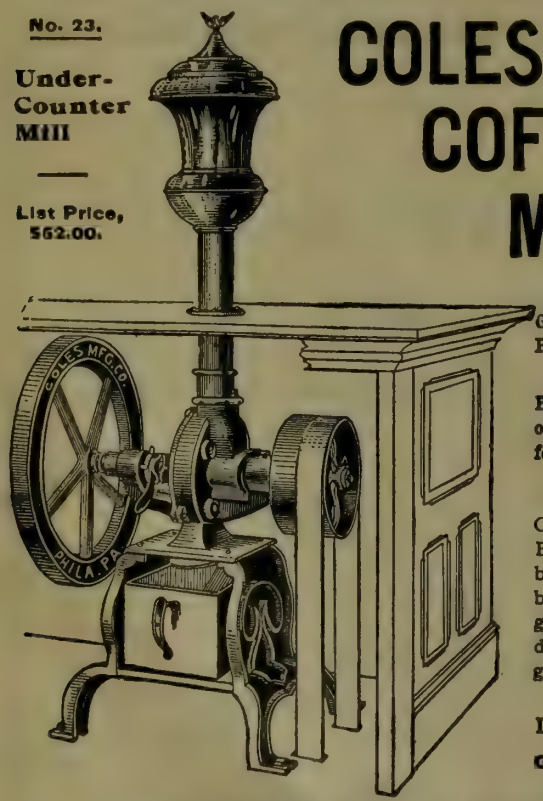
MANUFACTURERS OF . . .
DAYTON COMPUTING SCALES.
MONEYWEIGHT SCALES.

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No. 23.

**Under-Counter Mill**

**List Price, $62.00.**




# COLES COFFEE MILLS

**None better for Granulating or Pulverizing.**

**Our mills will Pulverize without heating Coffee.**

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

**A GREAT LABOR-SAVER.**

**Our Grinders wear longest.**

**Agents** { TODHUNTER, MITCHELL & CO., Toronto.
DEARBORN & CO., St. John, N.B.
FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont.

**COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.**

---



*"Memory is built of the bricks of attention."*

We want to ask you to let your attention linger on

# PATERSON'S CAMP COFFEE ESSENCE

so that when you are buying Coffee your memory will serve you faithfully.

ROSE & LAFLAMME,
Agents, Montreal.

THE CANADIAN GROCER

*President:*
*JOHN BAYNE MacLEAN,*
*Montreal.*

**The MacLean Publishing Co.**
**Limited**

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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## THE SCARCITY OF POULTRY.

POULTRY is scarce this fall in Canada. The weather all season was unfavorable for growing domestic fowl, and in consequence the offerings so far of the dressed and live product have been limited.

The prices in Canada have ruled firm up till the present, and there does not seem to be much poultry left in the country.

Turkeys, particularly, are hard to get, and prices have reached a high point, 14c. being the figure at which transactions have been made for those of extra good quality in Toronto, but some not so nicely picked have sold for 10 to 12c.

The export demand has been good, and although poultry has been scarce in Canada, not enough being offered to supply the local demands, there is a considerable quantity of dressed turkeys and chickens and some live turkeys on their way to England for the Christmas markets. Dealers state they have shipped only the best fowl obtainable, and killed and packed in the methods most approved of on the British markets.

There have also been numerous inquiries from New York, Detroit and other United States commercial centres for turkeys, and prices there have been high, the quotations in the first-named city being 25 cents per pound and upwards. Several offers by letter and cable have been received from England for turkeys of desirable size and condition. One inquiry this week was for 9,000 birds of 14 lb. and upwards, but it met with no response.

But it appears as if the Canadian home market will from this out absorb all the poultry which can be produced in the country.

There is a big market in British Columbia and the Yukon District for poultry, and a shipment of 70,000 pounds of turkeys has been forwarded from Toronto this week by the King, Darrel, Walker Co., Limited, to Vancouver and Dawson City. The price realized at the latter city will be about 25c. per pound. It is stated that they would take thousands of pounds more if they were obtainable.

## ELECT MR. WILLIAMSON.

Mr. A. R. Williamson is a candidate for aldermanic honors in Ward 4, Toronto. It is to be hoped he will be elected, and the possibility of this hope being realized will be greatly increased if the business men in Ward 4 give him their votes and influence.

He has been a success in business, and the experience which he has gained during his mercantile career is just the kind of experience which is required to carry on the business of administering the municipal affairs of the "Queen City."

The business men of Toronto will not make a mistake in electing Mr. Williamson to the Municipal Council of that city.

## OUR BUTTER IS ALL RIGHT.

The British Parliament passed an Act fixing the water contents of butter to be counted legally genuine at 16 per cent.; on which account the chemist of the Dominion Experimental Farm, Mr. F. T. Shutt, went to work to discover the percentage of water in Canadian creamery butter. His analysis covered 105 samples, comprising 30 from Montreal warehouses, 26 from Ontario creameries, 26 from the Northwest Territories, 15 from Quebec, 6 from Prince Edward Island and 2 from New Brunswick. These butters were of July and August make, with the exception of one or two; and only two samples showed more than 15 per cent. of water, one exceeded 16 per cent, and 92 were below 14 per cent.

On making a comparison of the averages obtained here with the butter regulations, as defined by a report of the English Departmental Committee, it was discovered that Canadian creamery butter is dryer than most of the butter made in Europe which is used in Great Britain.

## MARCONI'S SUCCESS.

MARCONI has succeeded in transmitting messages across the Atlantic without wires. The impossible of five years ago has now become an accomplished fact. By the utilization of the most improbable agencies the desired end has been secured. Marconi has veritably discovered a new world just as his countryman, Christopher Columbus, 400 years ago overcame the prejudices of his contemporaries and showed them that land existed far across the western seas.

The perplexing problem which confronts the world, and especially the commercial world, just now is whether or not this new system is going to supersede the old cable system. On the one hand, it is pointed out that the telephone has never superseded the electric telegraph for certain uses. On the other hand, the telephone and the telegraph never came into such direct competition as this new system will undoubtedly enter into with the established system.

It resolves itself mainly into an economic problem. Can the new system effect the work of the old system as well and as cheaply? If so, there can be little doubt but that it will injure the business of the old system and detract from its commercial value.

But there are as yet several inconveniences connected with the wireless system. Principal among these is the danger of interception. So far as we know, there is no means of confining the message solely to its desired destination.

One thing is certain and that is that, if the cable system is to be superseded, the process will be a gradual one. The Marconi system cannot be perfected and will not be adopted in a moment. There will be no commercial crisis when the one is exchanged for the other. In all probability it will be the cable companies themselves who will gradualty supplement their systems with the more approved features of the wireless system.

## A POSSIBILITY OF RECIPROCITY IN COAL.

WITHIN the last couple of weeks two resolutions providing for reciprocity with Canada in coal have been introduced in the United States Congress. The first resolution was introduced in the House of Representatives by Hon. Samuel W. McCall, of Massachusetts. The second was introduced in the Senate by Senator Lodge, also of Massachusetts. These resolutions are naturally creating a good deal of interest on both sides of the line, and particularly that of Senator Lodge, one of the most prominent men in the Republican party in the United States. But the fact that reciprocity in coal is within the field of possibility is the chief cause.

Neither of the resolutions appears to be of the "catch-penny" type or framed with the desire to catch votes. Representative McCall's Bill grants authority to the President to enter into negotiations with the British Government for the admission of coal free from the Dominion of Canada whenever "that country shall make a similar concession to us." Senator Lodge's Bill provides for the admission of "coal free of duty from Canada when the President is satisfied that no duty is imposed by that country on coal from the United States."

In a recent interview in The Outlook of New York, Senator McCall said: "The amount of coal bought from Nova Scotia by New England is nearly but not quite so great as the amount bought by Canada (the Province of Ontario principally) from Ohio, Pennsylvania and West Virginia. The removal by Canada of the duty upon our coal in return for the removal by us of the duty on Canadian coal would greatly benefit the people, and, I believe, the people of both countries. Coal thus forms an ideal reciprocal item, or as nearly so as any can be."

During a speech delivered over two months ago at Northampton, Mass., Senator Lodge expressed himself emphatically in favor of reciprocity in coal with Canada, and, among other things, said: "I am ready to vote for a Bill—I would be glad to introduce one—authorizing the President to proclaim the abolition of all duties on Canadian coal when Canada removed her duty on American coal."

The duty on bituminous coal in Canada is 53c. per ton of 2,000 lb. Anthracite coal, it will be remembered, was placed on the free list in 1886. In the United States the duty on coal is 67c. per ton of 2,240 lb.

Coal has been a negotiable quantity in all reciprocal trade movements between Canada and the United States. In the Reciprocity Treaty of 1854, abrogated by the United States in 1865, coal was one of the products of both countries that was put on the free list.

It is altogether likely that it would have again been put on the free list by both countries under the provisions of the Washington Treaty of 1871 were it not for the indiscriminate action of the Dominion Parliament in removing the duty on both coal and salt at the very time the Canadian and British Commissioners were at Washington negotiating the treaty.

The Americans, it will be remembered, wanted access to our fisheries. And during the progress of the negotiations at Washington one of the propositions made by the Commissioners representing the United States was, in return for those privileges, that Canadian coal, salt and fish —and three years later lumber—should be admitted free. Canada was, of course, to reciprocate in kind. This proposition seemed to find general favor in the United States. In fact, one branch of the American Congress had already passed a measure making coal and salt free, and it was believed that the Senate would acquiese. But on April 17, only a few weeks after the final proposition had been made by the American Commissioners, the offer was suddenly withdrawn, opposition having developed against it in the country.

Later, when introducing in the House of Commons his Bill to ratify the Washington Treaty as finally drafted by the Commissioners, Sir John Macdonald, who was one of the Commissioners representing Great Britain and Canada, said that one of the American Commissioners expressed his surprise at the opposition which had developed to the proposal to place coal and salt on the free list. "I know right well what the reason was," continued Sir John. "The monopolists having control of American coal in Pennsylvania and salt in New York, so long as the treaty would open to them the markets of Canada for their products, were willing that it should carry, because they would have the advantage of both markets, but when the duty was taken off in Canada, when you had opened our market to them, when they had the whole control of their own market and free access to ours, whether for coal or salt, the monopolists brought down all their energies upon their friends in Congress, and through them a pressure on the American Government for the prevention of admission of Canadian coal and salt into the American market, and from that, I have no doubt, came the withdrawal by the American Commissioners of their offer. * * * Under the circumstances, Mr. Speaker, I found myself powerless."

In a letter which Sir John Macdonald wrote to Dr. (now Sir Charles) Tupper from Washington, after the American Commissioners had withdrawn their offer, he said: "I am convinced that his (Commissioner Fish) reason is the unfortunate repeal of the coal and salt duties in the Canadian Legislature."

It was unfortunate. And it is still unfortunate that the two countries impose a high duty against the coal products of each. Nature certainly never intended that such a condition of affairs should exist. The coal of Nova Scotia is wanted by the manufacturers of the New England States. Ontario has to depend upon the mines of Pennsylvania, Ohio and Virginia for its supply of coal for heating and manufacturing purposes. With Manitoba it is practically the same. Out on the Pacific Coast and the nearby States the natural source of supply is the coal mines of British Columbia.

But what Nature designed the politicians have thwarted. It is to be hoped that the politicians of both countries will set themselves to the task of remedying the present unnatural state of affairs as far as coal is concerned.

**Notice To Advertisers.**

Thursday next being New Year's Day the forms of THE CANADIAN GROCER will go to press one day earlier than usual for the issue of January 2.

Will advertisers please note that all new copy and changes must be in our hands on **MONDAY, 29th** inst? We cannot guarantee to change advertisements after that date.

THE PUBLISHERS.

We wish all our customers and friends

# A Happy and Prosperous New Year.

May the one we are just entering on be a **Prosperous** one for you, we will endeavor to make it so for all entrusting us with their orders.

## LAPORTE, MARTIN & CIE.

St. Peter Street, = = MONTREAL.

**"WE ASSERT"** that it would have been manifestly absurd for us to have exploited **"SALADA"** Ceylon Natural Greens in competition with Japans had we not known "Absolutely" and beyond "Peradventure" that they possessed "Superior Merit" as a motive power to give them a "Leadership" over Japan Teas. . . .

**"SALADA"** Ceylon Green Tea.

Look at the statistics to-day!
During the 3 years' competition Japan imports have declined 50 per cent. It's an unpalatable pill for the Japanese Tea interests. But Merit alone can hold it's own in this Keen, Practical, Competitive Age. . .

May we ask you, Mr. Grocer, what are your views on the subject?

Our long, varied and successful experience may suggest some ideas valuable to an inquirer. We are always at your service. . . . .

The **"SALADA"** Tea Co., Toronto or Montreal.

**TO LIVE GROCERS ONLY**

We are putting up and are having a LARGE SALE on our famous . . . .



**"VICTORIA CROSS"**

**CEYLON TEA**

BLACK and MIXED.

Every package guaranteed finest grade grown. 25-40-50 cents per lb., in Handsome Lead Packages.

Write us for Samples and Prices.

**J. F. SMYTH & CO.**

Tea Packers. WINDSOR, ONT.

***LILY WHITE GLOSS STARCH***




**Our New 6-lb. Tin is a Beauty**

Add a case to your next 10-box Order.

**The Brantford Starch Works,**
LIMITED,
**Brantford, Ont.**

# MARKETS AND MARKET NOTES

## ONTARIO MARKETS.

Toronto, December 24, 1902.

### GROCERIES.

THERE has been the same falling off in the wholesale grocery trade this week as in other years, owing to the holiday season being upon us. The travellers now are all in and beyond a few rush mail and telephone orders, which require immediate attention, there was no business doing. The trade for December is well over for the year 1902, and the wholesale merchants are now preparing to take stock of the goods on their shelves and in their stores and compare the trade of this year with that of previous years. This month there has been a large volume of business in groceries transacted and all the jobbers appear to be well satisfied with what trade came their way. The movement in canned goods is quiet and coffees are featureless. Nuts have been heavily bought by the retail trade, notwithstanding the fact that their prices this fall were higher than the fall before. Sugars are moving slowly from first hands and the jobbers have not obtained many orders lately therefor from the retail trade. Business in nearly all lines of dried fruits has been heavy and the prices of prunes have stiffened on the strength of reports of advances in prices on the Pacific Coast. Although there has been a cessation of buying, owing to many buyers taking their customary holiday, teas at home and abroad retain their strong position and there are no cheaper grades of China or Japan teas offering.

#### CANNED GOODS.

There has been this week a cessation in the little business that had previously been passing in canned goods, and few transactions are to be reported. Tomatoes are held firmly at $1.60 to $1.85 for the imported article, some samples of which were recently opened out here. These, in color, were all that could be desired, but their flavor was not up to the Canadian goods. There have been considerable importations of these by a few houses from Baltimore. The feeling in peas and corn is firm, the prices ranging from 85c. up for the former and 95c. up for the latter. Fruits, meats and fish are inactive.

#### COFFEES.

The local coffee market is quiet. The prices on the outside market declined under freer offerings, there being unexpected selling, understood to be against purchases of coffee from Brazil on a lower basis of values. Our quotations are as follows: Green Rios, No. 7, 3¾c.; No. 6, 8c.; No. 5, 8¼c.; No. 4, 9c.; No. 3, 10 to 12c. per lb.

#### NUTS.

Trade in nuts locally has dropped off this week as most of the contracts have been filled. There has been heavy buying in these this season, although the prices have been high. There is a firm tone in the outside markets in all descriptions of nuts.

#### RICE AND TAPIOCA.

Not much business has been doing in rice and tapioca on the local market. Advices from the South state that the mills there are only producing a small percentage of choice Japans, and the prices ruled firm. Tapioca outside had only a small sale, but the prices held steady. The quotations locally are as follows: Rice, standard B, 3½c.; Patna, 4¾ to 5c.; for Japan, 5½ to 6c.; Sago, 3¾ to 4c. and tapioca, 3¼ to 3¾c.

#### SPICES.

A dull and unchanged market for spices locally was reported. There was a firm feeling in pepper, owing to the receipt of cable despatches from the East reporting a strong tone to the market there for pepper.

#### SYRUPS AND MOLASSES.

There has been a falling off in the number of orders coming forward for syrups. Molasses is quiet. The export demand on the outside markets for syrups was light, but refiners had no important supplies on hand to market and so prices were well maintained.

#### SUGAR.

There was this week an easier tone to the sugar situation on the outside markets. The local market is unchanged, the demand for the present being simply on the hand-to-mouth basis.

**See pages 39 and 40 for Toronto, Montreal, St. John and Halifax prices current.**

In Europe 88 deg. beet sugar declined 1½d. for the week and is quoted at 8s. 1½d. for December and January shipments from Hamburg, at which basis the market closed firm. The decline is attributed to speculators realizing, but there does not seem to be any apparent cause for realizing, as Mr. Licht's last estimate gave firmness to the situation. The statistical position in the United States would seem to warrant higher prices for raw sugars, for the stocks for the week were reduced about 11,500 tons. The meltings continued at the figures of 34,000 tons, against 29,000 tons for the same time the previous year. This marks a decided increase in consumption. The market, however, seemed to be governed by other interests at the time and closed with sellers at previous quotations and buyers indifferent. Refiners seem to have good supplies and over 150,000 tons are sufficient for the next four weeks. In American refined the prices given last week remain unchanged, but it is reported that refiners are allowing an additional rebate of 5c. per 100 lb. to be deducted from invoices. It is not expected that the Canadian market will respond to the weaker tendency in New York, as it will be remembered that our market did not follow New York on the recent upward trend, but at present, owing to the light consumption, both buyers and sellers are indifferent.

#### TEAS.

Buying in teas on the local market is slow this week, but the prices are maintained at the previous advances. As the tea markets in India are closed, advices as to the outside markets now come entirely from London. Indian teas in transit are now of good quality in all grades. The best property is pekoes and orange pekoes at 7½ to 8½d. Good pekoe Souchongs are worth 6¼ to 6½d. Darjeelings are scarce and low grades are quoted at 7½d. The finest goods of this description used on this market are now worth 1s. 1½d. to 1s. 6d. The last sales made locally were at 7¼d. to 9½d. for good imitations of Japan and China teas. Ceylon blacks continue to harden for everything with fair cup quality up to the flavoring medium grades. Well made pekoe and pekoe Souchongs are scarce at 6½d., and good grades of the same were offered sparingly at 7 to 7½d. Ordinary pekoes are selling at 7d. and fair stuff at 7½d. Desirable stamped gardens are quoted here at 8½d. to 8¾d., although it would cost ½d. more to lay them down. Orange pekoes of Ceylon growth are quoted at 10¼ to 1s. 1d. for staple goods laid down here, and fancy marks were up as high as 1s. 7½d. The approach of the Christmas holidays, as a rule, formerly had a depressing effect on the market in England, but this year the reverse is the case, as there is a good, strong market for teas of every description and indications of higher prices continue to be shown. A private letter, bearing date of November 26 from Hiogo, Japan, states that the season there had closed and that while shipments from there to Canada had been smaller than last season, the total export of Japan teas was slightly in excess of last year. The stocks there were entirely used up. Last mail advices report that China greens at the close of the market jumped from 7 to 12 taels per picul, owing to the great scarcity and buying orders without limits.

Mail advices from London, Eng., under date of December 12 state that the auction there of Indian teas had met with better attention, and that the weakness noted the week previous had disappeared, the prices showing a distinct recovery with good general competition. The sales of Ceylon teas met with better attention and those at about 9d. were somewhat dearer. The finest kinds, however, sold with a slight irregularity.

### FOREIGN DRIED FRUITS.

CURRANTS.—The market keeps up a fairly satisfactory trade in currants for the time of the year. A continued firmness is reported from the primary markets. We quote: Fine Filiatras, 5½c. up; Patras, 6¼ to 6¾c. and Vostizzas, 7c. to 8c. per lb.

VALENCIA RAISINS.—These are a little scarce, but the demand for them is not great. Our quotations are as follows:

Fine off-stalk, 7 to 8c.; selected, 8 to 9c. and selected layers, 9 to 10c. per lb.

SULTANA RAISINS.—The demand for these is still light. The prices are unchanged. We quote 9 to 13c. per lb.

DATES.—There are a few orders still coming forward for these, principally for the city trade, however. The tendency of dates on the outside markets is to a higher basis. The prices locally are as follows: Hallowees, 4½ to 5c.; Sairs, 4 to 4½c. and Fards, 7½ to 8c. per lb.

PRUNES.—The market for prunes is dull. There is, locally, however, a firm tone in these that has been imparted by reports of advances at the Coast, but no quotable changes have been made here. We quote: 100-110s, 4 to 4½c.; 90-100s, 4¾ to 5½c.; 80-90s, 6 to 6½c.; 70-80s, 6½ to 7c.; 60-70s, 7 to 7½c.; 50-60s, 8 to 8½c.; 40-50s, 8½ to 10c. per lb.

FIGS.—There is a quiet market reported for figs. The prices are unchanged. We quote: Tapnets, 4c.; Naturals, 8c. and Elemesl 10 to 15c. per lb.

CALIFORNIAN SEEDED RAISINS.—There is still a fair amount of business being done in these, and our quotations are as follows: 8½ to 9c. per lb. for 12-oz. packages and 10½ to 11c. for 1-lb. boxes of choice goods in packages. Californian loose muscatels are quoted as follows: 2-crown, 7½c.; 3-crown, 8c. and 4-crown, 9c. per lb.

CALIFORNIAN EVAPORATED FRUITS—There is still a little business being transacted in these. We quote: Apricots, 8 to 12c. and peaches, 8 to 12c. per lb.

### GREEN FRUITS.

The holiday trade in green fruits of all descriptions is heavy. Oranges of the various kinds are moving out in large quantities. Lemons are active and the same may be said of apples. Malaga grapes and pineapples are also in good demand. Quotations are as follows: Californian navel oranges, $3.50 to $4 per box; Florida oranges, $3.50 to $3.75; Mexicans, $2.25 to $2.50; Jamaicas, $2.35 to $3 in boxes and $5.50 in bbls.; Valencia oranges, $4.50 to $6.75 per box, according to sizes; Tangerines, $4.50 per half-strap; pineapples, $4 to $4.50 per crate; grape fruit, $3.50 to $4 per box; Malaga grapes, $5.50 to $7 per bbl.; winter apples, $2.25 to $3 per bbl.; fancy Jersey cranberries, $10.50 per bbl.; Cape Cod, $9.50 per bbl.; Nova-Scotian, $7.50 per bbl.; sweet potatoes, $4.50 per bbl.; bananas, $1.25 to $1.75 per bunch for ordinary, and $2.25 to $2.50 for large bunches; Californian lemons, $4.25 to $4.50 per case; Messina, $3.25 to $3.50 per box; cucumbers, $1.75 to $2.50 per box; Californian tomatoes, $2.50 per basket carrier.

### VEGETABLES.

There is a good active demand for the common lines of vegetables and the prices are firm throughout the list. Potatoes continue scarce and dear. Cabbage and lettuce are also moving out quite freely. A remarkable fact is that pumpkins are being offered so late in the season. We quote: Lettuce, 30 to 40c. per doz.; mint, and parsley, 15 to 20c.; cabbage, 30 to 50c. per dozen and $1 per barrel; pickling cabbage, 25 to 50c. per doz.; carrots, 40 to 50c. per bag; beets, 40 to 50c. per bag; potatoes, $1.25 per bag; and celery, 50 to 75c. per dozen; squashes, $1 to $1.50 per dozen; pumpkins, 50c. per dozen; artichokes, 50c. per bushel; spinach, 40c.; parsnips, 40 to 50c. per bag; vegetable marrow, 30 to 50c. per dozen.

### COUNTRY PRODUCE.

EGGS.—There are hardly any fresh gathered eggs now coming forward and strictly new laid eggs are almost out of the market. There is, however, little demand for the product. We quote as follows: Strictly new laid, 26 to 30c. per dozen; fresh, 19 to 20c.; limed, 18c. and cold stored, 16 to 19c. per dozen.

BEANS.—There have been little offerings of beans on the local market and few transactions have been made. The prices are steady at $2 for handpicked and $1.75 per bushel for prime.

DRIED AND EVAPORATED APPLES.—These are quiet. Evaporated are offered at 6½ to 7c. and dried, 4 to 4½c. per lb.

HONEY.—Trade in honey is quiet. A two-ton lot was bought this week at 8c. per lb. laid down in Toronto. We quote as follows: Extracted clover, 8c. to 8½c. in large quantities; in glass jars, $1.50 to $2 per doz.

POTATOES.—These are scarce and in good demand. The prices are unchanged at $1 per bag on track, Toronto.

### BUTTER AND CHEESE.

BUTTER.—The market continues firm at an advance of 1s., and there is a good demand for all grades. Large rolls compose the bulk of the arrivals. Fine dairy tubs are scarce. We quote as follows: Finest 1-lb. rolls, 19 to 20c.; large rolls, 17½ to 18c.; selected dairy tubs, 17 to 18c.; secondary grades (showing feed), rolls or tubs, 15 to 16½c.; bakers', 14 to 15c. and creamery prints, 22 to 23c.

CHEESE.—The market is steady and prices are unchanged. There is not much inquiry reported at present for export, and the local demand is quiet. We quote 13c. per lb. for finest Septembers.

### POULTRY

DRESSED POULTRY.—There have been so far light arrivals of all grades of poultry. Turkeys are scarce with a good demand, both locally and from the Pacific Coast and the United States commercial centres. There have also been inquiries from the Old Country for the turkeys. Prices are: Turkeys, 13 to 14c. per lb.; geese, 8 to 10c.; ducks, 9 to 10c.; chickens, young, 50 to 75c. and old, 35 to 45c. per pair.

LIVE POULTRY.—There is a good demand for live poultry with light receipts. The prices are firm. For delivery in Toronto the following prices were paid: Turkeys, 10 to 11c.; ducks, 8 to 10c.; geese, 6 to 7c.; chickens, young, 7 to 8c. and old, 5 to 6c. per lb.

### FISH.

There is a good call for all lines of frozen fish. Trout are scarce and firmer. Oysters have again advanced 10c. in Baltimore and in view of this has imparted a firm tone to the local market. Digby herring are scarce and wanted. Our quotations are as follows: Frozen fish, trout, 7 to 8c.; perch, 4 to 5c.; pike, 6c.; British-Columbian salmon, 15 to 20c.; whitefish, 7 to 7½c.; mackerel, 15 to 20c.; smelts, 8 to 10c.; halibut, 15c.; blue pike, 4c.; live lobsters, 25c. per lb.; oysters, $4.05 to $4.80 in small pails and $6.75 to $7.50 for large; smoked ciscoes, $1.25 per basket; Digby herring, 75c. per bundle; finnan haddies, 7 to 8c. in 15-lb. boxes; codfish, $4.50 for 25-lb. boxes and $1.80 for 2 doz. box; quail on toast, 5½c. in boxes; boneless cod, 4½c per lb.; kippered herring, $4 per case of 4 doz. tins; Labrador herring, in ½-bbls., $3 and lake herring, $4; salt sea salmon, $8 to $10 per 100 lb.; salt sea mackerel, $2; lake herring, frozen, $4; frozen sea herring, $2 per kit; bloaters, Yarmouth, $1.25 to $1.50 per box.

### GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.—There have been free deliveries of oats and the market has declined 2c. per bushel. The farmers seem to be holding back their wheat for an advance. We quote: Red wheat, 72c.; white wheat, 72c.; barley, 40 to 45c.; oats, 32c.; peas, 76c.; buckwheat, 52c.; rye, 50c. per bushel, on track, Toronto.

FLOUR.—There has been active buying in flour in small lots and the prices are steady and unchanged. Quotations are: Ontario patents, in bags, $3.35 to $3.65; Hungarian patents, $4.10 to $4.20; Manitoba bakers', $3.75 to $3.90; straight roller, $3.40 to $3.50 per bbl.

BREAKFAST FOODS.—The cold weather is keeping up the demand for all lines of standard breakfast foods and prices are well maintained. We quote as follows: Oatmeal, standard and granulated, in carlots on track, $4.30; standard rolled oats, in carlots, $4.10 per barrel in bags; in wood, 15c. extra, and for broken lots, 25c. per bbl. extra; rolled wheat, $2.25 per 100 lb. bbl.; cornmeal, $4; split peas, $4.75; pot barley, $4, in bags; in wood, 15c. extra; Swiss food, per case, $2.88.

MARKET NOTES.

Butter has advanced 1c. per lb.
Oats have declined 2c. per bushel.

## "SALADA" IN CHICAGO.

Mr. P. C. Larkin, of The "Salada" Tea Co., has just returned from a trip to Chicago where he has been opening up a branch of The "Salada" Tea Co. Mr. John A. Elmsley, a Canadian, but for the last nine years manager of the Bogawattee Estate, Ceylon, is to be manager of the new branch, and will no doubt create such a demand for "Salada" Ceylon tea in the Western States as there is throughout Canada and in many of the Eastern and Southern States.

## THE ANNUAL MEETING.

The regular annual general meeting of the travelling salesmen and staff of Hudon, Hebert & Cie, will be held in the firm's offices on Tuesdry, January 6. The travellers are now coming in from the road, and will discuss with the company the business of the firm, and suggest any improvements or alterations that may be necessary.

## CHRISTMAS GIFTS.

J. M. Fortier, proprietor of The Creme de la Creme Cigar Co., Limited, Montreal, has increased the number of Christmas cigars. This year he sent out over 40,000 more cigars than he did a year ago The bulk of these were ordered by manufacturers and jobbers as presents for their employes.


## FOR SALE.

FOR SALE. A FIRST-CLASS RETAIL AND jobbing Grocery Business, established over ten years, in good town in British Columbia.—Fullest particulars and references given to any bona-fide intending purchaser. Address, R. J. G. B., c/o The MacLean Publishing Co., Montreal or Toronto. (3)

## AGENCIES WANTED.

THE SUBSCRIBER IS OPEN TO ACCEPT one or two agencies in the grocery line. Address H. H. STIMPSON, Bedford Chambers, Halifax, N.S.

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Manufacturers and Importers of
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Correspondence Solicited.
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W. HARRIS & CO., Danforth Ave., TORONTO.

**BUTTER.** We are buyers. State what you have to offer and price.
**POULTRY**—demand for New Year's trade will be extra good. Shippers will make big prices.
**ORANGES, LEMONS, BANANAS MALAGA GRAPES,** at close prices.
**SMITH & CARMICHAEL**
70 COLBORNE ST., TORONTO.

Butter Cheese
Eggs Poultry
Consignments Solicited.
Highest Prices. Prompt Returns.
**The Wm. Ryan Co.,**
... Limited.
70 and 72 Front St. E., Toronto.

**BUTTER and EGGS**
—WE ARE—
**BUYERS and SELLERS**
Correspondence solicited from ONTARIO MANITOBA and LOWER PROVINCES.
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Wholesale Produce Merchants,
TORONTO.

The
**DAWSON Commission Co., Limited**
FRUIT, PRODUCE AND COMMISSION MERCHANTS.
Cor. Market and Colborne Streets, TORONTO

**Holiday Fruits**
**ORANGES** ALL KINDS at Right Prices.
Let us have your
CHRISTMAS ORDER
for all Fruits, Nuts, etc.
Get our Price Lists.
CLEMES BROS.,
TORONTO.

## QUEBEC MARKETS

Montreal, December 24, 1902.

### GROCERIES.

THE usual holiday quietness has taken possession of the jobbing trade; most of the travellers have been called in off their routes and will not start out again until after January 6. The few days of mild weather gave wholesalers a chance to ship their perishable goods by freight, and this was taken advantage of to the fullest extent. Yellow boiling peas are ½c. lower and are now worth 2½c. per lb. for finest quality. Ordinary grades sell at 2c. The latest reports from France regarding prunes indicate a very great scarcity. There are no "Excelsiors" on the market, and the other grades are also scarce. In spite of the fact that Californian prunes were sent in good quantities into the French market, the French fruit was quite sold up.

SUGAR.

The local sugar market has remained steady throughout the week and prices are unchanged, granulated being worth $3.80 and yellows ranging from $3.15 to $3.75. The New York market has been going up and down, but this market has been unaffected by the changes. It is expected, however, that another decline in New York would bring prices down here also. The London raw sugar market declined 2¼d. on beet on December 16, owing, it is said, to speculation.

TEAS.

Sales of Japan teas are not large, but considering the very high prices the demand for them is comparatively good and is evidence that no other teas can quite take the place of Japans with a certain class of trade. Quite a number of small lots have been selling during the past week or two, the price ranging between 17½ to 18½c., and in the finer grades, 23 to 24c. There has been no quotable changes in Ceylon teas, which are in fair demand.

SYRUPS AND MOLASSES.

The movement in Barbados molasses is slow this week, although one Montreal house is reported to have done good business by lowering prices below those of the Halifax concern which had entered this market. Barbados are quoted by jobbers at 23 to 24c.; New Orleans, 16 to 17c.; Antigua, 24c.; Porto Rico, 38c. In corn syrups there is only a small amount of business doing at the following prices: In barrels, 3c.; in ½-barrels, 3⅛c.; in ¼-barrels, 3¼c.; in 38½-lb. pails, $1.40 and in 25-lb. pails, $1.10.

SPICES.

The market is without any marked feature this week. Cloves are a little easier, which, however, may be due to speculative influences, as stocks are not large.

**CANADIAN MEATS**
**CHEESE and BUTTER.**
Consignments handled in—
**London, Liverpool, Glasgow,**
or sold cost freight and insurance.
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P.O. Box 731.

**E. NICHOLSON**
Wholesale
Commission Merchant
and Broker.
Correspondence Solicited from Manufacturers and Shippers.
**WINNIPEG, MAN.**

Quotations are as follows: Nutmegs, 35 to 55c. per lb., as to size; penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 22c., according to grade; white, 25 to 27c.; ginger, whole Cochin, 15 to 17c.; Japan, 13 to 14c.; Jamaica, 16 to 20c.; Afghan, 12 to 13c.; ground Japan, 15c.; Cochin, 16 to 17c.; Jamaica, 20 to 22c.; and Afghan, 13 to 14c.

RICE AND TAPIOCA

The market is quiet and no quotable change has been made during the week. We quote as follows: B rice, in bags, $3.02½; in half-bags, $3.07½; in quarter-bags, $3.12½; in pockets, $3.17½. In ten-bag lots an allowance of 10c. is made. CC rice, $2.92½, in bags; $2.97½ in half-bags; $3.02½ in quarter-bags and $3.07½ in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4 to 5c. per lb. and tapioca, 3½c.

CANNED GOODS.

There is not much change in the situation. Prices on most lines are firm and peas show a tendency toward higher figures. The demand for the holidays is over, but shipments are going forward rapidly. We quote tomatoes, $1.60 to $1.75; corn, 95c.; peas, 95c. to $1.20; string beans, 87½c. to 90c.; strawberries, $1.45 to $1.60; blueberries, $1.25; raspberries, $1.45 to $1.60; gooseberries, $1.45 to $1.60; pears, 2s, $1.60 to $1.70; 3s, $2.10 to $2.15; peaches, 2s, $1.65 to $1.70; 3s, $2.50 to $2.75; 3-lb. apples, 85 to 90c.; gallon apples, $2.10 to $2.20; 2-lb. sliced pineapples, $2.20 to $2.30; grated pineapples, $2.50; pumpkins, $1 per dozen; spinach, $1.50; sugar beets, 95c. to $1; salmon, pink, 92 to 95c.; spring, $1.25; Rivers Inlet red sockeye, $1.30; Fraser River red sockeye, $1.40.

### FOREIGN DRIED FRUITS.

CURRANTS.—The market for currants is not active except with buyers in the city. There has been no quotable change during the week. Quotations are: Fine Filiatras, 3⅝c. in cases; cleaned, 5⅝c.; in 1-lb. cartons, 6¼c. and finest Vostizzas, 6¼ to 7c. per lb.

SULTANA RAISINS.—Business has been quieter this week. We quote 9 to 12c. per lb.

VALENCIA RAISINS.—Except from the city dealers there is but little demand for these raisins. We quote as follows: Finest off-stalk, 7 to 7½c.; selected, 7½c. to 8c. and layers, 8 to 8½c. per lb.

FIGS.—The market is quiet. The price of Comadres is $1.20 per tapnet and of Elemes, 10½ to 20c. per lb.

DATES.—Hallowees, as we intimated a week ago, are higher in price, now selling at 4½c. per lb.

MALAGA RAISINS.—American "Connoisseur Clusters" are being offered on this market at $2 per box. The boxes are only 20-lb., however, which does not make them cheaper than the Malaga table raisins, boxes of which contain 22 lb. "Royal Buckingham Clusters" are entirely out of the market. Our quotations are now as follows: London layers, $1.75 to $1.90; "Connoisseur Clusters," $2.15 to $2.50; "Royal Buckingham Clusters," quarter-boxes, $1.15; "Excelsior Windsor Clusters," $4.50 to $4.60; ¼s, $1.30 to $1.40.

CALIFORNIAN RAISINS.—Seeded raisins are becoming scarce on this market. Prices are unchanged. We quote as follow: Loose muscatels, 7¾ to 8c.; seeded, in 1-lb. packages, 9¼ to 10c.; in 12-oz. packages, 7½c. per lb.

PRUNES.—The demand for Californian prunes has been very good and prices are firm this week. Our quotations are as follows: 8½c. for 40-50s; 8c. for 50-60s; 7¾c. for 60-70s; 7½c. for 70-80s; 6¾c. for 80-90s; 6½c. for 90-100s. Oregon prunes (Italian style) are quoted as follows: 40-50s, 7½c.; 50-60s, 7 to 7½c.; 60-70s, 6¼c.; 90-100s, 4½ to 4¾c. per lb.

NUTS.

There is nothing new to report on this market. A good trade is doing, and our quotations are as follows: Walnuts, 12½ to 13c.; Tarragona almonds, 12 to 13c.; shelled walnuts, 26 to 27c. and shelled almonds, 28c.; filberts, 9½c.; Pecans, 15c.; Brazil nuts, 14½ to 15½c.; peanuts, roasted, 7½ to 11c. per lb., according to the brand.

### GREEN FRUITS.

The demand for most fruits has been very good and the market is in a healthy condition. Apples are moving somewhat slowly, but the market for oranges, lemons, bananas, etc., is very active this week. Our quotations are as follows: Jamaica oranges, $2.75 per box and $4.50 to $5 per bbl.; Californian navels, $4 per box; Valencias, 714's, $5.25 per box and 420's, $4.50, and Messina lemons, $4.00 per box; cocoanuts, $3.50 per bag of 100; bananas, $2 per bunch; Cantoes, $1.15 to $1.30 per bbl.; pears, $3.25 and limes, $1.50 per box; Canadian apples, in bbls., $3.50 to $4.50 and baskets, 20 to 30c.; Spanish onions, 65c. per crate and $2 per case; sweet potatoes, $5 per bbl.; Malaga grapes, $5.50 to $7 per keg; cranberries, $9.25 to $11 and red onions, $2 per bbl.; chestnuts, 9 to 10c. per lb.; pineapples, 25 to the case, $5; Almeria grapes, fancy heavy weights, $7 per keg; choice heavy weights, $6.50 per keg; ordinary, $5.50 per keg; Californian celery, $5.50 per case; grape fruit, $3.75 to $4.50.

### FISH.

The fish market is not specially active this week. Green cod is quiet at unchanged prices; prime herrings are steady and also unchanged. Tommy cods and frozen herrings are arriving now. $1.50 was bid for them to arrive. Quotations are as follows: Haddies, 6 to 7c.; smoked herring, 15c. per box; fresh haddock and cod, 3½c. per lb.; dore, 6 to 6½c.; pike, 5c. halibut, 9c.; salmon, 9c.; No. 1 herring, Nova-Scotian, $5.50 per bbl. and $3 per half bbl.; No. 1 Holland herring, $6.50 per half bbl.; No. 1 Scotch herring, $6.50 per half bbl. and 95c. per keg; Holland herring, 70 to 80c. per keg; No. 1 green codfish $6.00 and mackerel, $20.00 per barrel; boneless cod, 1 and 2-lb. blocks, 6c. per lb.; loose boneless cod, 5c. per lb. in 40-lb. boxes; dried codfish, $4 to $4.50 per 100-lb. bundle; British-Columbian salmon, $12.50 per barrel; standard bulk oysters, $1.40 per gallon; Marshall's kippered herring, $1.45 per dozen; Canadian kippered, $1.00 per doz.; Canadian ¼ sardines, $3.50 to $3.75 per 100; canned Cove Oysters, No. 1 size, $1.30 per doz.; canned Cove oysters, No. 2 size, $2.20 per doz.; Malpeque shell oysters, $6 to $7.50 per bbl.

### BUTTER AND CHEESE.

BUTTER.—The market is fairly steady this week and finest fresh creamery sells at 23c. Though no actual change in the prices is reported, the grades of creamery butter below finest, being in better supply, are somewhat easier.

CHEESE.—There is a better inquiry for cheese this week and a fairly good business has been done. Prices, however, are unchanged and the market is firm. Dealers do not look for an advance for some time now. The price ranges from 12⅛ to 12⅜c. per lb.

### COUNTRY PRODUCE.

EGGS.—There is an active trade doing. No quotable change has been made. Our quotations are as follows: Selected, 25c.; candled stock, 19½ to 20c.; Montreal limed, 18c. in a jobbing way; straight receipts, 18½ to 19c.; Montreal limed, 17½c.; cold storage stock, 17½c. and western limed, 16½ to 17c. per doz.

POULTRY.—Choice turkeys and chickens have again advanced. The former continue to be very scarce. We quote as follows: Choice turkeys, 14 to 14½c.; ordinary, 12½ to 13c.; choice chickens, 11 to 12c.; ordinary, 8 to 10c.; ducks, 10 to 13c.; geese, 7 to 9c. per lb.

POTATOES.—The market is firmer this week under a continued brisk demand, and we quote choice stock at 75 to 80c., with ordinary at 68 to 72c. per bag in carlots and 95c. to $1 in small lots.

HONEY.—Trade is quiet and no change in price has been made. White clover, in comb, is worth 11 to 11½c. and white strained, 8 to 8½c. per lb.

BEANS.—There is a fair demand for small lots from jobbers, but the market rules quiet. Primes, in carlots, are now quoted at $2 per bushel and in small quantities, $2.05 to $2.10 per bushel.

MAPLE PRODUCTS.—There is not much doing this week and no quotable change is reported. Our quotations are still as follows: Syrup, in large tins, 70 to 80c.; small tins, 50 to 60c.; in wood, 5 to 5½c. per lb. Sugar, 8½ to 10c. per lb.

ASHES.—Trade is still very quiet. We quote: First pots, $4.35 to $4.40; seconds, $3.60, and pearls, $6.25 per 100 lb.

### FLOUR AND GRAIN.

GRAIN.—The market is not very active this week. Oats have been steady under a somewhat limited demand. We now quote: Rye, 55½c.; peas, 73½c.; corn, 67c.; buckwheat, 52c.; feed barley, 41c.; oats, 35½ to 36c. ex-store.

FLOUR.—There has been no change in the price of flour. Considering the season of the year there is a good trade doing. Our quotations are still as follows: Choice Manitoba spring wheat patents, $4.20; seconds, $3.90; strong bakers', $3.50; straight rollers, $3.60 to $3.75; winter wheat patents, $3.75 to $4.

FEED.—There is a good demand for mill feed, and prices are firm but unchanged. We quote: Manitoba bran, $18.00, and shorts, $20; Ontario bran, $17 to $18, shorts, $19 to $20; mouillie, $23 to $30, according to quality.

OATMEAL.—There is not much doing this week. The price of rolled oats remains at $4.30 per barrel and $2 to $2.05 per bag, in carlots, and $4.60 per barrel and $2.25 per bag, in small lots.

BALED HAY.—The market is fairly active with prices steady and unchanged. We quote as follows: No. 1 timothy, $9 to $10; No. 2, $8 to $8.75, and clover, $6.50 to $7 per ton, in carlots.

### RAW FURS.

No further change in prices is reported this week. There is still a good market

# What does the Government say?

**The Dominion Analyst, Dr. Baker Edwards, issued the following Certificate from the Laboratory of Inland Revenue :**

"LABORATORY OF INLAND REVENUE, OFFICE OF OFFICIAL ANALYST.

"Montreal, April 8th, 1895.

"I hereby certify that I have drawn by my own hand ten samples of the St. Lawrence Sugar Refining Co.'s Extra Standard Granulated Sugar, indiscriminately taken from ten lots of about 150 barrels each. I have analyzed same and find them uniformly to contain $99\frac{99}{100}$ to 100 per cent. of pure Cane Sugar, with no impurities whatever.

(Signed) "JOHN BAKER EDWARDS, Ph. D.D.C.L.,

"Professor of Chemistry and Public Analyst,

"Montreal."

Is that good enough ? It has never been equalled by any other refinery.

# St. Lawrence Extra Granulated

**is the standard of quality.**

for foxes, and prices here quoted are readily obtained. We quote:

| | | | | | | | | |
|---|---|---|---|---|---|---|---|---|
| BEAVER | Labrador and choice Eastern | Large $6.00 | Medi'm $5.00 | Small $2.75 | Kitts $1-1.50 | | | |
| " | Territory Rocky Mountains and Western | | | | | | | |
| | Strictly Prime, or, No. 1 | 6.00 | 4.00 | 2.00 | .50-.75 | | | |
| | Partly Prime, or, No. 2 | 4.00 | 3.00 | 2.00 | .50 | | | |
| | Unprime, or, No. 3 | 3.00 | 2.00 | .75 | .40 | | | |
| | Flat, weak, or poor, or, No. 4 | 2.50 | .50 | .25 | .25 | | | |
| | | Large | Medi'm | Small | 2 | 3 | 4 | Cubs. Yearl's |
| BEAR | Black Choice only | 15.00 | 10.00 | 7.50 | 6.00 | 3.00 | .50 | $2.00 to $8.00 |
| " | Brown " | 12.00 | 7.00 | 5.00 | | | | 1.00 to 5.00 |
| | | 1 | 2 | 3 | 4 | | | |
| BADGER | Of all sections | .50 | .25 | .10 | .05 | | | |
| | | Dark | Brown | Pale | 2 | 3 | 4 | |
| FISHER | Eastern and far North-Eastern | 6.50 | 5.00 | 5.00 | 3.00 | 1.75 | .50 | |
| | Territory and Western | 6.50 | 5.00 | 3.50 | 2.00 | 1.00 | .50 | |
| | | Large | Small | 2 | 3 | 4 | | |
| FOX | Red North-Eastern and similar fine bright red kinds | 4.00 | 2.75 | 1.25 | .75 | .20 | | |
| " | Territory and Western | 4.00 | 2.75 | 1.40 | .50 | .20 | | |
| | | Dark | Fair | Pale | 2 | 3 | 4 | |
| " | Cross Value principally as to beauty, also size & richness | 10.00 | 7.00 | 4.00 | 2.50 | 1.50 | .50 | |
| " | Silver Eastern and far Northern | 75.00 | 50.00 | 25.00 | 20.00 | 9.00 | 4.50 | |
| " | Pacific Coast, Territory and Western | 50.00-60 | 35.00 | 20.00 | 15.00 | 5.00 | 2.50 | |
| | | Large | Medi'm | Small | 2 | 3 | | |
| LYNX | Far North-Eastern | 4.00-5.00 | 2 to 3.50 | 2.25 | 2.00 | .75 | .25 | |
| " | Territory and Western | 4.00-5.00 | 2 to 3.50 | 2.25 | 2.00 | .60 | .20 | |
| | | Dark | Brown | Pale | 2 | 3 | 4 | |
| MARTEN | British Columbia, Northern Pacific and similar | 7.00 | 5.00 | 2.50 | 1.75 | 1.00 | .25 | |
| " | Territory and Western | 3.50 | 2.25 | 1.50 | 1.00 | .60 | .20 | |
| " | Quebec and Ontario | 3.00-3.50 | 2.25-3.00 | 2 to 2.25 | 1.00 | .50 | .25 | |
| | | Large | Medi'm | Small | 2 Large | 2 Small | 3 | |
| MINK | Halifax, far North-Eastern and choice | 4.00 | 3.25 | 2.50 | 2.25 | 1.50 | .40 | .25 |
| " | Territory and Western | 1.50-2.00 | 1.50 | 1.00 | .75 | | .25 | .15-25 |
| | | Spring | Winter | Fall | Kitts | | | |
| MUSKRAT | Eastern, best large | | .10 to .13 | 8 to 10 | 2 to 5 | | | |
| " | Territory and Western | | 5 to .10 | .07 | 2 to 4 | | | |
| | | Large | Small | 2 | 3 | | Cubs | |
| OTTER | Labrador and far North-Eastern | $10-$14 | 7.00-10 | 5.00 | 2.50 | 2.00 | $1.00 to $2.00 | |
| " | Territory and Western | 6.00 | 4.50 | 3.50 | 2.25 | .50 | .25 to .50 | |
| | | Large | Small | 2 | 3 | | | |
| RACOON | | .75-1.25 | .60-.75 | .33-.50 | .25 | .15 | | |
| " | Black Value according to darkness, size and beauty | 2.25 | 2.00 | 1.00 | .50 | .25 | | |
| | | Black | Sh'rt St | Long St | White | | | |
| SKUNK | | .75-1.25 | .75 | .40-.50 | .05-.15 | | | |
| | | Dark | Brown | Pale | 2 | 3 | 4 | |
| WOLVERINE | Value according to darkness, s z nd beauty | 5.00 | 4.00 | 2.50 | 1.50 | .75 | .25 | |
| CASTOREUM | | $5.00 to $6.00 per pound. | | | | | | |

Fall Beaver $2.00 to $2.50 per pound.

Spring Beav $3.00 to $3.25 per pound.

### MONTREAL NOTES.

Hallowee dates are ½c. higher per lb.

Yellow boiling peas are a little lower.

Genuine Arabian mocha coffees are now being sold at very advantageous prices.

## NEW BRUNSWICK MARKETS.

St. John, N.B., December 21, 1902.

THE wholesale dealers are either busy preparing to take stock next week or arranging books, etc., for stock-taking February 1. Many prefer the latter date, as they have a full month after the Christmas trade to get their accounts into shape. The season's business has been good. The retailers also report good sales. The weather was favorable, and as almost everyone had enjoyed a good business year, they had money to spend. Owing to the trouble about fuel, though we are not in as bad shape as the people in the west, the poor were thought of to even a greater extent than usual.

OILS.—The market is firm in burning oil. The large sale for the season is over, though the sale is, of course large. The advance of the past few weeks is the first change of importance that has occurred for some time. Lubricating oils are in light demand. Paint oils have light spot business. Owing to the low price at which spring delivery has been offered a large forward business has been done. This refers particularly to linseeds.

SALT.—There are regular weekly receipts of Liverpool coarse salt. There is a good demand. Prices are ranging rather higher than last season. The slight advance is due to the rather higher freights charged and the increased cost of coal. In fine salt the demand is for Canadian. The sale is light. We quote as follows: Liverpool coarse, 55 to 60c.; English factory-filled, 95c. to $1; Canadian fine, $1.50 per bag; cheese and butter salt, $2.25 to $2.35 per bbl.; 5-lb. bags, $3.10 per bbl.; 10-lb. bags, $2.85 per bbl.; 20-lb. wood boxes, 25c. each; 10-lb. wood boxes, 15c. each; cartons, $1.90 to $2 per case; English bottled salt, $1.25 to $1.30 per dozen; mineral rock salt, 60c. per 100 lb. (Selected lumps.)

CANNED GOODS.—A fair business is reported, though this is a quiet season, as on the arrival of new goods, but a few weeks ago, the retail trade bought freely. Corn and peas are firmly held at higher figures. The extremely high price of tomatoes is affecting the sale. The retail trade bought quite largely, to arrive, at the lower figures. Salmon are firmly held. Spring fish have the big sale here, and one brand is particularly popular just now. Fruits are having a fair sale. Some future orders for meats are being given. The opening prices are the same as last year. In domestic fish the present sales are light. In sardines, haddies (talls and flats) and herring, fair stocks are held.

GREEN FRUITS.—The mild weather the week before Christmas was greatly appreciated by this branch of the trade, and a larger quantity of goods than usual were handled. This was particularly noticeable in Malaga grapes. In oranges the market has been well supplied, the chief sale being for Jamaicas and Valencias. Californians are not very large sellers here, and the season is early for good stock. For Floridas the prices are rather higher than last year. In apples trade is rather dull. Very few Nova-Scotian apples are seen. It is years since they have been so scarce on the market. Ontario Northern Spies are the best stock offered. Lemons are rather easier and the sale is good. Cranberries are high.

DRIED FRUITS.—Business has now quieted down. All lines were late. The market was largely bare of Valencias, particularly small boxes, but there were free arrivals about ten days before Christmas. There was much trouble about Californian seeded, but this was overcome somewhat through the late arrivals. One shipper has not yet landed his goods. One car of Californian fruit shipped November 1 is not yet to hand. In prunes, fair stocks are held. Prices on the Coast are higher. Currants are low. Sales have been very large. Dates are in good supply and the market is rather higher. Figs are in ample supply. New walnuts were late, but the market is now well supplied. Evaporated apples are low. Onions are a drug here. This has been a losing business.

DAIRY PRODUCE.—Eggs have kept at reasonable figures here. Fair stocks are held. In butter the market is firm. Best stock is scarce and commands a good price. Cheese has a fair sale and the market is firm. Stocks are light.

SUGAR.—The trade are somewhat disappointed that prices have not shown more advance, but the market is firm and higher prices are expected. The lighter demand at present affects the situation.

MOLASSES.—The demand just now is light. Stocks are firmly held. Quantity here is smaller than usual at this season, and reports favor a short crop in both Porto Rico and Barbados.

FISH.—This is a dull season. There is a fair supply of cod and haddock, and they have the chief sale. In dry cod our merchants accept fish not at all up to standard. That is, they are wet, not dry. Of course, this is to the advantage of the fishermen, but not at all to the consumers. Other markets would not accept such, and our trade are working against their best interests. Pollock are firm. Pickled fish are dull. Smoked herring are high. Full prices are asked for haddies. Our quotations are as follows: Haddies, 4 to 5c.; smoked herring, 11 to 12½c.; fresh haddock and cod, 2 to 2½c.; boneless fish, 4 to 5c.; pollock, $1.70 to $1.75 per 100 lb.; pickled herring, $2 to $2.15 per half-barrel; dry cod, $3.50 to $3.65; pickled shad, per half-barrel, $6.00.

FLOUR, FEED AND MEAL.—There has been a fairly active business. In the local market no changes in prices are reported. Oats and oatmeal show quite a range in figures. Cornmeal is low. Barley is a light stock. Split peas are scarce and high. Quotations are: Manitoba flour, $4.75 to $4.80; best Ontario, $4.20 to $4.25; medium, $3.95 to $4; oatmeal, $4.50 to $4.60; cornmeal, $3.10 to $3.15; middlings, in small lots, $26 to $28; oats, 40 to 44c.; handpicked beans, $2.35 to $2.40; prime, $2.25 to $2.50; yellow eye beans, $2.80 to $3; split peas, $4.55 to $5.25; barley, $4.25 to $4.40; hay, $9 to $10.

### ST. JOHN NOTES.

A very Merry Christmas to all.

On the first of the year J. E. Angevine withdraws from the wholesale grocery house of Bowman & Angevine, having accepted a position with T. H. Estabrooks, packer of "Red Rose" tea. Mr. Angevine will be much missed by the grocery trade, being looked upon as one of the smartest young men in the business. He will be particularly missed in Fredericton and St. Stephen, cities he regularly visited in the interests of his firm. The business will be carried on in future by F. Bowman, who has associated with him Horace Cole, who for years has been a popular representative of the old firm on the road. "The Grocer" joins the very large connection of the house by extending to the new firm, Bowman & Cole, best wishes for continued and increased success.




**A TRADE WINNER**

**AND**

**A TRADE RETAINER**

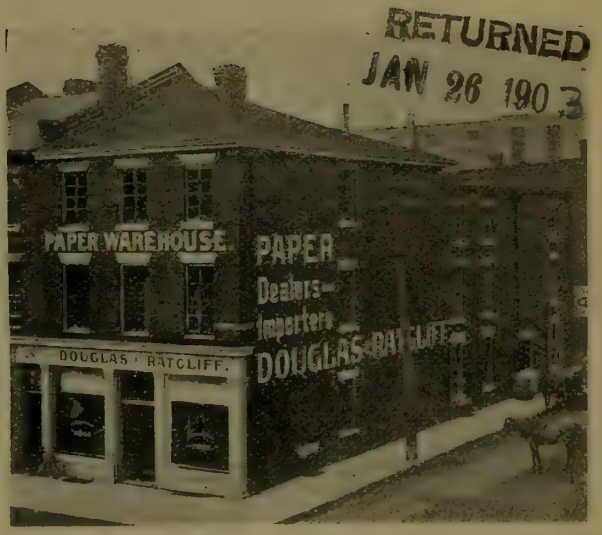
# Bovril

**"THE PERFECT FLUID BEEF"**

has attained its present high position in public favor on account of its unequalled nutritious properties and palatable flavour. It is prepared under the supervision of eminent analysts, so that the quality never varies, thus insuring satisfaction to your customers at all times, and so contributing to

**INCREASED BUSINESS.**

# PAPER BAGS




OUR NEW ADDRESS IS :

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**DOUGLAS & RATCLIFF**

# THE GAME OF CURLING CALLS FOR GOOD BROOMS.

In the Curling season it pays the dealer to look after the local rinks with whom he may do a good trade in brooms.



**BOECKH'S** Bamboo-Handled Curling Broom

is the Broom of all Brooms for the "Roarin' Game"—carries the weight where needed, at the broom-end, and is light, clean and durable.

**OPERATING:**
Boeckh's Toronto Factories.
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**UNITED FACTORIES,**
Head Office : **TORONTO.** LIMITED.

MONTREAL BRANCH : 1 and 3 DeBresoles St. LONDON BRANCH : 71 Dundas St.

We wish all our customers

A Happy and Prosperous New Year.

S. H. EWING & SONS
96 KING ST., MONTREAL.

Toronto Branch, 87 YORK ST.
TELEPHONE MAIN 204.

Telephone Bell Main 65
" Merchants 522.

Telephone orders receive prompt attention.

## OTTAWA TRADE GOSSIP.

THE grocery trade has been lively the past week. The weather continues fine and the country roads are in splendid condition, so that farmers have been able to market their Christmas produce. Prices of turkeys on the market here have been remarkably high, loads of them selling for 18c. per lb. Last Saturday the lowest price seemed to be about 16c. Of course, the above price was for the nicest birds. Other poultry have advanced accordingly. The sugar market remains the same. Burning oil is very scarce with the likelihood of another advance of 1c. for the Canadian article. A good business is being done among the wholesalers in nuts, table raisins, figs, etc.

Now that the price of canned tomatoes is more settled, the retailers are getting 15c. a tin in most of the city stores, gnd wholesalers are quoting $1.65 to $1.70 a dozen. Corn and peas are worth 90c. It looks as if tomatoes will be very scarce about March or April, as the demand is so much greater then.

Molasses is quoted a little higher, the price now being 26c. for best Barbados.

* * *

Fine Filiatras currants are quoted at 5 to 5½c.; Vostizzas, 6½ to 7c.; fine off-stalk raisins, 7 to 7½c.; finest selected, 8¼ to 8½c.; Californian muscatels, 4-crown, 8 to 9c.; 3-crown, 7½ to 8¼c.; Sultanas, 10 to 10½c. seeded in packages, best brands, 10 to 10⅝c.; choice, 9 to 10c.; for table raisins, "Connoisseur Clusters," $2.25 to $2.50; "Buckingham Clusters," $3.30 to $3.50. Business in prunes is quiet at present, but prices are firm.

* * *

At the Fruit Exchange to-day a very large sale took place, large quantities of apples, cranberries, Malaga grapes, Valencia oranges, Messina oranges and lemons being quickly disposed of. Prices for apples ranged as follows: No. 1 Spies, $3.25 to $3.65; No. 2 ditto, $2 to $2.35; No. 1 Baldwins, $2.75 to $3.25; No. 2 ditto, $1.90 to $2.25; No. 1 Snows, $3 to $3.25; No. 2 ditto, $2 to $2.40; No. 1 Macintosh Red, $3 to $3.85; No. 2 ditto, $2.50 to $3; No. 1 Greenings, $2.10 to $2.40; No. 2 ditto, $1.75 to $2.10; other varieties, according to quality, $1.50 to $2.50. Malaga grapes in good order brought $5.45 to $5.60; Cranberries, Cape Cods, $9 to $9.50; Valencia oranges, 714s, $4.35 to $4.65; 420s, $3.50 to $3.75; 1064s, a very small size, brought $4.65; Messina oranges, 200s, $2.25; 300s, $2.50; Messina lemons, 300s, $3.25; 360s, $3.25 to $3.50. A car of Californian navel oranges will arrive to-morrow (Tuesday). A special sale is called, so as they can be handled for the Christmas trade.

* * *

A good business is being done in fish, a number of grocers handling large quantities of frozen stock. Prices now are about: British-Columbian salmon, 9c.; halibut, 9½c.; haddock, 4c.; pickerel, 6c.; whitefish, 7c. and pike, 4c. per lb.

* * *

Butter is firm, but nice fresh stock is a little easier to get this week. Good pails and tubs are quoted at 18½ to 19c.; prints, 20 to 21c. Creamery is scarce at 22½ to 24c. Cheese is quoted by jobbers at 13½c.; Canadian Stilton's, 15c. per lb.

### NOTES.

H. N. Bate, of H. N. Bate & Sons, celebrated the 50th anniversary of his wedding last week.

Great regret is expressed for P. O'Connor, one of the oldest grocers on Bank street, whose wife is lying ill with pneumonia at her home. Her case is very critical.

At the next meeting of the Ottawa Retail Grocers' Association in January, the election of officers will take place and reports of the past year received. The association was never so prosperous as at present.

J. D. McCusker, of the late firm of Bedingfield & McCusker, left Friday last for St. Paul, Minn., where he has secured a position. His many friends wish him every success in his new field. He was presented with an address and purse before leaving, which greatly helped to cheer him up.

## BEET SUGAR AT WHITBY.

The establishment of a beet-sugar factory was considered at a public meeting on December 19 at Whitby, Ont. Ex-Mayor Rutledge presided. Members of the County Council, which was in session last week, were present, also a fairly representative gathering of business men of the community. The opinion was that the local requirements to assure the investment of about $750,000, six-sevenths of which will be supplied by New York capitalists, whom F. Howard Annes has interested in the enterprise, can be satisfactorily met. It was decided to run an excursion to Berlin the first or second week in January.

## ENLARGING THE CAN WORKS.

James B. Campbell, of the Acme Can Works, Montreal, was in Toronto last week. The plant of the Acme Can Works is being renovated and enlarged preparatory to next season's business, which is expected to be the largest in the history of the firm.

## EXTENDING THEIR FACTORY.

The McCormick Mfg. Co., biscuit manufacturers, London, Ont,, are making a large addition to their factory.

The best selling tea in Canada today is
Blue Ribbon Ceylon
packed and sold by
Blue Ribbon Tea Co.
12 Front St. East - Toronto

## CHRISTMAS IN WINNIPEG.

From our own Correspondent.

"THE best in 20 years" is the verdict of all who visit the market. Arched from one end to the other with evergreens and flags, the sides lined with choice carcasses, and the whole one blaze with colored electric globes, it would be difficult to find a finer sight than the Winnipeg market to-day. The mutton, beef and pork is all Manitoba fed, and not old London itself, that draws on the world for supplies, can produce better. If beef, mutton or sucking pig will not satisfy you, there are turkeys, geese, ducks, pigeons, bear or moose steaks, British-Columbian salmon and Lake Winnipeg whitefish.

Kobold & Company are making the finest display and one of the steers, that reaches from top to bottom of their stalls, went east last fall and was a prize winner at the Toronto Exhibition. The whole stock is well set off with appropriate mottoes, little flags, festoons of silver gilt alternating with savory sausages. But the market is not the only place in Winnipeg where there are good things to eat. All the grocery stores are vieing the one with the other as to who shall have the most temptingly-dressed windows. There has never been a season when such expensive groceries were called for, never a season when buying was done as early as it has been this year.

Many houses report that two weeks ago they had done more business than they had done up to two days of Christmas last year, and it was counted a good year. All kinds of French specialties have found a ready sale. Asparagus, from the French Trappists' cellars, choice peas from the same fair land, olives, stuffed and unstuffed, from Sunny Spain, figs from Smyrna, "Royal Buckingham Clusters," Wallace, of New York, confections, French crystallines, preserved ginger, guava jellies, Gruyere, Gorgonzola, Roquefort, and Fromage de la Trappe, are a few of the dainties offered. The sale of ready-made plum puddings has been enormous, when you remember all the fruit that has been sold for the making of the same.

All day long, and until ten o'clock at night the stores are simply thronged with buyers. Whether you go to the market, or one of the large jewellery establishments, it is all the same, the crowd is everywhere.

More diamonds have been sold in Winnipeg already this holiday season than were dreamt of even in the famous boom days of 1882, and the best of all is that the buying of 1902 is not on the shaky foundation that it was in those historic days. There has been a larger amount of cash buying than ever before in the history of the city. People are buying because they know they can afford it. The demand is for choice gifts in all lines. Labor is well


# A Holiday Suggestion!

**Make a good display of**

## Clark's Meats and Specialties

**and you'll be surprised at the way they sell.**

## 55 VARIETIES.

---

**EPPS'S** GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. **COCOA**

---

**MINCE MEAT.**

Everybody is talking Mince Meat these days, and they all tell you theirs is the best.

We don't talk much, but we get there just the same, as others do the talking for us.

**Capstan Mince Meat once sold is always sold.**

In Packages or in Bulk, from 7-lb. pail to 600-lb. barrel.

CAPSTAN MFG. CO., Toronto.

---

**NEW GOODS JUST ARRIVED.**

Fancy Cape Cod Cranberries
Fancy Malaga Grapes
Fancy Jamaica Oranges
PRICES RIGHT.

**HUGH WALKER & SON,** Direct Importers, **GUELPH, ONT.**

---



We want 100,000 Live Chickens annually for our export trade

We will pay the highest possible market price for really prime well-fed birds.

Correspond with

**SCOTT, ASHTON & COMPANY,** MORRISBURG, ONTARIO.

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**GRIMBLE'S** English Malt

Six GOLD Medals **VINEGAR**

*GRIMBLE & CO., Limited, London, N.W., Eng.*

employed, there is little sickness in the city, the outlook for the future is bright, so that everything has combined to make the Christmas holiday season of 1902 a memorable one in the history of Winnipeg. Nor is Winnipeg forgetful whence all prosperity comes. Amid the rejoicing there are always some sick, some afflicted, some orphans and widows. The charitable institutions of the city are being well remembered and various committees of citizens are making an earnest endeavor to see that there shall not be one soul without a good dinner or one child forgotten of Santa Claus when the bells ring out their merry peal next Wednesday night.

### A NEW JAR FOR MARMALADE.

For some time past there has been a shortage in the market for marmalade. Crosse & Blackwell will, after the first of the year, be in a position to supply the demand. They are packing their marmalade in a new jar, which is far superior to the one they have been using. One advantage of the new jar is that the lid is fitted so as to prevent any leakage, as was sometimes the case with the old one. It can also be used for canning fruits, as the cover is airtight. As soon as the present stock of jams and jellies is exhausted, they will also be put up in this new jar. C. E. Colson & Son, Montreal, are the Canadian agents for Crosse & Blackwell, and would be pleased to furnish their customers with any information which they should desire.

### DEATH OF J. S. BENNETT.

J. S. Bennett, of Toronto, manufacturer of the patent shelf boxes that bear his name, died suddenly the other day. Blood poisoning was the cause of death. The circumstances surrounding his demise are particularly sad, his wife having predeceased him just one week, almost to the hour.

Deceased was in the hardware business in London, Eng., for some years. He was for a time in a hardware store in Winnipeg, and later travelled for H. S. Howland, Sons & Co., in the Northwest. It was while in Winnipeg that he invented the shelf boxes and and drawers that bear his name, and after leaving H. S. Howland, Sons & Co. he started a factory for their manufacture and was rapidly building up a prosperous trade when death so suddenly overtook him. Deceased left two sons, aged 9 and 12 respectively, to mourn his loss.

The business will be continued by a brother of deceased, who will give prompt attention to orders.

Deceased was a genial and whole-souled man, and his death is generally regretted by those who knew him.


**TEA.**

**AGENTS REQUIRED** in Canada and United States to sell and obtain wholesale orders for **Ceylon Black** and **Green Teas** on commission. Apply,

***"COMMISSIONER,"***
CANADIAN GROCER,
**109 Fleet Street, E.C., London, Eng.**

**A HAPPY NEW YEAR TO ALL.**

You can make 1903 both a happy and prosperous year by getting some of our

**FANCY CAMELLIA NAVELS.**

They are trade-makers. Send for sample box.

**HUSBAND Bros. & Co.**
**82 Colborne St., TORONTO.**
Phones, Main 54, Main 3428.

**Dried Apples**
**Evap. "**
**Waste and Chops**
**WE ARE BUYERS.**
Send sample and advise quantity, if you have any to offer.
**THE W. A. GIBB CO.**
**7 Market St., - HAMILTON.**

**Dressed Poultry Wanted**

**THE SIMCOE CANNING COMPANY**
are now open to purchase Dressed, and Dressed and Drawn Chickens, Turkeys, Ducks, Geese (heads and feet off) for which they pay highest prices in cash.
SHIP TO
**The Simcoe Canning Co.,**
**York St., HAMILTON, ONT.**
Be sure to see that shipper's name is securely fastened to each package and an invoice sent with each shipment.
**The Simcoe Canning Co.**

**BERLIN BRUSH CO.**



**WATERLOO.**
Manufacturers of
**Fine Whisks, Brooms, and Brushes.**
We want your trade, and if your name is not on our travellers' list, let us know and we will send our quotations or have a man call at earliest opportunity.

IF YOU WANT YOUR
**XMAS FRUITS**
EARLY and of finest quality, let us have your order.
Our goods are all in and being shipped. Send for Xmas Price List.
**BASKET HOLLY**
free with each order.
**WHITE & CO.**
Wholesale Fruit. **TORONTO.**

**Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.**

**SEND YOUR NAME** if you have, or will get,
**H AND H** TRADE MARK
the unequalled cleaner. People who once use it, want it, and we will do some sampling for you.
**34 Yonge St., Toronto.** All wholesalers sell it.

**FLOUR** MAGOR'S DELICIOUS PATENT FLOUR.
**The Purest Flour Made—makes Delicious Bread, Cakes and Pastry.**
Prices For Cash Unequalled.
**JOHN MAGOR & CO., MONTREAL**

**COX'S GELATINE** Always Trustworthy
**ESTABLISHED 1725.**
Agents for Canada:
C. E COLSON & SON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO., Toronto, St. John, N.B., and Montreal

Established 1869.
**BUTTER, CHEESE, EGGS, POULTRY.**
Consignments solicited.
Highest prices. Prompt returns.
**A. GIBB & CO.**
**83 COLBORNE ST., TORONTO**

**ARE YOU USING OUR**



**Cold Blast or Jubilee Globes**
**Aetna or Quaker Flint Chimneys?**
**Give them a Trial.**
**THE SYDENHAM GLASS CO.,**
**of WALLACEBURG, Limited.**

# Ozone and The General Merchant.

Owing to the rapidly increasing demand for Powley's Liquified Ozone with the general merchants throughout the Dominion, we have arranged for the following wholesale grocers to handle it:

*THE EBY, BLAIN CO.,* Limited. *Toronto, Ont.*

*JAMES LUMBERS, Toronto, Ont.*

*WARREN BROS & Co., Toronto, Ont.*

*T. KINNEAR & CO,, Toronto, Ont.*

*JOHN SLOAN & CO., Toronto, Ont.*

*E. ADAMS & CO., London, Ont.*

*JOHN GARVEY, London, Ont.*

*LUCAS, STEELE & BRISTOL, Hamilton, Ont.*

*LAPORTE, MARTIN & CO., Montreal, Que.*

In buying, it will be necessary for you to sign an agreement to not cut prices, as we protect our customers by making it impossible for departmental stores or others to sell Ozone at cut rates.

When placing your order also write us and we will forward advertising matter free of charge.

**THE OZONE CO.,**
**TORONTO, ONT.**

Grocers and Confectioners can rely upon the purity and excellence of

# COWAN'S Cocoa, Chocolate and Famous Blend Coffee.

**Cowan's Cake Icings,** and **Cowan's Pure Confections.**

QUEEN'S DESSERT CHOCOLATE. CHOCOLATE CREAM BARS.
CHOCOLATE GINGER, WAFERS, ETC.
COWAN'S SWISS MILK CHOCOLATE.

THESE ARE CHOICE CHRISTMAS GOODS.

**THE COWAN CO., Limited - - TORONTO.**




# Canadian Maple Syrup

We are putting up what we call the "**EMPRESS BRAND**" Maple Syrup, put up in nice, showy, lithographed cans, and every grocer should have some of it. The article is good and pure and will please your customers. Money refunded if not all we claim for it.

**Canadian Maple Syrup Co., TORONTO, Canada.**

# "ACME" TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

**TORONTO SALT WORKS, Toronto, Ont.**
**Agents for the Canadian Salt Co., Windsor, Ont.**

## A Two Cent Mistake

Don't amount to much in any business, but the striking point is that a clerk is just as liable to make a mistake of $2.00 as he is of two cents, and a few mistakes like this would pay for enough of Allison's Coupon Books to last a year or more. With these books mistakes are impossible.




**IF A MAN WANTS CREDIT**

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

**For Sale in Canada by**

**THE EBY, BLAIN CO., Limited, TORONTO.**

**C. O. BEAUCHEMIN & FILS, MONTREAL.**

**ALLISON COUPON CO.,** Manufacturers, **Indianapolis, Indiana.**

THE C. G. YOUNG CO.
**RUBBER STAMPS**
**AND SUPPLIES**
**No. 1 Adelaide Street East - Toronto**

Established 1860.

## Geo. Wells & Matthews

Commission Merchants,
Live Stock, Grain and Produce Salesmen,
**SYDNEY, N. S. W., AUSTRALIA.**

We are prepared to act as Canadian agents for shippers of flour and all lines of produce. Communications invited, consignments received, and information supplied as to market value here.

**Head Office:**
**Corporation Buildings, Sussex St.,**
Cable address: "Wells" } SYDNEY, N.S.W.
Code: A B C. }

# THE ERIE TOBACCO CO., Limited,

Windsor, - Ontario.

**Re-open and Ready for Business 1st December, 1902**

Our travellers are now out and orders will receive prompt attention.

# Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

## TOBACCO CULTURE IN ONTARIO.

From the report of the Bureau of Industries.

THIS crop is confined chiefly to Essex and Kent, the former county having about two-thirds of the acreage of the Province, although even in these counties it is not grown to a large extent. Correspondents reporting on the 1st of August spoke of the plant having done well, although some complained of "worms" being very bad. Much of the tobacco was planted rather late this year on account of the rain.

Only a few correspondents made reference to tobacco in the November returns. Where mention of it was made, however, the crop appeared to have matured well and to have escaped serious injury, except in a few instances.

The following table gives the acreages for the six years 1896-1901, and the yields for the last four years :

| Year. | Essex. | | | Kent. | | | The Province. | | |
|---|---|---|---|---|---|---|---|---|---|
| | Acres. | Total yield. | Yield per acre. | Acres. | Total yield. | Yield per acre. | Acres. | Total yield. | Yield per acre. |
| | | lb. | lb. | | lb. | lb. | lb. | lb. | lb. |
| 1901 ..... | 1,968 | 2,290,752 | 1,164 | 584 | 564,728 | 967 | 2,935 | 3,113,580 | 1,061 |
| 1900 ..... | 1,620 | 2,065,500 | 1,275 | 449 | 583,700 | 1,300 | 2,477 | 2,854,900 | 1,140 |
| 1899..... | 1,111 | 1,636,760 | 1,160 | 338 | 415 402 | 1,229 | 2,206 | 2,241,562 | 1,016 |
| 1898..... | 5,085 | 7,095,970 | 1,395 | 2,140 | 3,013,120 | 1,408 | 7,871 | 10,560,590 | 1,342 |
| 1897..... | 422 | ..... | ..... | 28 | ..... | ..... | 994 | ..... | ..... |
| 1896 ..... | 315 | ..... | ..... | 21 | ..... | ..... | 667 | ..... | ..... |

There was a sudden boom in the growing of tobacco in Essex and Kent in 1898, but a decided shrinkage in the area occurred in the following year. There has been a steady increase in acreage in 1900 and 1901, however, and the rather satisfactory showing in Essex this year should add to the popularity of the crop. The average yield per acre of the Province has not varied greatly during the last three years.

"Frenching" of Tobacco.—In the August crop returns one of our correspondents referred to the "Frenching" of some tobacco that he was growing. As no other complaints were received it would appear that the disease was local rather than general in the Essex district.

Prof. Wm. Lochhead, biologist at the Ontario Agriculture College, has furnished the Department with the following notes regarding the disease :

This disease of tobacco is known under different names in different sections. It is known as "Frenching" in the South, as "Mosaic Disease" "Brindle" and "Mongrel Disease" in the Northern tobacco districts, and "Calico Spot" in Connecticut and elsewhere. It is not yet quite certain that the disease known as "Frenching" in Essex is the same as that known under the same name in the South, for the characteristic feature of the disease in Essex is the yellowing of the main leaves and the production of tufts of rigid, worthless leaves on the larger leaves, while in the South the chief characteristic of the disease is a mottling and stiffening of the leaves.

The cause of the disease is not definitely known. Some investigators attribute the cause to an unknown parasite, probably bacterial; while others consider it a disease arising from purely physiological causes, associated either with movements of reserve proteids during growth, or with sudden changes of atmospheric conditions and unsuitable soil conditions.

The disease may occur quite early in the life of the tobacco plant—even in the seed-bed—and usually attacks the older leaves first. Apparently the disease is not contagious, and is not rapidly propagated through the soil of the field, nor will seeds from diseased plants necessarily produce unhealthy plants.

The conditions which favor "Frenching" are: Unsuitable soil nourishment; very moist soil with little light; atmospheric conditions promoting rapid growth, and poor seed. It is a fact well known to most practical tobacco growers that "Frenching" is very liable to occur whenever a rapid production of sprouts on moist soil takes place.

Along the line of prevention, it has been recommended to keep the plants in the seed-bed cool (not too warm); to change the seed-bed; to practice rotation of crops; to remove the stubs of diseased plants after the crop is harvested; the use of chemical fertilizers instead of stable manure; the addition of lime, or some other substance, to the soil which will render it more porous; and the protection of plants at critical seasons from too sudden exposure to sunlight.

It is evident that a more detailed study of this disease is necessary before the real cause is discovered, and definite remedies or preventives can be applied.

The following Brands manufactured by
The AMERICAN TOBACCO CO.
OF CANADA, Limited
Are sold by all the Leading Wholesale Houses
CUT TOBACCO ....
OLD CHUM,
SEAL OF NORTH CAROLINA,
OLD GOLD.
CIGARETTES ....
RICHMOND STRAIGHT CUT,
SWEET CAPORAL,
ATHLETE. DERBY.

POPULARITY is the proof of merit, and no brand has ever achieved popularity so quickly as
"BOBS"
CHEWING TOBACCO
In 5 and 10c. Plugs.
BOBS costs you only 36 cents, and pays a good profit.
BOBS is well advertised.
BOBS is selling well in almost every store from the Atlantic to the Pacific.
BOBS is A BIG PLUG FOR LITTLE MONEY
Made by
THE EMPIRE TOBACCO CO., LIMITED
MONTREAL, QUE.

# Start the New Year Right!

***Write this on a Post Card:***

"Send me a trial order of one thousand of your Cigars—two hundred to retail for 10c., and eight hundred to retail for 5c., the latter varying in price from $25 to $35 per thousand."

In addition to this, state what colors you want—light, medium, dark, or assorted. Let me use my judgment about the selection, and remember, please, that I am trying to make this first order from you lead up to permanent business between us. Send along the post card.

*J. Bruce Payne, Cigar Mfr.,*
*Granby, Que.*

We are now prepared to ship the trade....

# Tonka
# Beaver
AND # Apricot

**McAlpin Consumers Tobacco Company,**
Limited.
Head Office: TORONTO.
Factories: Leamington and Toronto.

# T. & B. Myrtle Navy 10c. Plug

The finest piece of Smoking Tobacco ever offered to the Canadian public.

16c. profit to the retailer.

For sale by all Wholesalers.

# Reduce Your Package Lines

From your point of view of course you don't like the package business.

But then, you and we have got to supply what the **public** wants.

We saw the package business had arrived to **remain**—the public knows what you and we know—that the goods come **cleaner**—that mice cannot get in—that no dust floats in—that stray dogs don't smell at them.

Now, if the package business is burdening you why not **reduce** the burden by **reducing the lines ?**

Throw out the goods you can get along without—keep those you've got to have—direct your customers to the line **easiest** to sell.

We've made TILLSON'S OATS easy to sell—we've made it possible for you to **reduce your cereal lines** to almost any point you want to.

How has TILLSON Advertising impressed **you?**—if **you** are impressed how do your **customers** feel about it?



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## The Tillson Company, Limited,

Tillsonburg, Ont.

# CURRENT MARKET QUOTATIONS

December 24, 1902.

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, St. John, N.B., and Halifax. The prices are solicited for publication, and are of such quantities and qualities as are usually ordered by retail dealers on the usual terms of credit. For Winnipeg market report and prices, see page —.

Goods in large lots and for prompt pay are generally obtainable at lower prices.

All quotations for staple products are under the direct control of the Editors, who call daily upon all the leading houses in the principal centres.

| BUTTER, CHEESE AND EGGS | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| Dairy, choice, large rolls, lb. | $..... | $0 18 | $ 17 | $0 19 | $. .... | $0 16 |
| " " pound blocks | 17 | 18 | 18 | 20 | 16 | 18 |
| " tubs, best | 17 | 18 | 14 | 15 | 18 | 20 |
| " tubs, inferior | 14 | 15½ | 13½ | 14 | 16 | 17 |
| Creamery, boxes | ..... | 23 | 21 | 22 | 20 | 23 |
| " prints | 23 | 23½ | 21 | 23 | 22 | 24 |
| Cheese, new, per lb | 12½ | 12⅝ | 13 | 13½ | 11½ | 12 |
| Eggs, new laid, per doz | ..... | 25 | 25 | 26 | 21 | 22 |
| **CANNED GOODS** | | | | | | |
| Apples, 3's | ..... | ..... | 90 | 1 00 | 1 00 | 1 10 |
| " gallons | ..... | 2 50 | 2 25 | 2 50 | 2 00 | 2 20 |
| Asparagus | 2 20 | 2 25 | 2 00 | 2 40 | ..... | ..... |
| Beets | 1 00 | 1 00 | 90 | 1 00 | ..... | 1 10 |
| Blackberries, 2's | ..... | 1 30 | 1 50 | 1 70 | 1 50 | 1 80 |
| Blueberries, 2's | ..... | 1 25 | ..... | ..... | 95 | 1 00 |
| Beans, 2's | ..... | 90 | ..... | 90 | 90 | 95 |
| Corn, 2's | ..... | 95 | 90 | 1 25 | 90 | 1 00 |
| Cherries, red, pitted, 2's | 2 25 | 2 30 | 2 10 | 2 25 | 2 30 | 2 40 |
| " white | 2 25 | 2 30 | 2 00 | 2 25 | ..... | ..... |
| Peas, 2's | ..... | 95 | 90 | 95 | 90 | 1 00 |
| " sifted | ..... | 1 05 | 1 00 | 1 10 | 1 10 | 1 15 |
| " extra sifted | ..... | 1 20 | 1 30 | 1 50 | 1 20 | 1 25 |
| Pears, Bartlett, 2's | 1 50 | 1 60 | 1 50 | 2 00 | 1 75 | 1 80 |
| " " 3's | 1 90 | 2 00 | 2 00 | 2 40 | 2 00 | 2 25 |
| Pineapple, 2's | 2 00 | 2 40 | 2 25 | 2 50 | 2 15 | 2 25 |
| " 3's | 2 25 | 2 40 | 2 50 | 2 60 | 2 50 | 2 60 |
| Peaches, 2's | 1 75 | 1 85 | 1 75 | 1 90 | ..... | 1 75 |
| " 3's | 2 60 | 2 70 | 2 50 | 2 75 | 2 70 | 2 80 |
| Plums, green gages, 2's | 1 30 | 1 35 | 1 10 | 1 25 | 1 30 | 1 60 |
| " Lombard | 1 20 | 1 25 | 1 00 | 1 10 | 1 30 | 1 50 |
| " Damson, blue | 1 00 | 1 25 | ..... | 1 00 | 1 10 | 1 30 |
| Pumpkins, 3's | ..... | 1 00 | ..... | 95 | 90 | 1 00 |
| " gallon | ..... | ..... | ..... | ..... | ..... | ..... |
| Rhubarb | ■ | 1 50 | 2 10 | 2 25 | 2 10 | 2 25 |
| Raspberries, 2's | 1 40 | 1 50 | 1 40 | 1 80 | 1 70 | 1 75 |
| Strawberries, 2's | 1 50 | 1 75 | 1 50 | 1 75 | 1 50 | 1 75 |
| Succotash, 2's | 1 00 | 1 25 | ..... | 1 15 | 1 10 | 1 15 |
| Tomatoes, 3's | 1 60 | 1 75 | ..... | ..... | 1 50 | 1 75 |
| Lobster, talls | 2 75 | 3 20 | ..... | 3 25 | 2 50 | 3 25 |
| " 1-lb. flats | 3 00 | 3 75 | 3 50 | 3 70 | ..... | 1 25 |
| " ½-lb. flats | 1 75 | 1 85 | 1 75 | 1 80 | ..... | 1 75 |
| Mackerel | 1 00 | 1 10 | 1 15 | 1 25 | 1 35 | 1 45 |
| Salmon, sockeye, Fraser | 1 47½ | 1 52½ | 1 50 | 1 52½ | 1 50 | 1 75 |
| " " Northern | ..... | ..... | 1 40 | 1 45 | 1 15 | 1 25 |
| " " Horseshoe | ..... | ..... | 1 50 | 1 52½ | ..... | ..... |
| " Cohoes | 1 00 | 1 15 | 1 05 | 1 15 | 1 00 | 1 10 |
| Sardines, Albert, ¼'s | 12 | 12½ | 0 14 | 16 | 14 | 15 |
| " " ½'s | 20 | 21 | 22 | 23 | 20 | 21 |
| " Sportsman, ¼'s | 11¼ | 12 | 12½ | 14½ | ..... | 12 |
| " ½'s | 18 | 20 | ..... | 23 | 20 | 21 |
| " key opener, ¼'s | 9 | 11 | 12½ | 13 | 16 | 18 |
| " " ½'s | ..... | 18 | 20½ | 25 | 10 | 11 |
| " P. & C., ¼'s | 20 | 22½ | 25 | 27 | 23 | 25 |
| " " ½'s | 27½ | 30 | 35 | 38 | 33 | 36 |
| " Domestic, ¼'s | 4 | 4¼ | 4 | 4½ | 3½ | 4¼ |
| " " ½'s | 7 | 8 | 9 | 11 | ..... | ..... |
| " Mustard, ¾ size, cases 50 tins, per 100 | 7 50 | 11 00 | 7 50 | 9 00 | 3 50 | 4 00 |
| Haddies | ..... | 1 00 | 1 00 | 1 10 | 85 | 1 00 |
| Kippered Herrings | 1 00 | 1 85 | 1 00 | 1 55 | 85 | 1 00 |
| Herring in Tomato Sauce | 1 00 | 1 55 | 1 00 | 1 70 | ..... | 2 00 |
| **CANDIED PEELS** | | | | | | |
| Lemon, per lb | ..... | ..... | 10 | 12½ | 12 | 13 |
| Orange, " | ..... | ..... | 11 | 13 | 12 | 13 |
| Citron, " | ..... | ..... | 15 | 18 | 13 | 17 |
| **GREEN FRUITS** | | | | | | |
| Oranges, Val | ..... | 5 25 | ..... | ..... | 4 00 | 5 00 |
| " Jamaicas, per box | ..... | 2 75 | 2 50 | 2 75 | 2 50 | 3 00 |
| " Californias | ..... | 4 00 | 3 75 | 4 25 | ..... | 4 50 |
| Lemons, Californian, " | ..... | ..... | 4 25 | 5 00 | ..... | ..... |
| " Messina " | ..... | 4 00 | ..... | 3 50 | ..... | 4 00 |
| Bananas, Firsts, per bunch | ..... | 2 00 | 1 25 | 1 75 | 1 00 | 2 25 |
| Apples, per bbl | 1 50 | 3 00 | ..... | 2 00 | 1 50 | 3 50 |
| Pears | 1 50 | 5 00 | 0 30 | 0 50 | ..... | ..... |
| Pineapples, per case | .... | 5 00 | 4 00 | 4 50 | ..... | ..... |
| Jersey Sweet Potatoes, per bbl | ..... | 5 00 | 4 50 | 2 75 | ..... | ..... |
| Malaga grapes, per bbl | 5 50 | 7 00 | 5 50 | 7 00 | 5 50 | 6 00 |
| Apples, per basket | 0 20 | 0 30 | 0 10 | 0 25 | ..... | ..... |
| Cranberries, Cape Cod, per bbl | ..... | 11 00 | ..... | 9 50 | 12 00 | 13 00 |
| Cranberries, Nova-Scotian " | ..... | 9 25 | ..... | 9 00 | 6 00 | 8 00 |
| " Fancy Jerseys | ..... | ..... | ..... | 10 50 | ..... | ..... |
| **SUGAR** | | | | | | |
| Granulated St. Law'ce and Red | ..... | 3 80 | ..... | 3 88 | ..... | ..... |
| Granulated, Acadia | ..... | 3 75 | ..... | 3 83 | ..... | 4 05 |
| Paris lump, bbls. and 100-lb. bxs | ..... | 4 35 | ..... | 4 43 | 4 50 | 4 75 |
| " in 50-lb. boxes | ..... | 4 45 | ..... | 4 53 | 4 75 | 5 00 |
| Extra Ground Icing, bbls. | ..... | 4 25 | ..... | 4 33 | ..... | ..... |
| Powdered, bbls | ..... | 4 05 | ..... | 4 13 | 5 50 | 5 80 |
| Phœnix | ..... | 3 60 | ..... | 3 68 | ..... | ..... |
| Cream | ..... | 3 55 | ..... | 3 63 | ..... | ..... |
| Bright coffee | ..... | 3 65 | ..... | 3 73 | ..... | ..... |
| Bright yellow | ..... | 3 50 | ..... | 3 58 | ..... | 3 75 |
| No. 3 yellow | ..... | 3 45 | ..... | 3 53 | ..... | ..... |
| No. 2 yellow | ..... | 3 25 | ..... | 3 33 | ..... | ..... |
| No. 1 yellow | ..... | 3 15 | ..... | 3 23 | ..... | 3 45 |
| Montreal, second quality | ..... | ..... | ..... | 3 68 | ..... | ..... |
| Maple Leaf, gran. (Berlin | ..... | 3 88 | ..... | 3 88 | ..... | ..... |
| Crystal, gran. (Wallaceburg) | ..... | 3 89 | ..... | 3 88 | ..... | ..... |

| HARDWARE PAINTS AND OILS | Montreal. | | Toronto. | | St. John Halifax. | |
|---|---|---|---|---|---|---|
| Wire nails, base | ..... | $2 55 | ..... | $2 55 | ..... | $1 20 |
| Cut nails, base | ..... | 2 35 | ..... | 2 50 | ..... | 2 85 |
| Barbed wire, per 100-lb. | ..... | 3 00 | ..... | 3 00 | 3 50 | 3 75 |
| Smooth Steel Wire, base | ..... | 2 60 | ..... | 2 60 | ..... | ..... |
| White lead, Pure | 5 15 | 5 25 | 5 00 | 5 25 | ..... | 6 80 |
| Linseed oil, 1 to 2 bbls., raw | ..... | 66 | ..... | 61 | ..... | 74 |
| " " boiled | ..... | 69 | ..... | 64 | ..... | 77 |
| Turpentine, single bbls. | ..... | 73 | ..... | 76 | ..... | 78 |
| **SYRUPS AND MOLASSES** | | | | | | |
| Syrups— | | | | | | |
| Dark | ..... | 1⅞ | ..... | ..... | ..... | ..... |
| Medium | ..... | 2⅛ | 30 | 32 | ..... | ..... |
| Bright | ..... | 2⅜ | 35 | 37 | ..... | ..... |
| Corn Syrup, barrel, per lb. | .... | 3 | ..... | 3 | ..... | ..... |
| " " ½ bbls. " | ..... | 3⅛ | ..... | 3⅛ | ..... | ..... |
| " " kegs " | ..... | 3¼ | ..... | 3¼ | ..... | ..... |
| " " 3 gal. pails, each | ..... | 1 40 | ..... | 1 40 | ..... | ..... |
| " " 2 gal. " " | ..... | 1 10 | ..... | 1 10 | ..... | ..... |
| Honey | ..... | ..... | ..... | 40 | .... | ..... |
| " 25-lb. pails | ..... | 1 05 | ..... | 1 00 | ..... | ..... |
| " 38-lb. pails | ..... | 1 0 | ..... | 1 40 | ..... | ..... |
| Molasses— | | | | | | |
| New Orleans, medium | 16½ | 17 | 25 | 30 | 28 | 30 |
| " " Open kettle | ..... | ..... | 40 | 50 | ..... | ..... |
| Barbados | 23 | 24 | ..... | 32 | 24 | 25 |
| Porto Rico | ..... | 38 | 38 | 42 | 30 | 32 |
| **CANNED MEATS** | | | | | | |
| Comp, corn beef, 1-lb. cans | 1 55 | $1 65 | $1 55 | $1 65 | $1 55 | $1 60 |
| " " 2-lb. cans | 2 75 | 3 00 | 2 85 | 3 00 | 2 80 | 2 90 |
| " " 6-lb. cans | 7 90 | 9 60 | ..... | 8 25 | 8 75 | 9 25 |
| " " 14-lb. cans | 16 50 | 23 00 | ..... | 19 50 | 20 00 | 21 00 |
| Minced callops, 2-lb. can | ..... | 2 75 | ..... | 2 80 | 2 50 | 2 80 |
| Lunch tongue, 1-lb. can | 3 00 | 3 90 | ..... | 3 00 | 3 00 | 3 25 |
| " " 2-lb. can | 6 00 | 7 90 | ..... | 7 00 | 6 80 | 7 60 |
| English brawn, 2-lb. can | 2 40 | 2 75 | ..... | 2 45 | 2 75 | 2 80 |
| Camp sausage, 1-lb. can | ..... | ..... | ..... | 2 50 | 2 50 | ..... |
| " " 2-lb. can | ..... | ..... | ..... | 4 00 | 4 00 | ..... |
| Soups, assorted, 1-lb. can | 1 15 | 1 50 | ..... | 1 50 | 1 40 | |
| " " 2-lb. can | 2 40 | 2 45 | ..... | 2 20 | 2 25 | |
| Soups and Boull, 2-lb. can | 1 75 | 2 50 | ..... | 1 80 | 1 75 | |
| " " 6-lb. can | 3 50 | 5 85 | ..... | 4 50 | 4 25 | 4 50 |
| Sliced smoked beef, ¼'s | 1 65 | 1 70 | 1 65 | 1 70 | ..... | 2 00 |
| " " " 1's | 2 75 | 3 10 | 2 80 | 2 95 | ..... | 3 25 |
| **FRUITS** | | | | | | |
| Dried— | | | | | | |
| Currants, Provincials, bbl | ..... | ... | ..... | .... | ..... | ..... |
| " Filiatras, cases | ..... | 3⅜ | ..... | 5½ | ..... | ..... |
| " " ½-cases | 5½ | 5¾ | 5½ | 6 | ..... | ..... |
| " Patras, cases | ..... | 6 | 6¼ | 6½ | ..... | ..... |
| " " ½-cases | ..... | 6 | 6¼ | 7 | ..... | ..... |
| Amalias | 6½ | 7 | 7 | 7½ | ..... | 6½ |
| Vostizzas, cases | 6¼ | 7 | 7 | 8 | ..... | ..... |
| Dates, Hallowees | ..... | 4½ | 4½ | 5 | 4½ | 5 |
| " Sairs | .... | 3½ | 4 | 4½ | .. | 4 |
| Figs, Elemes | 10¼ | 20 | 11 | 15 | 10 | 12 |
| " Mats, per lb | ..... | ..... | 4 | 4½ | ..... | ..... |
| " Tapnets | ..... | 1 20 | 4 | 4½ | ..... | ..... |
| " Naturals | ..... | ..... | ..... | 8 | ..... | ..... |
| Prunes, California, 30's | ..... | 9 | ..... | ..... | 10 | 12 |
| " " 40's | ..... | 8½ | 8¾ | 10 | 8½ | 9 |
| " " 50's | ..... | 8¼ | 8 | 8½ | 8 | 8½ |
| " " 60's | ..... | 8 | 7 | 7½ | 7½ | 8 |
| " " 70's | ..... | 7½ | 6½ | 7 | 7 | 7½ |
| " " 80's | ..... | 7 | 6 | 6½ | 6½ | 7 |
| " " 90's | ..... | 6½ | 5 | 5½ | 6 | 6½ |
| " " 100's | ..... | 6 | ..... | 4 | 5½ | 6 |
| " Bosnia, A's | ..... | ..... | ..... | 5 | ..... | ..... |
| " " B's | ..... | ..... | 7½ | 8 | ..... | ..... |
| " " U's | ..... | 5 | 6¼ | 6½ | ..... | ..... |
| " French, 50's | ..... | ..... | ..... | ..... | ..... | ..... |
| " " 110's | ..... | 5 | ..... | ..... | ..... | ..... |
| Raisins, Fine off stalk | 7 | 7½ | 7 | 8 | ..... | 8 |
| " Selected | 7½ | 8¼ | 8½ | 9 | ..... | 8¼ |
| " Selected layers | 8 | 8½ | ■ | 10 | 8½ | 8¾ |
| " Sultanas | 9 | 10 | ■ | 13 | ..... | ..... |
| " California, 2-crown | 5 | 5½ | ..... | 7½ | ..... | ..... |
| " " 3-crown | 7¼ | 7¾ | 7½ | 8 | 8 | 8½ |
| " " 4-crown | 7¾ | 8 | 8½ | 9 | 8½ | 8¾ |
| " " 1's seeded, 3-cr. | 9¾ | 10½ | 8½ | 10 | 10 | 10½ |
| " Empire clusters | 1 50 | 1 60 | ..... | 2 60 | | 2 00 |
| " Black baskets | ..... | ..... | ..... | 2 25 | 2 00 | 2 25 |
| " Extra clusters | ..... | ..... | ..... | 3 35 | ..... | 2 50 |
| " Dehesa clusters | ..... | ..... | ..... | 3 10 | 3 00 | 3 50 |
| " Royal B. clusters | ..... | ..... | ..... | 5 00 | ..... | ..... |
| " Connoisseurs cl'str's | 2 17 | 2 50 | ..... | 2 10 | ..... | ..... |
| " Excelsior clusters | 4 50 | 4 60 | .. | 4 60 | .... | .. |
| Evaporated apples | ..... | ..... | 6½ | 7½ | 7 | 7½ |
| Dried " | ..... | ..... | ..... | 4 | ..... | ..... |
| **PROVISIONS** | | | | | | |
| Dry Salted Meats— | | | | | | |
| Long clear bacon | .... | 12 | 11 | 11½ | ..... | ..... |
| Smoked meats— | | | | | | |
| Breakfast bacon | ..... | 15½ | 14½ | 15 | | ..... |
| Rolls | ..... | 12½ | 12 | 12½ | 11 | 12 |
| Medium Hams | ..... | 14 | 13½ | 14 | 14 | 15 |
| Large Hams | ..... | 13 | 12½ | 13 | ..... | ... .. |
| Shoulder hams | ... | 13 | 11 | 11½ | ..... | .... |
| Backs | ..... | 15 | 14½ | 15 | ..... | ..... |
| Meats out of pickle 1c. less. | | | | | | |
| Barrel Pork— | | | | | | |
| Canadian heavy mess | ..... | 23 00 | ..... | 21 50 | 23 00 | 23 50 |
| " short cut | 21 50 | 22 00 | 23 00 | 23 50 | 23 50 | 24 00 |
| Plate beef | 12 50 | 13 50 | | 15 00 | 13 00 | 13 00 |
| Lard, tierces, per lb | .... | 11¼ | 10¾ | 11 | 11 | 11½ |
| Tubs | .... | 11⅜ | 11 | 11¼ | 11½ | 12 |
| Pails | ..... | 11 | 11¼ | 11½ | 12 | 12½ |
| Compounds | ..... | 9½ | 8¾ | 10¼ | 10 | 10½ |

# WE HAVE RECEIVED INTO STORE THIS WEEK:

Filiatras Currants (D. Schisas) Quarter-Cases.
Filiatras Currants " Half-Cases.
Vostizza Currants, Half-Cases.
Bevan's Three-Crown Loose Muscatels.
Griffin & Skelley Santa Clara Prunes.

## F. J. CASTLE - OTTAWA.




The quantity makes the profit. There is more of

## Dwight's "Cow Brand" Soda

sold to-day than any other package Baking Soda. Housekeepers prefer it, because it is purest and strongest and most economical. Recommend it, because it gives entire satisfaction. For sale by all wholesalers.

JOHN DWIGHT & CO.
34 Yonge Street, Toronto, Ont.


| | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| **COFFEE** | | | | | | |
| Green— | | | | | | |
| Mocha | | 24 | 23 | 28 | 25 | 30 |
| Old Government Java | | 27 | 22 | 30 | 25 | 30 |
| Rio | | 10 | 7 | 12 | 12 | 18 |
| Santos | | | 9½ | 10½ | | |
| Plantation Ceylon | | 29 | 26 | 30 | 29 | 31 |
| Porto Rico | | | 22 | 25 | 24 | 28 |
| Gautemala | | | 22 | 25 | 24 | 26 |
| Jamaica | | 18 | 15 | 20 | 18 | 22 |
| Maracaibo | | 18 | 18 | 18 | 12 | 18 |
| **NUTS** | | | | | | |
| Brazil | 14½ | 15½ | 15 | 17 | 12 | 18 |
| Valencia shelled almonds | | 28 | 30 | 35 | 30 | 35 |
| Tarragona almonds | 12 | 13 | 12½ | 15½ | 12 | 13 |
| Californian almonds | | | 19 | 20 | | |
| " soft shell walnuts | | | | 19 | | |
| Formegetta almonds | | | | 11 | | |
| Jordan shelled almonds | | 42 | 49 | 52 | | |
| Peanuts (roasted) | 7 | 11 | 9 | 10½ | 9 | 10 |
| " (green) | 6¾ | 7¾ | 8 | 10 | | |
| Cocoanuts, per sack | | 3 50 | | 3 75 | 3 25 | 3 50 |
| " per doz | | | | 60 | | 50 |
| Grenoble walnuts | 12½ | 13 | 13 | 14 | 10 | 12 |
| Marbot walnuts | | 10 | 11½ | 12 | | |
| Bordeaux walnuts | | 9 | 11½ | 12 | | |
| Sicily filberts | | 9½ | 11 | 11½ | | 10 |
| Naples filberts | | | 9½ | 10 | 10 | 11 |
| Pecans | | 15 | 13 | 15 | 14 | 15 |
| Shelled Walnuts | | | 27 | 25 | | 25 |
| **SODA** | | | | | | |
| Bi-carb, standard, 112-lb. keg | 1 65 | 1 80 | 2 00 | 2 25 | 1 70 | 1 75 |
| Sal soda, per bbl | 70 | 75 | 80 | 90 | 85 | 90 |
| Sal Soda, per keg | 95 | 1 00 | | 1 00 | 95 | 1 00 |
| **SPICES** | | | | | | |
| Pepper, black, ground, in kegs pails, boxes | 16 | 18 | | 18 | 14 | 15 |
| " in 5-lb. cans | 14 | 17 | | 19 | 15 | 16 |
| " whole | 15 | 17 | | 19 | 12 | 13 |
| Pepper, white, ground, in kegs pails, boxes | 26 | 27 | 26 | 27 | 24 | 26 |
| " 5-lb. cans | 25 | 26 | 25 | 26 | 20 | 22 |
| " whole | 23 | 25 | 23 | 25 | 20 | 22 |
| Ginger, Jamaica | 19 | 25 | 22 | 25 | 20 | 25 |
| Cloves, whole | 12 | 30 | 14 | 35 | 18 | 20 |
| Pure mixed spice | 25 | 30 | 25 | 30 | 25 | 30 |
| Cassia | 13 | 18 | 20 | 40 | 16 | 20 |
| Cream tartar, French | | 25 | 24 | 25 | 20 | 22 |
| " " best | | 28 | 25 | 30 | 25 | 30 |
| Allspice | 10 | 15 | 13 | 16 | 16 | 18 |
| **WOODENWARE** | | | | | | |
| Pails No. 1, 2-hoop | | 1 65 | | 1 55 | | 1 90 |
| " " 3-hoop | | 1 80 | | 1 70 | | 2 05 |
| " half, and covers | | 1 65 | | 1 60 | | 1 75 |
| " quarter, jam and covers | | 1 15 | | 1 10 | | 1 45 |
| " candy, and covers | 2 50 | 2 90 | | 2 40 | | 3 20 |
| Tubs No. 0 | 10 00 | 10 15 | | 8 50 | | 11 00 |
| " 1 | 8 00 | 8 15 | | 7 00 | | 9 00 |
| " 2 | 7 00 | 7 15 | | 6 00 | | 8 00 |
| " 3 | | 6 15 | | 5 25 | | 7 00 |

| | Montreal. | | Toronto. | | St. John, Halifax. | |
|---|---|---|---|---|---|---|
| **PETROLEUM** | | | | | | |
| Family Safety, in bbls | | | | 20 | | |
| Canadian water white | | 19½ | | 17½ | | |
| Sarnia water white | | 20 | | 19 | | 21 |
| Sarnia prime white | | 21 | | 17½ | | 20½ |
| American water white | | 23 | | 19 | | 21½ |
| Pratt's Astral (barrels extra) | | 24 | | 19½ | | 22½ |
| Lily White (Canadian) | | | | 17½ | | |
| Silver Light (American) | | | | 19½ | | |
| Crystal Spray (W. W. Amer.) | | | | 20½ | | |
| Pennoline in bbls | | | | 22 | | 24½ |
| Gosoline | | | 21¾ | 22¾ | | |
| Benzine | | | | 19¼ | | 22½ |
| **TEAS** | | | | | | |
| Black— | | | | | | |
| Congou—Half-chests Kaisow, Moning, Paking | 13 | 60 | 12 | 60 | 11 | 40 |
| Caddies Paking, Kaisow | 17 | 40 | 10 | 50 | 15 | 4 |
| Indian—Darjeelings | 35 | 55 | 35 | 55 | 30 | 50 |
| Assam Pekoes | 20 | 40 | 30 | 40 | 18 | 40 |
| Pekoe Souchong | 18 | 25 | 19 | 25 | 17 | 24 |
| Ceylon—Broken Pekoes | 35 | 42 | 30 | 42 | 34 | 40 |
| Pekoes | 20 | 30 | 27 | 30 | 20 | 30 |
| Pekoe Souchong | 17½ | 40 | 17 | 35 | 17 | 35 |
| China Greens— | | | | | | |
| Gunpowder—Cases, extra first | 42 | 50 | 42 | 50 | | |
| Half-chests, ordinary firsts | 22 | 28 | 22 | 25 | | |
| Young Hyson—Cases, sifted extra firsts | 42 | 50 | 42 | 50 | | |
| Cases, small leaf, firsts | 35 | 40 | 35 | 40 | | |
| Half-chests, ordinary firsts | 22 | 28 | 28 | 38 | | |
| Half-chests, seconds | 17 | 19 | | 23 | | |
| " thirds | 15 | 17 | 16 | 18 | | |
| " common | 13 | 14 | | 15 | | |
| Pingsueys— | | | | | | |
| Young Hyson, ½-chests, firsts | 28 | 32 | 23 | 32 | 30 | 40 |
| " " " seconds | 18 | 19 | 18 | 19 | | |
| " Half-boxes, firsts | 28 | 32 | 28 | 32 | | |
| " " seconds | 18 | 19 | 18 | 19 | | |
| Japans— | | | | | | |
| ½-chests, finest Maypickings | 38 | 40 | 38 | 40 | | |
| Choice | 32 | 36 | 33 | 37 | | |
| Finest | 28 | 30 | 30 | 32 | | |
| Fine | 25 | 27 | 27 | 30 | | |
| Good medium | 22 | 24 | 25 | 28 | | |
| Medium | 18 | 20 | 21 | 23 | | |
| Good common | 16 | 18 | | 20 | | |
| Common | 13 | 15 | | 19 | | |
| Nagasaki, ½-chests, Pekoe | 16 | 22 | | | | |
| " " Oolong | 14 | 15 | | | | |
| " " Gunpowder | 18 | 19 | | | | |
| " " Siftings | 7½ | 11 | | | | |
| **RICE, SAGO, ETC.** | | | | | | |
| Rice—Standard B | 3 00 | 3 10 | | 3½ | 3 25 | 3 40 |
| Patna, per lb | 4 25 | 4 50 | 4¾ | 5 | 5 | 6 |
| Japan | 4 40 | 4 90 | 5½ | 6 | 5 | 6 |
| Imperial Seeta | 4 40 | 4 90 | 4¾ | 5½ | 5 | 6 |
| Extra Burmah | | | 4¼ | 4¾ | 4 | 5 |
| Java, extra | | 5¾ | 6 | 6½ | 6 | 7 |
| Macaroni, dom'tic, per lb., bulk | 3¾ | 4¼ | | 7½ | | |
| " imp'd, 1-lb. pkg., French | 8 | 12 | 9 | 10 | | |
| " " " Italian | 8 | 10 | 11 | 12½ | | |
| Sago | 3¼ | 3½ | 3¾ | 4 | 4¾ | 5 |
| Tapioca | | 3½ | 3¼ | 3¾ | 4½ | 5 |

# Borden's

## Brands of Condensed Milk and Evaporated Cream at Canadian Prices.




We beg to announce that we have established a branch factory at Ingersoll, Ont., and that we are now prepared to fill all orders for the Canadian trade promptly, and at considerably reduced prices, owing to the establishment of the Canadian Branch. Our **Eagle Brand Condensed Milk, Gold Seal Brand Condensed Milk** and **Peerless Brand Evaporated Cream,** unsweetened, can be obtained through our local representatives.




## BORDEN'S CONDENSED MILK CO.

Originators of Condensed Milk. Established 1857.

Selling representatives in Canada: **F. W. Hudson & Co., Toronto. W. H. Dunn, Montreal. Erb & Rankin, Halifax. W. S. Clawson & Co., St. John, N.B., also Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.**

---

# JUST A MINUTE

**Have you Sampled lately**

## Epicure Beans in Tomato Sauce, and Epicure Tomato Catsup?

**IF NOT, YOU DON'T KNOW WHAT YOU'RE UP AGAINST.**

The quality and price are attracting attention of the live men of the trade, whose orders are keeping us working night and day, **SIX DAYS IN THE WEEK.**

We have no old stock kicking around. Please note—we guarantee the quality equal to the best brands on this continent.

As for price. Well, compare quality and price, and let us hear from you.

## Delhi Canning Co., Limited, -:- Delhi, Ont.

---

# Gillard's Sauce

Is still the best and cheapest.

# Gillard's Pickle

The most delicious English pickle made.

AS SUPPLIED TO

HIS MAJESTY THE KING

AND

HIS ROYAL HIGHNESS THE PRINCE OF WALES, K.G., Etc.

Sole Proprietors:

## GILLARD & CO., Limited, LONDON, ENG.

---

# SODA BISCUITS

Our Cream Sodas in 3-lb. Tins ("The Round Cornered Tin") are all right.

## The Canada Biscuit Co., LIMITED

KING ST. WEST AND BATHURST ST., CARS PASS OUR WORKS.

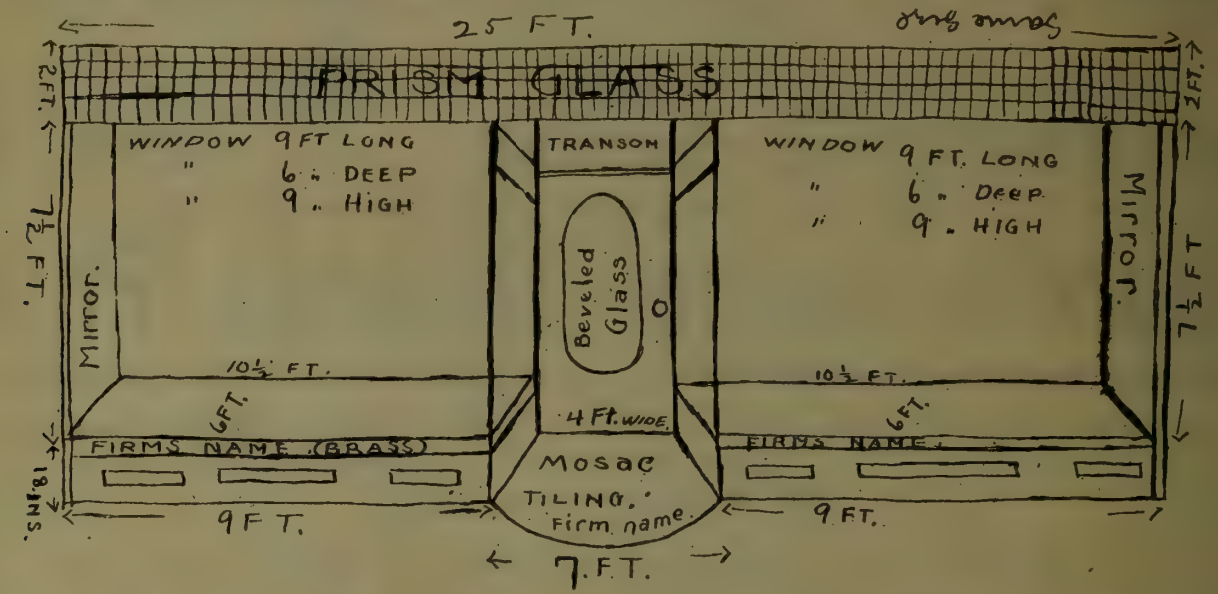
**KING and BATHURST STS., TORONTO.**

# Store and Store Front Arrangement.

"M AND S.", St. John, N.B., ask for information and suggestions on arranging a store front. Store is 80 ft. deep and 25 ft. wide. They state in their letter that back of store is well lighted, but that centre of store is not light enough. The rough drawing conveys my idea of the best means of laying out this front. According to this plan you could get two nice windows, 9 ft. high, 10½ ft. long at back and 6 ft. deep. The entrance could be made 7 ft. wide at street level, receding to 4 ft. at door, which would make a nice entrance. The front glasses could be 9 ft. long and background of window would be 1½ ft. longer. Along the top of the frontage, prism glasses could be laid in. These magnify the light and would flood the interior with plenty of light. These should be 2 ft. wide. For backgrounds for the windows I would prefer a mirror the full length of the back, divided into two separate mirrors, one of which should slide so as to admit of entrance to and from the window. These mirrors should be 6 ft. high, with an oak or walnut cornice at top. Above the mirror glass should run to the ceiling. The space above the mirror to ceiling, where the glass goes, would be 3 ft. 6 in. in height. The light is thrown from the prisms, through the glass above the mirror into the store. The prism glass could be in sections, and one section should swing either on pivots or hinges so as it can be opened for ventilation at any time. This could be run from a cord inside the store. At the wall end of windows a mirror should be placed—a continuation of mirror at back would be the proper thing. This end mirror heightens the effect of the trim and gives it immensity. The window floor should be 18 in. from street level. The firm's name in brass could run across the front of window, as indicated in drawing, and below this a panelling in oak. The door might have an oval-bevelled plate-glass instead of the everyday style. The flooring of vestibule should be in fancy tiling, with the name of the firm inlaid. In winter, storm-doors could be put on outside, flush with the front. These doors would be 3 ft. 6 in. wide (each), one to push in and the other to push out. Over the door should be a transom in prism glass, to work on a pivot so as it could be opened for ventilation. For lighting I would recommend the "Fink" method, which consists of a long trough-shaped reflector with incandescent lamps. The funnel-shaped reflector is all right provided there are enough of them. These reflectors should be attached to ceiling as near to the pane as possible. The light is thrown by means of these directly on the goods below and is evenly distributed provided the reflectors are turned straight down towards the floor. According to this plan, I don't see why (if you adopt this idea), how you can get a more up-to-date front out of the space you have. This plan will give you two good-sized windows and an ample-sized entrance, and you would have the interior excellently lighted. If any of our readers can see anything that would be an improvement over this description, "The Canadian Grocer" would be pleased to hear from them so that we might suggest the improvement to our inquirer. We trust our correspondent may find something in this plan that will suit his requirements.

* * *

"G. R. A. & Sons," Chilliwack, B.C., require suggestions in arranging a stock of dry goods. They state their floor space for this purpose is 27 ft. wide and 40 ft. long. They also say that the space running from front of store nearly halfway down the entire length of store, is only about 15 ft. They ask how we could advise laying out a dry goods stock in this space. Now, here is a very difficult problem, as we are not informed whether this included jackets, mantles and millinery, or furs. And then we have no idea what sized stock each department contains. We will do the best we can to aid our correspondent with what information we have. We have made a rough sketch of what might be done, from which our inquirer might be able to get an idea or two. The drawing explains itself better than we can describe it. Towards the front of the store, where it is only 15 ft. wide, we could only get one counter. You could not get two counters and fixtures in this narrow space, as 7 or 7½ ft. is little room enough for shelves, standing space and the counter. The only thing that we can see that might be done would be to put a counter on one side of the wall, allowing 7 ft. for counter and fixture, and on the opposite wall you could build a



Established 1845 TIME TESTS, MERIT TELLS Established 1845




1 and 2-lb. Tins.

## S. H. & A. S. EWING'S

HIGH-GRADE

# COFFEE and SPICES

have been in the market for 57 years. A pretty good guarantee of QUALITY. In these days of keen competition IT PAYS TO HAVE THE BEST. The name S. H. & A. S. EWING stands for the BEST. Manufactured by a Canadian firm for the Canadian people. JUDGE FOR YOURSELVES.

**S. H. & A. S. EWING,** The Montreal Coffee and Spice Steam Mills, 55 Cote St., MONTREAL, P.Q.




## THE DOMINION BREWERY CO., LIMITED

**Brewers and Maltsters**

TORONTO

**Manufacturers of the Celebrated**

# WHITE LABEL ALE

**ASK FOR IT AND SEE THAT OUR BRAND IS ON EVERY CORK.**

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

WM. ROSS, Manager.



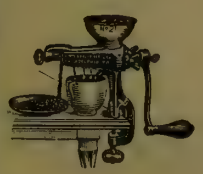

## ENTERPRISE on an article is a Guarantee of QUALITY

**Bone, Shell & Corn Mill**



No. 750, $7.50

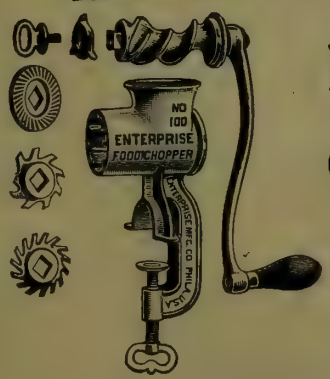
**Meat Juice Extractor**



No. 21, $2.50

## ENTERPRISE

# FOOD CHOPPERS




**Four Knives with each Machine**

**No. 100,** *chops 2 lbs. per minute,* **$1.50**
**No. 300,** *chops 3 lbs. per minute,* **$2.25**

**Sell every Day in Year**

**GUARANTEED TO CHOP RAW MEAT**

*Illustrated Catalogue FREE* *Order through your Jobber*

**Cherry Stoners**

*5 Sizes & Styles*




No. 1, $7.50 doz.

**Rapid Grinding & Pulverizing Mills**

*45 Sizes & Styles for Hand & Power, $1 25 to 300.00*



No. 2½, $4.75

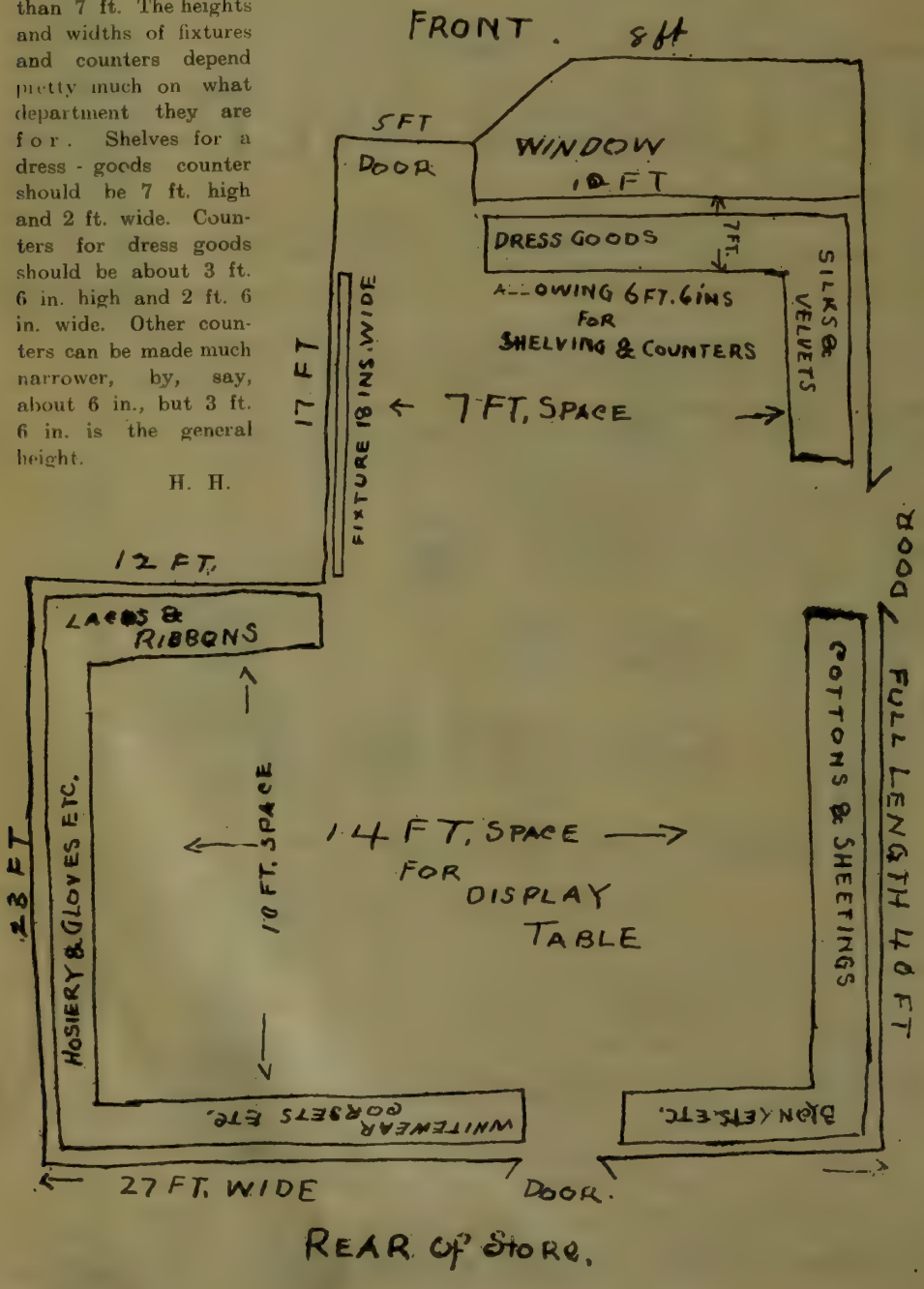
New York Branch, 10 Warren Street

The Enterprise Mfg. Co. of Pa., Philadelphia, Pa.

San Francisco Branch, 105 Front Street

fixture 18 in. wide. This would just leave 7 ft. for customers to pass between, which is small enough. The rest of the design explains our idea of what we think could be done with the space, but we fail to see how you could get even a small portion of what constitutes a general stock of dry goods into so small a space. However, we hope in our suggestions you may see something to your advantage. We would be pleased to aid you further in the matter if you could furnish us with a more minute idea of the layout of the store and the size of each line carried under the heading of dry goods. You also ask what the proper height and width of shelving and counters should be. I notice that the large stores in New York are all doing away with the high fixtures. Where there is ample room for laying out a stock, the fixtures should not be higher than 7 ft. The heights and widths of fixtures and counters depend pretty much on what department they are for. Shelves for a dress-goods counter should be 7 ft. high and 2 ft. wide. Counters for dress goods should be about 3 ft. 6 in. high and 2 ft. 6 in. wide. Other counters can be made much narrower, by, say, about 6 in., but 3 ft. 6 in. is the general height.

H. H.




## ITALIAN GROCERY STORES.

THE Italians, who have taken up their abode on this continent, have transplanted with themselves many of the customs of the land of their birth. In New York there are now quite a number of quaint Italian grocery stores which are interesting to study, as many similar ones will soon, no doubt, be started in the larger cities of Canada. These stores are even taking away some trade from the larger grocery stores. According to The N. Y. Commercial, many a thrifty housewife of New York now refuses to buy her olive oil of her regular grocer, and even the more or less big grocery stores have found their sales in that commodity gradually dropping off. The hard-to-suit housewives now go in large numbers to the little Italian grocery shops down town for their oil. They say it is better and vastly cheaper than the bottled goods kept on American grocers' shelves; and not a few of the Italian, Sicilian and Greek fruit stands now keep olive oil in tin cans and jugs and sell it to their customers by the pint, half-pint, or quart, always guaranteeing it to be fresh. And the wine vinegars of Italy and Greece now find favor with hundreds of American consumers.

Just as German immigration has made us familiar with the delicatessen shop, the Italian is doing with his grocery. In the six colonies which are established in New York each has a full complement of these establishments. The largest and best are in Mulberry Bend; next are those in Little Italy on the Harlem east side, and in the settlement near Catharine Ferry in Brooklyn.

These shops are neat and interesting, as described by The Evening Post recently. Their stock is somewhat like that of an American store, but full of articles unfamiliar to Yankee eyes. One of the noticeable displays is in macaroni. Of this goodly edible, 40 varieties are shown, ranging from a hair-like vermicelli to huge, clumsy chunks called cornarini. Tomatoes and cheese are near. The former appears in a tinned preparation of tomato paste. This is the vegetable, plain or spiced, boiled down until it is a solid. The long cooking brings out the flavor, but increases the acidity. It is used for tomato sauce and soup. The favorites in cheese are Parma and Gorgonzola. Other varieties, Italian and French, are in stock but do not compare with these in popularity.

Almonds and Lombardy chestnuts are always in demand. Besides the sweet, bitter and paper-shell almonds, are paste and flour made from the kernels, and at times the rich cake known in English as march-pane.

The sausage exhibit is worthy of Germany. The Italian sausage is usually harder and drier than the German, and possibly higher-flavored. The oldest is the bologna, in which the peppercorn and garlic add zest to the meat. The Italian salami comes second, and then follows a long series, all of which are nutritious and appetizing.

In the better stores in Mulberry Bend may be procured the delicate wafers and biscuits of Florence, Venice, and Milan, which are the originals of the Vienna and champagne wafers so largely used in American society. In the main, they are sweeter than the latter and a trifle fuller flavored. Noticeable are the graceful baskets in which wine, oil and vinegar are put up. They are of the same general type as the Chianti flask, and differ chiefly in the style in which they are ornamented by straw wrapping foil, label and tasselled cords.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

---

*McWilliam & Everist*

Commission Merchants.

Fruit Importers and Exporters.

Canadian Apples a Specialty.

CORRESPONDENCE SOLICITED.

Quote us if you have anything to offer.
Ask for our prices when requiring fruit.

25 and 27 Church St., TORONTO, Can.

Long Distance 'Phone Main 645.
Warehouse 'Phone Main 3394.

---

BUY

# Star Brand

## COTTON CLOTHES LINES

—AND—

## COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers

See that you get them.

---

GOLD MEDAL, PARIS, 1900.

## Walter Baker & Co.'s

PURE, HIGH GRADE

## Cocoas and Chocolates.



TRADE-MARK.

**Breakfast Cocoa.**—Absolutely pure, delicious, nutritious, and costs less than one cent a cup.

**Premium No. 1 Chocolate.**—The best plain chocolate in the market for drinking and also for making cake, icing, ice-cream, etc.

**German Sweet Chocolate.**—Good to eat and good to drink; palatable, nutritious, and healthful.

## WALTER BAKER & CO. Ltd.

ESTABLISHED 1780.

DORCHESTER, MASS.

BRANCH HOUSE, 12 and 14 St. John St., MONTREAL.

TRADE-MARK ON EVERY PACKAGE.

---

# G.O.B. Manitoba Patent

surpasses in whiteness and purity any All-Manitoba patent flour of same price, and has equal strength.

We have considerable Bran and Shorts to offer in mixed cars.
Our CALLA LILY is A 1 family flour.

## MODEL ROLLER MILLS, Perth, Ont.

---

# A BUSY TIME.

In fact, too busy to write lengthy advertisements, but would just remind the Trade that our stocks are still complete in all staple lines, such as :

**Finest Vostizza and Filiatra Currants, Choice Selected and Finest Off-Stalk Raisins, C. & B. Peels, of all kinds, Hallowee and Sair Dates, Seeded Raisins, Tap Figs, Prunes, Shelled Walnuts and Almonds.**

If you are in a hurry for goods wire or 'phone at our expense. We are prompt shippers.

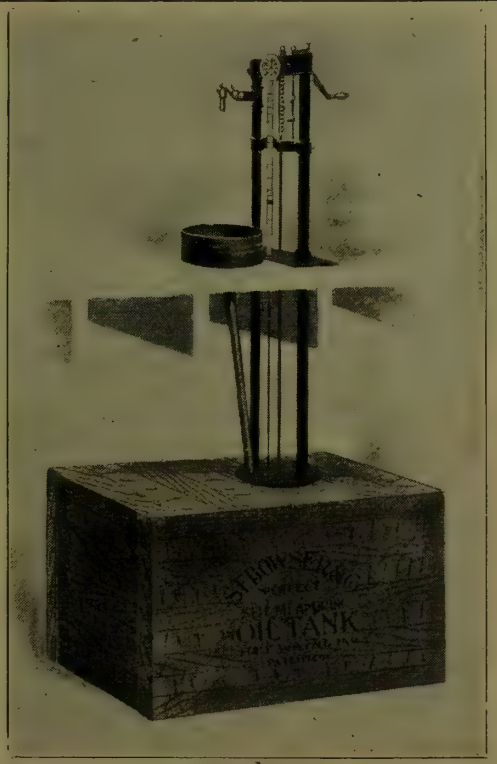
## The R. & J. H. Simpson Co.,

WHOLESALE GROCERS AND TEA IMPORTERS,

Telephone No. 275. Guelph, Ont.

---

# LITTLE LEAKS SINK THE SHIP



BASEMENT OUTFIT.

There are leaks in your business other than those from leaky barrels. From instance, there's the "leak," and not necessarily a little leak either, from

## PILFERING

There is a class of people who can't, or at least *don't*, distinguish between what's *theirs* and what's *yours*. They "help themselves" during your absence from the salesroom, while you are gone to the basement for oil, perhaps. These continual "pilferings" must foot up a snug sum in the course of a year. Whatever it amounts to, it's *your* loss. And how easy to fool the pilferer. Stay where you can watch him.

---

## BOWSER 3 MEASURE SELF-MEASURING OIL TANK

PUMPS GALLONS, HALF-GALLONS AND QUARTS.

Tank in cellar. Pump on store floor.
Safe, clean, handy. It fools the pilferer.
It is better than a bulldog.

Ask for Catalogue "B" IT'S FREE.

## S. F. BOWSER & CO.,

65 Front St. East, TORONTO.

Factory: FORT WAYNE, INDIANA.

WHY ARE

# Southwell's

## Jams

superior to all other Imported Lines ?




**Because** each Jam has the individual flavor of its own fruit.

Many imported Jams taste all alike.

## Southwell's Don't.

WRITE FOR PRICE LIST, ETC.

## FRANK MAGOR & CO.

16 St. John St., MONTREAL.

DOMINION AGENTS

# ROYAL




DRY HOP

# YEAST CAKES




E. W. GILLETT COMPANY LIMITED

TORONTO, ONT.

# Current Market Quotations for Proprietary Articles

December 24, 1902

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. of a change is made, either an advance or decline, it is referred to in the market reports, as a matter of news whether manufacturers request it or not.

### BAKING POWDER.

| Cook's Friend— | Per doz. |
|---|---|
| Size 1, in 2 and 4 doz. boxes | $ 2 40 |
| " 10, in 4 doz. boxes | 2 10 |
| " 2 in 6 " | 80 |
| " 12, in 6 " | 70 |
| " 3, in 4 " | 45 |
| Pound tins, 3 doz. in case | 3 00 |
| 12oz. tins, 3 " " | 2 40 |
| 5-lb. tins, ⅞ " " | 14 00 |

| Diamond— | W. H. GILLARD & CO. |
|---|---|
| 1 lb. tins, 2 doz. in case | per doz. 2 00 |
| ½ lb. tins, 3 " " " | 1 25 |
| ¼ lb. tins, 4 " " " | 0 75 |

IMPERIAL BAKING POWDER.

| Cases. | Sizes | Per Doz. |
|---|---|---|
| 4 doz. | 10c. | $0 85 |
| 3 " | 6-oz. | 1 75 |
| 1 " | 12-oz. | 3 50 |
| 2 and 3 doz. | 12-oz. | 3 40 |
| 2 and 3 doz. | 16-oz. | 4 35 |
| ½ doz. | 2½-lb. | 10 50 |
| 1 doz. | 2½-lb. | 10 40 |
| ¼ and 1 doz. | 5-lb | 19 50 |

MAGIC BAKING POWDER




| Cases. | Sizes. | Per Doz. |
|---|---|---|
| 4 doz. | 5c. | $ 40 |
| 4 " | 4-oz. | 60 |
| 4 " | 6-oz. | 75 |
| 4 " | 8-oz. | 95 |
| 4 " | 12-oz. | 1 40 |
| 2 " | 12 oz. | 1 45 |
| 4 " | 16-oz. | 1 65 |
| 2 " | 16-oz. | 1 70 |
| 1 " | 2½-lb. | 4 10 |
| 1 " | 5-lb | 7 30 |
| 2 " | 6-oz. | Per case. |
| 1 " | 12-oz. | $4 55 |
| 1 " | 16-oz. | |

JERSEY CREAM BAKING POWDER

| | |
|---|---|
| ⅛ size, 5 doz. in case | 40 |
| ¼ size, 4 doz. in case | 75 |
| ½ " 3 " " | 1 25 |
| 1 " 2 " " | 2 25 |

VIENNA BAKING POWDER.

| | Per doz. |
|---|---|
| 1 lb. tins, 4 doz. in box | $2 25 |
| ½ lb. tins, 4 " " | 1 25 |
| ¼ lb. tins, 4 " " | 75 |
| 3 oz. in paper, 4 doz. in box | 70 |
| 5 " " 4 " " | 35 |

### BLACKING.

SHOE POLISH.

| Henri Jonas & Co. | Per gross |
|---|---|
| Jonas' | $9 00 |
| Fromenta | 7 50 |
| Military dressing | 24 00 |

### BLUE.

| | |
|---|---|
| Keen's Oxford per lb | $0 17 |
| In 10 box lots or case | 0 16 |
| Reckitt's Square Blue 12-lb. box | 0 17 |
| Reckitt's Square Blue, 5 box lots | 0 16 |
| Gillett's Mammoth, boxes, 1 gross | 9 00 |
| Nixey's "Cervus" in squares, per lb. | 0 16 |
| " " in bags, per gross | 1 25 |
| " " in pepper boxes, according to size | 0 02 0 10 |

### BLACK LEAD.

| | |
|---|---|
| Reckitt's per box | 1 15 |
| Box contains either 1 gro., 1 oz. size: ½ gro., 2 oz. or ¼ gro. 4 oz. | |
| Nixey's refined, per 9-lb. box of 12 1 doz. chip boxes | 1 50 |
| Nixey's, as supplied the King, per 9-lb. box of 12 doz. block | 1 50 |
| Nixey's Silver Moonlight Stove Polish, in blocks 13-3 and 6-oz. size. Full price list on application. | |

### BOECKH'S CORN BROOMS.

| United Factories, Limited. | doz. net. |
|---|---|
| Bamboo Handles, A, 4 strings | 4 35 |
| " " B, 4 strings | 4 10 |
| " " C, 3 strings | 3 85 |
| " " D, 3 strings | 3 60 |
| " " F, 3 strings | 3 35 |
| " " G, 3 strings | 3 10 |
| " " I, 3 strings | 2 85 |

### BISCUITS.

CARR & CO. LIMITED.
Frank Magor & Co., Agents

| | |
|---|---|
| Cafe Noir | 0 15 |
| Ensign | 0 12¾ |
| Metropolitan mixed | 0 09 |

### CANNED GOODS.

MUSHROOMS.
Henri Jonas & Co.

| | |
|---|---|
| Mushrooms, Rione | $15 50 |
| " 1st choice Duthell | 18 50 |
| " 1st choice Lenoir | 19 50 |
| " extra Lenoir | 22 00 |

Per case, 100 tins.

FRENCH PEAS—DELORY'S
Henri Jonas & Co.

| | |
|---|---|
| Moyen's No 2 | $9 00 |
| " No. 1 | 10 50 |
| ½ Fins | 12 50 |
| Fins | 14 00 |
| Tres fins | 15 00 |
| Extra fins | 16 50 |
| Sur extra fins | 18 00 |

FRENCH SARDINES.
Henri Jonas & Co.

| | |
|---|---|
| ¼ Trefavennes | $9 50 |
| ¼ Rolland | 9 50 10 00 |
| ¼ Delory | 10 50 |
| ¼ Club Alpins | 2 50 |

### CHOCOLATES & COCOAS.

| Cocoa—The Cowan Co Limited. | |
|---|---|
| Hygienic, 1-lb. tins, per doz | $7 25 |
| " ½-lb. tins " | 3 75 |
| " ¼-lb. tins " | 2 25 |
| " fancy tins " | 0 90 |
| Hygienic, 5-lb tins, for soda water fountains, restaurants, etc. per lb | 0 55 |
| Perfection, ½-lb. tins, per doz | 3 00 |
| Cocoa Essence, sweet, ½-lb. tins, per doz | 2 25 |
| Chocolate— | per lb. |
| Queen's Dessert, ¼'s and ½'s | $0 40 |
| " " 6's | 0 42 |
| Mexican Vanilla, ¼'s and ½'s | 0 35 |
| Royal Navy Rock " " | 0 30 |
| Diamond " " | 0 25 |
| " 8's | 0 28 |
| Chocolate— Fry's. | per lb. |
| Caraccas, ¼'s, 6-lb. boxes | 0 42 |
| Vanilla, ¼'s | 0 42 |
| "Gold Medal" Sweet, ¼'s, 6 lb. bxs | 0 29 |
| Pure, unsweetened, ½'s, 6 lb. bxs | 0 42 |
| Fry's "Diamond," ¼'s, 14 lb. bxs | 0 24 |
| Fry's "Monogram," ½'s 14 lb. bxs | 0 34 |
| Cocoa— | per doz |
| Concentrated, ¼'s 1 doz. in box | 2 40 |
| " ½'s, " | 4 50 |
| " 1 lbs. " | 8 25 |
| Homeopathic, ¼'s 14 lb. boxes | |
| " ½ lbs. 12 lb. boxes | |
| Epps's cocoa, case of 14 lbs., per lb | 0 35 |
| Smaller quantities | 0 37½ |

JOHN P. MOTT & CO.'S
R. S. McIndoe, Agent, Toronto.

| | |
|---|---|
| Mott's Broma per lb | 0 30 |
| Mott's Prepared Cocoa | 0 28 |
| Mott' Homeopathic Cocoa (¼'s) | 0 32 |
| Mott's Breakfast Cocoa (in tins) | 0 40 |
| Mott's No. 1 Chocolate | 0 30 |
| Mott's Breakfast Chocolate | 0 28 |
| Mott's Caracas Chocolate | 0 40 |
| Mott's Diamond Chocolate | 0 23 |
| Mott's French-Can. Chocolate | 0 18 |
| Mott's Navy or Cooking Chocolate | 0 28 |
| Mott's Cocoa Nibbs | 0 35 |
| Mott's Cocoa Shells | 0 05 |
| Vanilla Sticks, per gross | 0 90 |
| Mott's Confectionery Chocolate | 0 21 0 43 |
| Mott's Sweet Chocolate Liquors | 0 19 0 30 |

HAUSNER'S
Frank Magor & Co., Agents. per doz.

| | |
|---|---|
| Cocoa essence, 3 oz. packages | $1 65 |
| Mexican chocolate, ¼ and ½ lb. pkgs. | 0 40 |
| Rock Chocolate, loose | 0 40 |
| " 1-lb. tins | 0 42 |
| Nibs, 11-lb. tins | 0 35½ |

WALTER BAKER & Co., LIMITED.

| | per lb. |
|---|---|
| Premium No. 1 chocolate, 12-lb boxes | $ 32 |
| Vanilla chocolate 6-lb boxes | 47 |
| German sweet, 6-lb. boxes | 27 |
| B'kfast cocoa, ½-lb. tins, plain; 6-lb. boxes | 51 |
| Cracked cocoa, ½-lb. pkgs. 12-lb. bxs. | 35 |
| Caracas sweet chocolate, 6-lb. boxes | 37 |
| Soluble chocolate (hot or cold soda) 1-lb. cans | 45 |
| Vanilla chocolate wafers, 48 to box, per box | 1 56 |

### COCOANUT.

L. Scheerp Co. per lb

| | |
|---|---|
| 1-lb. packages, 15 and 30-lb. cases | $0 26 |
| ½-lb. " " " " | 0 27 |
| ¼-lb. " " " " | [illegible] |
| ⅞ and 1-lb. pkgs., assorted, 15 and 30-lb. cases | 0 26½ |
| ¼ and ½-lb. pkgs. assorted, 15 and 30-lb. cases | 0 27½ |
| 5c. package, 4 doz. in case, per doz. | 0 45 |

CREAM.

| | |
|---|---|
| Imperial—Large size jars, per doz | $ 8 25 |
| Medium size jars | 4 50 |
| Small size jars | 2 40 |
| Individual size jars | 1 00 |
| Imperial Holder—Large size | 18 00 |
| Medium size | 15 00 |
| Small size | 12 00 |
| Roquefort—Large size, per doz | 2 40 |
| Small size | 1 40 |

# Edwardsburg Syrup

## EDWARDSBURG QUALITY.

20-lb. Tins, 3 in case, **$2.55**

10-lb. TINS, 6 in case, **$2.65**

5-lb. TINS, 12 in case, **$2.70**

2-lb. TINS, 24 in case, **$2.15.**

FREIGHT PAID ON 5-CASE LOTS.

The best seller we have had ! ! !

EDWARDSBURG STARCH CO'Y, Limited

**Established 1858.**

83 Front St. East, TORONTO, ONT.

Works: CARDINAL, ONT.

164 St James St., MONTREAL, QUE.


### COFFEE.

JAMES TURNER & CO.

| | per lb. |
|---|---|
| Mecca | 0 32 |
| Damascus | 0 28 |
| Cairo | 0 20 |
| Sinlar | 0 17 |

### Allison's Coupon Pass Book

| | |
|---|---|
| 1 00 to 3 00 books | 3 cents each |
| 5 00 books | 4 cents each |
| 10 00 books | 5½ cents each |
| 15 00 books | 6½ cents each |
| 20 00 books | 7½ cents each |
| 25 00 books | 8 cents each |
| 50 00 books | 12 cents each |

### EXTRACTS.

HENRI JONAS & Co. Per gross.

| | |
|---|---|
| Extracts | $6 00 |
| (no corkscrews) | 5 50 |
| | 9 00 |
| | 6 00 |
| | 00 |

### Home Made Jams—

| | |
|---|---|
| 1-lb. glass jars (1"-oz. gem.) 1-doz. in case, per doz | 1 50 |
| 5 and 7-lb. tin pails, per lb | 0 09 |
| 7, 14 and 3 -lb. wood pails, per lb. | 0 09 |

### LICORICE.

YOUNG & SMYLIE'S LIST.

| | |
|---|---|
| 5-lb. boxes, wood or paper, per lb | $0 40 |
| Fancy boxes (36 or 50 sticks) per box | 1 25 |
| "Ringed" 5 lb. boxes, per lb. | 0 40 |
| "Acme" Pellets, 5 lb. cans, per can | 2 00 |
| "Acme" Pellets, fancy boxes 40) per box | 1 50 |
| Tar, Licorice and Tolu Wafers, 5 lb. cans, per can | 2 00 |
| Licorice Lozenges, 5 lb. glass jars | 1 75 |
| " " 20 5 lb. cans | 1 50 |
| "Purity" Licorice 10 sticks | 1 45 |
| " " 100 sticks | 0 73 |
| Dulce large cent sticks, 100 in box. | |

### LIQUORS.

COGNAC IN CASES.

Ph. Richard.

### Cognac In Wood.

Ph. Richard.

| | Gals. | ½ Oct's. | Oct's. | Bbls. | Hhds |
|---|---|---|---|---|---|
| Couturier | $4 00 | $3 95 | $3 85 | $3 80 | .... |
| Marion | 3 75 | 3 60 | 3 50 | 3 40 | .... |
| Ph Richard V.S.O.P | 5 50 | 5 35 | 5 25 | 5 00 | .... |
| Richard V.O. proof | 4 25 | 10 | 4 00 | 3 90 | 3 80 |
| Richard 5 up. proof V. O. | 4 00 | 3 80 | 3 70 | 3 50 | 3 40 |
| Richard Fine champagne | 6 00 | 5 90 | .... | .... | .... |

### Gin—Pollen & Zoon, in Cases.

| | |
|---|---|
| Red, 15's | 0 00 |
| Green, 12's | 5 00 |
| Poney, 12's | 2 50 |

### Gin Pollen & Zoon, in Wood.

| | Gals. | ½ Oct's. | Oct's. |
|---|---|---|---|
| Gin, P. & Z. | $3 15 | $3 05 | $ |

| | | | | |
|---|---|---|---|---|
| Extra Special Liqueur | 5 00 | 4 90 | 4 80 | 4 75 |
| Old Scotch | 3 75 | 3 70 | 3 65 | 3 50 |

Whiskey in Cases.
Mitchell Bros., Limited—Irish.

| | |
|---|---|
| Cruiskeen Lawn, stone jar, 12's | $12 50 |
| Old Irish, flasks, Imp. quarts, 12's | 11 25 |
| " Special, quarts, 12's | 9 00 |
| " Imp. pints, 24's | 11 75 |
| " round bottles, quarts, 12's | 6 50 |
| " round ½-bottles, pints, 24's | 8 00 |
| " 10-oz. flasks, 48's | 12 00 |
| " 5-oz. flasks, 60's | 9 00 |

Irish Whiskey in Wood.

| | Gal. | ½-Oct. | Oct. | Bbl. |
|---|---|---|---|---|
| Mitchell, "Special Old" | $4 50 | $4 40 | $4 55 | $4 10 |
| Mitchell, "Old" | 4 00 | 3 90 | 3 75 | 3 65 |
| " "B" | 3 50 | 3 40 | 3 30 | 3 25 |
| " "C" | 3 00 | 2 | 2 80 | 2 75 |

Champagne Wine in Cases.

| | |
|---|---|
| Duc de Pierland, quarts, 12's | $14 00 |
| " " pints, 24's | 15 00 |
| Cardinal, quarts, 12's | 12 50 |
| " pints, 24's | 13 50 |
| Vve. Amiot Carte d'Or, quarts, 12's | 16 00 |
| " " pints, 24's | 17 00 |
| " " d'Argent, quarts, 12's | 9 50 |
| " " pints, 24's | 11 50 |

Blandy Bros Wine.
Blandy's Madeira Wine, in cases.

| | |
|---|---|
| Very Superior, quarts, 12's | 8 50 |
| Special Selected, quarts, 12's | 10 00 |
| London Particular, quarts, 12's | 13 00 |

Blandy's Malaga, in cases.

| | |
|---|---|
| Pale Sweet Blue Label, quarts, 12's | 7 50 |
| " White Label, quarts, 12's | 10 00 |

Blandy's Sherry, in cases.

| | |
|---|---|
| Manzanilla, quarts, 12's | 8 50 |
| Morosa, quarts, 12's | 11 00 |

Blandy's Port Wine, in cases.

| | |
|---|---|
| Good Fruity, quarts, 12's | 7 50 |
| Invalid Special, quarts, 12's | 12 00 |

Blandy Bros'. Wine in Wood.

| | Gal. | Octave. |
|---|---|---|
| Madere, No. ½ | $3 50 | $3 00 |
| " No. ¾ | 4 50 | 4 00 |
| Malaga Pale Sweet | 3 00 | 2 75 |

Canadian Whiskies.

| | In barrels. per gal. |
|---|---|
| Gooderham & Worts, 65 O.P. | $ 4 50 |
| Hiram Walker & Sons " | 4 50 |
| J. P. Wiser & Son " | 4 49 |
| J. E. Seagram " | 4 49 |
| H. Corby " | 4 49 |
| Gooderham & Worts, 50 O.P. | 4 10 |
| Hiram Walker & Sons " | 4 10 |
| J. P. Wiser & Son " | 4 09 |
| J. E. Seagram " | 4 09 |
| H. Corby " | 4 09 |
| Rye, Gooderham & Worts | 2 20 |
| " Hiram Walker & Sons | 2 20 |
| " J. P. Wiser & Son | 2 19 |
| " J. E. Seagram | 2 19 |
| " H. Corby | 2 19 |
| Imperial, Walker & Sons | 2 90 |
| Canadian Club, Walker & Sons | 3 60 |

Less than one bbl. per gallon.

| | |
|---|---|
| 65 O. P. | $4 55 |
| 50 O. P. | 4 15 |
| Rye | 2 25 |

## LYE (CONCENTRATED).

GILLETT'S PERFUMED.

| | Per case. |
|---|---|
| 1 case of 4 doz | $ 3 60 |
| 3 cases " | 3 50 |
| 5 " " | 3 40 |

## MINCE MEAT.

| | |
|---|---|
| Wethey's Condensed, per gross net | $12 00 |
| " per case of doz. net | 3 00 |

## MUSTARD.

COLMAN'S OR KEEN'S.

| | |
|---|---|
| ..., per doz. | $1 40 |
| ..., " | 2 50 |
| ..., " | 5 00 |
| ... per jar | 0 75 |
| " | 0 35 |
| | 0 [illegible] |

## OLIVE OIL

| | per case |
|---|---|
| Barton & Guestier's quarts | $8 00 |
| " " pints | 9 00 |

## ORANGE MARMALADE.

T. LIPTON & CO.

| | |
|---|---|
| 1-lb glass jars, ¼ doz. case, per doz | $0 95 |
| Home made, in 1-lb. glass jars " | 1 50 |
| In 5 and 7-lb. tins and 7-lb. pails, per lb | 0 06 |

## PICKLES.

STEPHENS'.

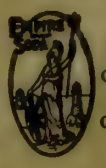
A. P. Tippet & Co., Agents.

| | |
|---|---|
| Patent stoppered (pints) per doz. | 2 30 |
| Corked (pints), " | 1 90 |

## SODA.—COW BRAND.




Case of 1 lbs. containing 60 pkgs. per box, $3.00.
Case of ½ lbs. (containing 120 pkgs. per box, $3.00.
Case of lbs. and ¼ lbs. (containing 30 1 lbs. and 60 ½ lb. packages) per box, $3.00.
Case of 5c. pkgs (containing 96 pkgs) per box, $3.00.




EMPIRE BRAND.

Brunner, Mond & Co.

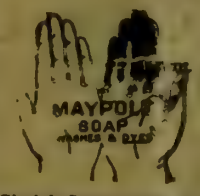
Case 120 ½-lb. pkts. (60 lb.) per case $2 70.

Case 96 10-oz. pkts. (60 lb.) per case $2.80.

"MAGIC" BRAND.

| | | per case |
|---|---|---|
| No. 1, cases, 60 1-lb. packages | | 2 75 |
| " 2, " | 120 ½-lb. packages | 2 75 |
| " 3, " | {30 1-lb packages / 60 ½-lb. packages} | 2 75 |

## SOAP




A. P. TIPPET & CO., AGENTS
Maypole Soap, colors, per gro., $10.30.
Maypole Soap, black, per gro., $15.30
Oriole Soap, per gross, $10.30.

| | |
|---|---|
| Gloriola Soap, per gross | 12 00 |
| Straw Hat Polish, per gross | 10 20 |

## STARCH.

EDWARDSBURG STARCH CO., LTD.

| Laundry Starches— | per lb. |
|---|---|
| No. 1 White or Blue, 4-lb carton | 0 06½ |
| No. 1 " 3-lb. " | 0 06½ |
| Canada Laundry | 0 05½ |
| Silver Gloss, 6-lb. draw-lid boxes | 0 08 |
| Silver Gloss, 6-lb. tin canisters | 0 08 |
| Edwards'g Silver Gloss, 1-lb. pkg. | 0 08 |
| Kegs Silver Gloss, large crystal | 0 07 |
| Benson's Satin, 1-lb. cartons | 0 08½ |
| No. 1 White, bbls. and kegs | 0 05¾ |
| Benson's Enamel, per box, $1 50 to | 3 00 |
| Culinary Starch— | |
| Benson & Co.'s Prep. Corn | 0 07¼ |
| Canada Pure Corn | 0 05¾ |
| Rice Starch— | |
| Edwardsburg No. 1 white, 1-lb. car | 0 10 |
| Edwardsburg No. 1 White or Blue, 4-lb. lumps | 0 08½ |

BEE STARCH.

| | |
|---|---|
| Cases, 64 pkgs. 48's | $5.00 |
| ¼ Cases, 32 pkgs. 24's | 2.50 |
| Packages 10c. each. | |

BRANTFORD STARCH WORKS, LIMITED.
Ontario and Quebec.

Laundry Starches—
Canada Laundry, boxes of
[illegible] Starch—

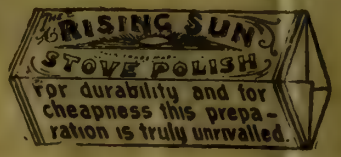
## STOVE POLISH.



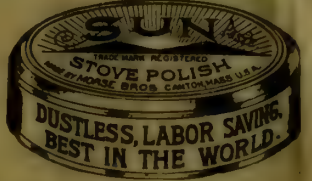




| | |
|---|---|
| No. 4—3 dozen in case, per gross | 4 80 |
| " 6—3 dozen in case, " " | 3 40 |




| | Per gross |
|---|---|
| Rising Sun 6-oz. cakes, ½-gross bxs | 5 50 |
| Rising Sun, 3-oz. cakes, gross boxes | 4 50 |
| Sun Paste 10c. size, ½ gross boxes | 10 00 |
| Sun Paste, 5c. size, ¼ gross boxes | 5 00 |




## TEAS.




SALADA CEYLON.

| | Wholesale | Retail |
|---|---|---|
| Brown Label, 1's | 0 20 | 0 25 |
| " " ½'s | 0 21 | 0 26 |
| Green Label, 1 and ½s | 0 23 | 0 30 |
| Blue Label, 1s, ½s, ¼s and ⅛s | 0 30 | 0 40 |
| Red Label, 1s and ½s | 0 36 | 0 50 |
| Gold Label, ⅛s | 0 44 | 0 60 |



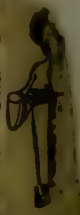

Ceylon Tea, in 1 and ½ lb. lead packages black or mixed.

| | |
|---|---|
| Black Label, 1-lb., retail at 25c | 0 19 |
| " " ½-lb., " " " | 0 20 |
| Blue Label, retail at 30c | 0 22 |
| Green Label " 40c | 0 28 |
| Red Label " 50c | 0 35 |
| Orange Label, retail at 60c | 0 42 |
| Gold Label " 80c | 0 55 |




Ceylon Greens— Wholesale
No. 1
No. 2
No. 3
Packed same as blacks.

ROSS' TEAS.



This trade mark is on each package.

| | | |
|---|---|---|
| 5c. 2-oz. packets, per doz. | 0 48 | |
| 10c. 4-oz. " " | 0 96 | |
| 25c. 10-oz. " " | 2 40 | |

W. J. NICHOL & Co.,
Wholesale Agents, 11 and 13 Front St. E., Toronto.

Also agents Cuba y Packing Co., beef extract and pepsins.

CROWN BRAND

| | Wholesale | Retail |
|---|---|---|
| Red Label, 1-lb. and ½'s | 0 35 | 0 ... |
| Blue Label, 1-lb. and ½'s | 0 23 | 0 ... |
| Green Label, 1-lb. | 0 19 | 0 25 |
| Green Label, ½'s | 0 20 | 0 25 |
| Japar, 1s | 0 19 | 0 25 |

E. D. MARCHAU, Montreal.

| Japan Teas— | |
|---|---|
| "Condor" I 40-lb. boxes | 0 40 |
| EMD AAA 40-lb. boxes | 0 37½ |
| "Condor" II 40 lb boxes | 0 35 |
| " II 80-lb. " | 0 35 |
| " III 80-lb. " | 0 ... |
| " IV 80-lb. " | 0 ... |
| " X 80- b. " | 0 ... |
| " V 80-lb. " | 0 ... |
| " XXXX 80-lb. boxes | 0 35 |
| " XXX 80-lb " | 0 ... |
| " XXX 80-lb " | 0 ... |
| " AAX 80-lb. " | 0 30½ |
| " XX 85-lb. " | 0 10 |
| " LX lead packets | ... |
| " Assorted cases (1 and ½ lb.) to retail at 40c. | 0 32½ |
| " L lead packets | ... |
| " Assorted cases (1 and ½ lb.) to retail at 25c. | 0 19½ |

| Black Teas—"Nectar," in lead packets— | |
|---|---|
| Green label retails 0 26 at | 0 ... |
| Chocolate label " 0 35 " | 0 25 |
| Blue label " 0 50 " | 0 36 |
| Maroon label " 0 60 " | 0 45 |
| Fancy Teas—Chocolate, 1-lb. | 0 32½ |
| " " —Blue, 1-lb. | 0 42½ |
| " " —Maroon, 1-lb. | 0 50 |
| " " —Maroon, 1-lb. | 1 50 |

| Black Teas—"Old Crow" Blend— | |
|---|---|
| Bronzed tins of 10, 25, 50 and 80 lb. | |
| No. 1 per lb. | 0 35 |
| No. 2 " | 0 30 |
| No. 3 " | 0 25 |
| No. 4 " | 0 20 |
| No. 5 " | 0 17½ |

LIPTON'S TEA (in packages).

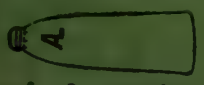
| | Price per lb |
|---|---|
| No. 1, cases 50 lb. (50 ½-lb. pkgs. | $0 35 |
| (25 1-lb pkgs | 34 |
| No. 1, cases 50 lb. in ½-lb. tins | 35 |
| No. 2, cases 50 lb. (50 ½-lb. pkgs. | 29 |
| (25 1-lb. pkgs. | 28 |
| No. 2, cases 50 lb. in 5-lb. tins | 29 |
| No. 3, cases 50 lb. (50 ½-lb. pkgs | 23 |
| (25 1-lb. pkgs. | 22 |
| No. 3, cases 50 lb. in 5-lb. tins | 23 |
| Green Ceylon, No. 1 (50 ½-lb. pkgs | 36 |
| [illegible] 1-lb. pkgs | 34 |

Gree[illegible]

OUR TRADE A MARK
AUER LIGHT MANTLES
LONGEST LIFE & BRIGHTEST
OUR TRADE A MARK

## The Value of Annealing.

Annealing is the most costly step of mantle ...ing—consequently a cheap mantle cannot be ...perly annealed—That is the reason a cheap ...tle cakes in like this  ...ou lay it on its side, ...er burning off the coat-...g—Try one—They injure your trade.

Mantles branded A are thoroughly annealed over pressure gas—They fit the burner—They don't shrink—They stand up this way—They are  reliable—They help your trade.

—We are the sole manufacturers of A mantles.
—Write us if you are interested.

Lowest prices on Mantles, Shades, Chimneys, Globes and Sundries.

AUER LIGHT CO., MONTREAL.

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BEST FOR BAKING.

Made in England by

BRUNNER, MOND & CO.

Used in Canada by

All Careful Housekeepers.

WHY ISN'T IT IN YOUR STOCK?

WINN & HOLLAND,

SOLE AGENTS FOR CANADA,

MONTREAL.

The American Coffee Co.

IMPORTERS AND JOBBERS. TORONTO.

Special Blends

"GOLDEN EAGLE," "MANHATTAN," "MONTERY."

Correspondence Solicited.

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might bring inquiries. Better write for rates to

I. G. STEWART, Halifax.

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Oakville Basket Co.

Oakville, Ont.

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McLAREN'S COOK'S FRIEND BAKING POWDER.

The Best Grocers make a point of Keeping it always in Stock.




## Don't use this kind of a light

but write us for prices on any kind of Lamps or fittings.

We manufacture lamps and can suit you.

**LAMP CHIMNEYS**

WITH THESE LABELS

**ARE THE BEST.**

For Lime Flint. For Lead Flint.

# GOWANS, KENT & CO.

Wholesale

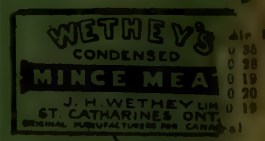
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There is no trouble for the housekeeper who wants good Mince Pies if she knows about, make or has ever tried it. Put up in neat 1 package.

## Wethey's Mince Meat




is the most delicious Mince Meat ever made, and we vouch for its absolute purity and wholesomeness. We make it only of the freshest meats, fruits, spiced to the most exacting taste. For instant use, ready for pies. You can recommend it to your customers.

Prepared only by

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# Crosse & Blackwell's Candied Ginger.

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CHAS. P. CLARK, President. JARED CHITTENDEN, Treasurer.

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Imperial Blacklead—Large size
Medium size
Small size
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Small size